**Chris Gilbane**

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**Personal Statement**

I am a flexible and experienced individual who operates in a variety of roles including Consultant, Head of Development and Solution Architect. I provide technical and delivery leadership in consultancy engagements, software development and managed services.

In a consultancy context I have worked within teams delivering services using a lean value proposition design approach. From a software delivery perspective my roles have included leading teams of up to 40 people spread across the UK and India delivering product-based software, bespoke development, user interface prototypes and research & development services. I also provide solution architecture support for development, pre-sales and customers as well as technical due diligence for new products and solutions, contracts and acquisitions.

My roles have given me the opportunity to work with a broad range of technologies including Java, Ruby, Microsoft and Oracle based server technologies deployed on-premise or cloud (AWS). I have worked on projects delivering native mobile, hybrid mobile, responsive web and traditional back-office application user interfaces. I am just as happy in front of a white board running a workshop as I am working with teams to manage delivery.

**Key skills**

* Technology consultancy & leadership
* Solution architecture
* Onshore offshore development management
* Digital transformation
* Technology generalist
* Mentoring
* SCRUM Agile, Kanban & Waterfall
* Recruitment – UK and India
* Setting up new teams
* Commercially and legally aware
* Pre-sales – ITT bid responses & presentations
* Infrastructure specification
* Security clearance – MOD\_SC
* 3rd party software license costs definition
* Developer to C-level exec communication
* Tech due diligence – acquisitions & contracts
* Technology selection & delivery
* Technology roadmap creation & negotiation
* Service design and service transition
* AWS Certified Solution Architect - Associate

**Domain expertise**

* Private sector – consultancy and bespoke software delivery to SME’s across a variety of business domains including start-ups, disruptive businesses and mature organisations.
* Public sector – product IPR based software delivered into Local Government (Social Housing, Social Care, Revenues & Benefits), Central Government, Health and Police sectors.

**Career Highlights**

* Providing technology, architecture and recruitment support during the setup phase of a joint venture tasked with the digital transformation of a legacy service. Working jointly to setup the team and running sprint zero and sprint 1 prior to handover to delivery leads.
* Proposition development from ideation to revenue earning delivery – leading a team within an ‘innovation process’ to formulate an idea, develop the proposition, undertake cost & revenue modelling and pitched to the CEO for funding. The concept was sold to multiple clients and I subsequently lead the delivery team. We generated £4 million of new revenue.
* Leading a group of offshore architects acting as a Research & Development team; although the primary delivery channel was internal, we generated in excess of 750K of revenue.
* Creation of a new team, which delivered B2C solutions compliant with GDS (Government Digital Services) Digital by Default standards; resulting in 1.5 million TCV of new contract wins & contributing to the extension of an existing contract with 12 million TCV over 2 years.
* Running an offshore team to deliver a Proof of Concept for a Police mobile solution, using a Ruby stack with a HTML5 extJS front end, which was subsequently productionised.
* Definition and ownership of a new component-based architecture for a Healthcare product:
  + Core application – SOA architecture, SQL Server, MVC application tier and KendoUI;
  + Reporting – SQL Server, Talend and Jaspersoft (subsequently replaced by SSRS);
  + Internet facing products – DotNetNuke (CMS).
* Cultivating a relationship with the Oracle APEX team to help with a product migration.

**Employment History**

**Sept 2017 – August 2019 Managing Consultant and Solution Architect, Arrk Group**

Key successes:

* Part of multiple teams delivering services using a lean value proposition design approach.
* Solution Architect & pseudo bid manager for a proposal to new client, who subsequently became an account.
* Creation of a new managed service proposition - service design and implementation.
* Architectural review of an AWS deployed, Ruby B2C application.

**Responsibilities**

Acting as the voice of technical authority in customer engagements. Providing architectural and technology leadership to offshore delivery teams working in Ruby, Microsoft and Java stacks with front end technologies including JavaScript, native mobile and hybrid mobile frameworks. Providing technology input to pre-sales processes. Participation in lean agile discovery processes. Managing internal technology projects.

**July 2001 – Jun2017**: various roles within First Software, SX3, Northgate Information Solutions and Northgate Public Services described below. Note: First Software was acquired by SX3, which was acquired by Northgate Information Solutions and which subsequently split out Northgate Public Services from Northgate Information Solutions as a private equity disposal.

**Jan 2016 – June 2017 Head of Development and Solution Architect, Northgate Public Services**

**Key successes:**

* Successful delivery by my R&D team of projects including Free Text Search (Java, Apache Lucene), Graph Analytics (Java, OrientDb), Docker containerisation for services deployed on Microsoft Azure and real-time pattern matching within ANPR data using Apache Flink.
* Driving the use of early prototyping and UX design work as part of sales engagement.
* Setting up and operating an offshore team to deliver a PoC for a Police B2B solution.
* Third party software cost modelling for our Police sector platforms.
* Technical due diligence for a mobile acquisition.

**Responsibilities**

Leading a team of circa 40 individuals across the UK and India delivering Research & Development services, B2C delivery to Government Digital Services (GDS) standards within a Java stack, mobile web delivery within a Ruby/extJS stack and User Interface prototyping. Also acting as a Solution Architect and providing solution design for pre-sales, client needs and internal projects covering infrastructure and product-based software.

**July 2012 – Dec 2015 Solution Architect (with governance responsibilities), Northgate IS**

**Key successes**

* Working with the CTO to drive the adoption of Microsoft Azure (Public Cloud).
* Creating two new offshore teams for Research & Development and B2C delivery.
* Technical due diligence – third party software and two potential acquisitions.
* Although not successful, I worked on two bids which were significant learning experiences – a Police platform for Manchester Police (we came 2nd) and a bid to retain the National ANPR contract (we came 4th).

**Responsibilities**

Leading a team of offshore architects responsible for Research & Development. Solution design for pre-sales, client needs and internal projects covering infrastructure and product-based software. Acting as a senior technologist within the business covering Java, Microsoft and Oracle stacks. Providing technical due diligence services for opportunities, software selection, contracts and potential acquisitions. Working with development teams to trouble shoot problems.

**Dec 2008 – June 2012; Product Architect (Local Govt), Northgate IS**

**Key successes:**

* Member of many successful bid teams pitching product based IPR.
* Creation and operation of a technical roadmap program providing greater customer clarity on upgrades and revenue opportunities for the business from professional services.
* Leading an architectural review of a product with a legacy technology stack.
* Innovation and delivery of new technology and services e.g. Cloud, Exchange Integration, SOA, IDM, Citizen Single Sign On, conversion of Excel/Access applications to APEX & SMS.
* Ongoing maintenance of relationships with the Oracle APEX development team.

**Responsibilities**

Lead technology consultant providing support to development teams, sales and customer facing teams for both software and managed services for products with Java, Microsoft and Oracle technology stacks. Responsible for identifying new technologies, matching them to business needs, leading R&D projects and supporting adoption in product.

**April 2006 - Dec 2008: Technical Architect & Development Manager, Northgate IS**

**Key successes:**

* Ownership of the build method for redeveloping an Oracle Forms user interface in APEX.
* Creating and maintaining a relationship with the Oracle APEX team to help with the above.
* Leading a team creating new tools to aid with the migration to APEX

**Responsibilities:**

Leading a dispersed team of 20 people across the full lifecycle. Public face of development to clients. Liaising with customer facing teams to provide client support & problem resolution.

**July 2001 – April 2006: Senior Developer (Oracle SQL & PLSQL, Oracle Forms, Java), SX3.**

**July 2000 to June 2001: Oracle Developer, Keystone Solutions Limited, Auckland, New Zealand.**

**May 1998 to June 2000: Oracle Developer, First Software UK Limited.**

**August 1997 to May 1998: Graduate Trainee Oracle Group, UNISYS.**

**Hobbies and interests**

I like nothing more than getting outside, seeing the countryside and watching wildlife. I am also a very keen Rugby Union fan, and although I have played socially in the past my rugby these days is confined to watching. I am also a bit of an amateur wine and real ale buff. I maintain an interest (from my degree) in Astronomy.