



17 Ways

OPTIONS • SOLUTIONS • RESULTS

17 Ways Professional Business Consulting Pack

August 2015

Why can't IT Consulting be more like Legal, Accounting and Audit Services?



You can get highly skilled lawyers or accountants for an hourly rate. They build a relationship with you and get to know your business.

With IT you either get someone who can fix your PC...




Or engage a big company that sees you as a cash cow...



Or you hire someone, when you don't really need them fulltime.

We think you deserve better...



17Ways Virtual CIO

- Available when you need us
- Cover any aspect of technology
- No retainer fees
- Discounts for pre-purchasing

Target Audience

This offering is aimed at companies who need occasional help with their technology. Typically they will have a functioning set of technology and a capable internal or outsourced IT function, but need more senior assistance with technology decisions or transitions.

Why We Offer This

Professional services such as Lawyers, Accountants and Auditors provide corporates with a service based upon usage. You can engage a law firm to provide assistance when you need it and usually the same lawyer will be provided each time, building continuity and knowledge of your business. Of course if you have enough demand you can employ people with these skills to work directly for you.

In the IT space this kind of service is not as mature. You can get very specific skills such as technicians who can fix your PC, or you can engage large consulting firms who will charge a fortune and look for more ways to sell their services to you. Often what you really need is just a few days of help every so often, with no long term commitment.



About 17 Ways



The three partners all worked together at Macquarie Bank for over 17 years. In January 2015 we formed 17 Ways to offer our skills, experience and contacts to Australian companies in need of assistance with their technology. We are privately owned and self-funded.



Our goal is to provide hands-on advice to companies and to build long term relationships. We put customer outcome above personal success. We have had long and successful careers and are looking to give something back to the industry while also having fun.



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17 Ways Senior Partners



Mark Guthrie has worked in both application development and infrastructure roles.

During his time at Macquarie Bank he ran the Foreign Exchange trading systems for over a decade. Working directly with the heads of the business he rebuilt the front end systems from the ground up, set up a number of joint ventures and companies, and ran a 24x7 operations team.

Mark led Macquarie's offshore development and testing capability in the Philippines for 2 years running a team of 650 staff. He also spent 2 years in Singapore migrating and running the front office technology teams.

His infrastructure experience includes running Macquarie's global infrastructure operations team through Y2K and 3 years as the infrastructure account manager for Macquarie's FICC business.

Prior to Macquarie, Mark worked in the UK's largest insurance company for 5 years as well as working for IBM in Australia.

Mark holds a Bachelor's Degree in Physics and co-authored an IBM Redbook on software distribution.



Tim has worked across a number of technology areas including application development, infrastructure engineering and operations, account management and project office.

During his time at Macquarie Tim was responsible for a number of global services including x86 Server, Unix mid-range, Vblock, Database Services, Virtual Computing and Global Infrastructure Projects. Tim was responsible for delivering the first converged computing platform into Macquarie based on Vblock, and was also responsible for delivering the first 'as-a-Service' offerings hosting Oracle and Microsoft SQLServer.

Tim also spent several years as an infrastructure account manager working directly with senior business managers and heads of business delivering solutions for areas such as Business Banking, Mortgages, Margin Lending, Real Estate, Funds Management and Equity Markets.

Prior to Macquarie Tim worked as a Senior Consultant for a Sydney based solutions company.

Tim holds a Bachelor's Degree in Business.



John has over 20 years experience across all aspects of IT Infrastructure, including operational, engineering, service management and business-facing account management roles.

John has led teams in systems integration and technology delivery, 24x7 incident response and support, service management and portfolio delivery.

John's business facing roles at Macquarie Bank included responsibility for infrastructure for the Capital Markets and Funds Management groups, and included a posting in Philadelphia working on the Delaware Investments integration.

Other overseas posting have included New York and Hong Kong.

John's experience also includes IT due diligence, portfolio management, engineering, finance, IT strategy and working with offshore teams.

Prior to working at Macquarie, John worked as a Systems Engineer at New Children's Hospital.

He also holds a Bachelor of Business, a Diploma in Law and an Associate Diploma in Computing.

Contact Us



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