



Richard Sealy



Profile

A deeply experienced management consultant, banking IT director and business founder sought after for global operating model design and transformation delivery. A recognised expert in outsource contract development and negotiations in highly regulated industries

Core Competencies

- Multi-jurisdictional operating model design & implementation
- Global service agreement development & negotiation
- Supply chain strategy
- IT Strategy and governance

Relevant Experiences

Commercial Lead, Ring-Fencing of UK headquartered Investment bank.

Defined new inter-entity / intra-entity services model. Drafted and negotiated compliant arms-length services across all entities and jurisdictions. Successfully delivered Services Agreements to achieve the legislated ring-fencing of the bank group.

Outsource operating model design for New UK digital bank.

Strategic advisor to the C-suite of new challenger bank with responsibility to define a 3rd party sourcing framework which would allow the bank to roll-out product delivery according to their pilot and ramp-up plans.

Next Generation Infrastructure Swiss headquartered global bank .

Worked with the IT Executive to design and implement an IT Infrastructure operating model including the selection and new outsource providers and the design of a new retained organisation. Negotiated the new outsource agreements and supported the ramp-up of the new retained IT Infrastructure organisation

Transition Service Agreements and future IT operating model design for UK retail bank.

Developed post-merger IT operating model for combined “New Bank” including division of services and consolidation of core systems. Prepared Service Agreements, financial and staff plans for transition through to future “steady state” operations

Cloud sourcing & 3rd party compliance design for Swiss headquartered global industrial group

Developed and delivered a “Cloud Assurance” framework to accelerate transacting with new Cloud based service providers whilst protecting ABB’s interests in IP protection and critical infrastructure compliance

Outsource Transition and Transformation Lead for Global Oil Major

Led the Transition and Transformation program team as part of the \$5.2 Billion global, multi-tower IT Outsource transaction

Career History

- Deloitte – Director IT Strategy & Governance
- ABN Amro – Director Global Outsource Portfolio
- Deutsche Bank - Director Enterprise Technology
- Citibank RVP Infrastructure Outsource Services

Financial Services Client History

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| ▪ Zurich Financial Services | ▪ Barclays |
| ▪ TDBFG | ▪ BMO |
| ▪ UBS | ▪ Lloyds |
| ▪ Credit Suisse | ▪ Coop Bank |
| ▪ Heidelberger Leben | ▪ Prudential Insurance |