

Mike Fisher (C.Eng., M.I.Mech.E, M.Sc., B.Sc Hons 2.1) (*previously Charnley-Fisher*)
Currently living in Hamburg, Germany (happy to return to Munich or the UK)
Mobile(DE): 49 173 647 0884 Mobile(UK):44 7710 381694 E-mail Address: mcf@hermeticon.com

Personal Information

Date of Birth: 1959
Nationality: British
Status: Divorced, 3 children (teenagers)
Driving Licence: Full, Clean.



Personal Profile

An experienced analytics, supply chain and transformation consultant / interim. Lived in 3 countries and worked across Europe, enjoys working with senior management from multiple locations, usually on a collaborative matrix basis, to facilitate change and improve efficiency. Passionate about sharing extensive and in-depth knowledge and experience spanning commercial, technical and IT domains. An unparalleled understanding of management information and the operations and data which underpin it, enabling the successful implementation of strategy – no matter which sector/culture. A friendly style, analytical and structured mind-set, and positive enthusiasm at all levels routinely results in extensions to initial 4-5 month contracts. Above all a sense of care.

Over the last 15 years worked with large private sector organisations in the renewables, industrial engineering, automotive, IT and telecoms sectors and at a national level in health and social care within the public sector (central/local government and primary/secondary health). Honed consultancy skills with (Cap Gemini) Ernst & Young for 5 years and developed innovative commercial and technical solutions in the oil & gas project sector for a further 15 years.

Mix of in-depth skills illustrated by the following:

- development and leading the implementation of analytics, benchmarking, performance management and benefits realisation solutions;
- co-leading (with the customer) supply chain transformation / reorganisation and process improvement initiatives;
- managing commercial activities linked with major outsourcing and relocation (IT, manufacturing and services). Leading procurement activities in other spend areas;

A professionally qualified mechanical engineer with long term in-depth IT skills (ERP, database and office automation) built on a firm foundation of project and risk management gained from capital projects, consultancy and public sector (PRINCE 2).

For more depth please visit www.hermeticon.com

Employment History

Hermetica Consulting Limited, High Wycombe, Managing Director	Jun 2001 – present
(Cap Gemini) Ernst & Young, London, Managing Consultant	Nov 1996 – May 2001
John Brown E&C Ltd (Kvaerner), London, Value Manager	May 1991 – Oct 1996
Aspect Dynamics, Milton Keynes, Technical Director (Software)	May 1990 – Apr 1991
TransTiriel Limited, Chesham, Managing Director (Consultant)	Feb 1989 – Apr 1990
McDermott Engineering London, Project / Mechanical Engineer	Oct 1981 – Jan 1989

Employment Experience

Hermetica Consulting Limited, High Wycombe, Managing Director Jun 2001 - present

Hermetica is a successful small consultancy focussing on purchasing, transformation and analytics.

- **Senvion (REPower), Germany, Mar 2014 – Dec 2015:** Consultant commissioned by the Senior VP for Supply Chain initially to help improve claims and overall supply chain processes (especially from a strategic sourcing perspective) in the onshore and offshore wind energy sector. Implemented supply chain risk management and improved supplier relationship management (process and web based systems involving the complete portfolio of products and circa €2bn spend).
- **MAN Diesel & Turbo, Germany, Oct 2012 – Sep 2013:** Consultant to Senior VP for Purchasing. Savings increased by 70% whilst spend decreased by 16%. Re-established group purchasing for an organisation of 250 purchasing professionals spanning 9 global business units. Introduced new governance, performance reporting, and improved category strategies for a spend of €1.5bn.

- **MAN Truck & Bus, Germany, Jun 2011 – Sep 2012:** Supply Chain Risk Management Project Mgr. Created a financial supply chain risk management system and simplified processes for over 1,000 suppliers. Developed a part level risk analysis solution involving a spend of €4.5bn, 60,000 parts and data from over 20 disparate systems. Transitioned parts into the VW structures when MAN was acquired. Developed new processes to reduce supply chain risk.
- **Department of Health Care Services Efficiency Delivery, May 2006 – May 2011:** Commissioning work-stream lead. 12 nationally published papers and guidelines covering commissioning, make-or-buy, outcomes and national performance analysis and reporting. Regular involvement at a national level (CIPFA, DH, LGA, NHS Information Centre) on social care reporting, use of resources, and personalisation. Developed a data warehouse solution (TRIPS) for detailed care service analysis at service user package level which was piloted in all 9 councils in the East Midlands, following an earlier product (TRACS) which was installed in 50 councils across England. Facilitated the 12 East of England councils to arrive at regional contracting and performance standards. Developed, and worked with councils in the South West to implement a value stream management approach to improving the efficiency of social care services. Developed the regional engagement process for CSED. Involved in negotiations with the DH and Treasury to secure the budget during the 2007 CSR (spending review).
- **MaxData, Germany, Nov 2005 – Apr 2006:** Project Manager Supply Chain Optimisation. Saved 10% on a spend of €450m via improved processes, better sourcing strategies, improved factory and distribution logistics and streamlined product development and after sales service.
- **NHSU, Corporate University for the NHS, Jun 2004 – Sep 2005:** Head of Procurement. Managed, and developed processes and systems for, £40m spend on health training under EU/NHS procurement governance. Led the commercial activities associated with relocating all suppliers and activities to other organisations on dissolution of the NHSU. Managed fit-out/facilities for new offices.
- **NHS Scotland, eProcurement Scotl@and Programme, Better Buying, Aug 2003 – May 2004:** Associate hired by CGE&Y to lead the Better Buying consultancy team working with all 40 NHS Scotland health organisations, at head of purchasing level, to implement collaborative purchasing processes covering all health commodities (in the second year delivering 6% savings on the 25% of total spend (£1bn) targeted). This was part of a programme to implement eProcurement.
- **CompAir (Invensys), England and Germany, Aug 2002 – Jul 2003:** Transferred the supply base of 500 suppliers (including merging of bills of materials and order quantities) from the UK to Germany as part of the closure of two UK plants (£20m of business). Outsourced related sheet metal work (all stages), saving 20% on previous costs, and set up a spend / benefits tracking system for £100m of global spend based on data from SAP and a smaller ERP systems.
- **Ericsson, mainly Sweden, Belgium & Germany, Jul 2001 – May 2002:** Implemented financial and performance measurement systems and processes to manage approximately €100m of outsourced IT services across Western Europe. Project managed a cross-functional, multi-national strategic sourcing project to reduce \$60m spend on PCs by 30%.

(Cap Gemini) Ernst & Young (CGE&Y), Managing Consultant, Nov 1996 – Jun 2001

Senior Managing Consultant at Ernst & Young Management Consultancy Services (sold to Cap Gemini) in their Energy industry facing and Supply Chain Management process facing groups:

- **Telecoms, Europe, Sep 2000 – Jun 2001:** Managing Consultant, lead a team of up to 5 consultants and working with senior procurement and IT management across all 15 countries, to deliver 5% savings on IT spend and 20% on €100m of outsourced IT services (400 employees, 25,000 users).
- **Pharmaceutical, Global, Dec 1999 – Aug 2000:** Managing Consultant, working alongside the responsible senior client purchasing manager to reduce a global capital spend of £500m by 5%. Developed processes, delivered training to a dozen senior purchasers and developed the data warehouse including the complete global spend (in all categories) of several £billion.
- **UK Upstream Oil & Gas Sector, Oct 1998 – Jul 1999:** Managing Consultant (Expert), developed a £1 billion national Supply Chain Management saving opportunity. Helped to establish, via training, a new national organisation (LOGIC) to continue the work. In-depth life-cycle workshop engagement with 30 operators, contractors and suppliers. Supply chain assessment surveys sent to over 300.
- **Energy and Utilities (various), Nov 1996 – Nov 1999:** 2 year UK Oil & Gas Exploration process benchmarking study, 1 year business process reengineering and testing associated with roll out of domestic gas competition, 4 months renegotiating a major outsourcing deal in the banking sector, various shorter pieces of work on contract disputes, purchasing & IT reviews etc. in various sectors.

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John Brown E & C Ltd (Kvaerner), London, Value Manager, May 1991 – Oct 1996

John Brown (now CB&I) provided Engineering, Purchasing and Construction (EPC) services, mainly to the Oil & Gas sector (with some work in the pharmaceutical, process and power generation sectors).

Managed a mixed "Alliance" (including BP, as well as John Brown staff) Programme Management Office which included life-cycle economics (including impact of availability on revenue), risk management, value engineering, cost estimating and cost control, project planning, risk management and the development of commercial risk / reward incentives. Latterly this was for a £300m BP project. The first project, with a capital spend of £40m, delivered capital savings of 18% on an already heavily challenged budget. Both were ahead of schedule.

Aspect Dynamics Ltd, Milton Keynes, Technical Director, May 1990 – Apr 1991

Aspect Dynamics developed advanced control and data acquisition software using leading edge (at the time) multi-processor technologies.

TransTirial Ltd, Chesham, Managing Director, Feb 1989 – Apr 1990

TransTiriel was responsible for writing the hardware manual for the Atari Transputer Workstation and for developing device level software in support of this, then, leading edge technology.

McDermott Engineering London, Project / Mechanical Engineer, Oct 1981 – Jan 1989

McDermott are also an EPC contractor in the Oil & Gas sector.

Mike held a variety of roles as an engineer on various BP, Shell, British Gas and Total projects with capital spends up to £1bn. He also co-led one of the earliest implementations of a computer assisted engineering database.

Professional Qualifications and Training

Prince 2 Project Management Practitioner - 2004

Affiliate member of the Chartered Institute of Purchasing and Supply (CIPS) – 2002

Various consultancy based training in Peak Performance, Facilitation, Business Process Reengineering, etc. whilst at Ernst & Young – 1996 to 2000

Chartered Engineer (C.Eng.), Institution of Mechanical Engineers (I.Mech.E.) – 1988

Good knowledge of the inner workings of ERP systems. Expert (developer level) knowledge of Oracle, SQLServer, SharePoint and the Microsoft Office Suite and good knowledge of the Adobe Creative Suit and other specialist applications (e.g. Oracle Crystal Ball).

A large number of published guidelines and articles.

Education

University of Manchester Institute of Science & Technology (UMIST), UK Oct 1980 – Nov 1981
M.Sc. Applied Mechanics.

University of Manchester Institute of Science & Technology (UMIST), UK Oct 1977 – Jul 1980
B.Sc. Hons 2.1 Metallurgy.

Greshams School, Holt, UK Sept 1971 – Jul 1977
A-Level – Biology (B), Chemistry (C), Physics with Maths (D)
"O" levels in 13 subjects including Maths and English
Gold Duke of Edinburgh Award

References

Contact details provided on request for references:

Philipp Ponton (Wind Energy) [Germany],
Bjoern Carlsson (Senior Vice President Purchasing, Heavy Engineering) [Germany],
Michael Ingo Mazart (Supply Chain Risk Management, Automotive) [Germany],
Richard Allman (Programme Director, Efficiency in Government) [UK] and/or
Caroline Booth (Senior Vice President, Banking and Big-5 Consultancy) [Europe].