

Case Study 7 Sector: Tourism Smart Cards Financial Role: Head of Project Management

Ability to integrate into the client company

Executive was engaged to run a number of projects which had been under evaluation for the prior 3 years relating to the use of Smart Cards in Tourism and related enclosed markets. There was a need after a period of evaluation and discovery to formalize the products and supply chain and fully produce and sell the products

Impact on the business / bottom line

At the time of joining the company had invested over £3m of cash into the initial feasibility study and now needed to deliver products and produce revenues. The Executive was able to take all of his projects through to a successful conclusion growing the companies top line by over 700% and ensuring that there was a viable bottom line for the future

Overall contribution / achievement of objectives

There was a need to establish a robust and flexible supply chain as the company was a start up but expecting significant growth. The Executive was able to ensure that the correct pieces were in place to enable a ratcheting up as the company moved forward this included working with partners in the financial sector as well as suppliers in the technical provision of the product.

Working style

Executive was never afraid to challenge the initial feasibility and simplified an over-engineered product in order to make something which was viable.

Leadership / people management skills

Executive will lead at all levels in an inclusive manner.

Any other comments about the interim manager

Though not a IT or technology specialist was able to engage with both clients and suppliers quickly and effectively
Interim Head of Program – Smart cards d7d