



Lance is a natural leader with a unique gift for finding simple solutions to complex problems. He is quick to grasp the realities of a situation including the challenges, opportunities and risks. With experience running contract negotiations, facilitating workshops and selling and delivering IT solutions to major enterprises Lance is equally adept at presenting concepts to a CEO or talking shop with a support team.

Over the last 18+ years Lance has worked extensively in the IT industry within Australasia, the United Kingdom and North America. Throughout his career he has held various senior roles as both a consumer and supplier of IT services, with a common thread being the effective design, deployment and management of solutions to deliver desired business outcomes. With experience ranging through multinational financial services, global management consulting and running his own highly successful business, Lance can leverage an enviable set of skills and knowledge to meet a wide range of challenges.

Business Development

In addition to creating and managing Anadex Pty Ltd (an HP Software Reseller Lance later sold to CSG Ltd), Lance also acted as the primary sales resource managing enterprise accounts. During and prior to Anadex Lance played a crucial role in numerous IT vendor solution sales teams, providing management and direction in support of Enterprise level sales. Lance was also heavily involved in the technical development of partners in a \$400 million Global Channel Program.

Financial & Contract Management

Sought after as a thought-leader, Lance has extensive commercial experience from both the consumer and provider sides of IT solutions. As a consumer Lance specialised in managing vendors and streamlining IT budgets and billing methodologies, including major components of a US\$1.1 billion IT budget. As a provider Lance has been a driving force in multiple large IT projects, managed and advised on multi-million dollar contracts and worked within bid and service delivery teams of large global IT vendors.

Process & Documentation

With a solid background in IT Service Management (ITIL) and IT Asset Management best practice, and years of experience in process re-engineering, Lance has developed a unique ability to instigate and manage change including Process Re-engineering and Continuous Improvement across both IT and non-IT business areas.

Professional Services / Project Management

Lance has managed professional services and project teams delivering successful outcomes to both large multinational and small-to-medium businesses. His capacity to communicate at all levels across business process and technological boundaries has enabled a marriage of best-of-breed solutions and cost efficient delivery to the specific needs of individual clients. Lance has delivered major software customisation and deployment projects exceeding \$10 million as well as providing significant contributions to much larger projects.

Systems Architecture and Development

As a former Product and Development Manager across multiple systems and platforms, the design, management and evolution of robust and scalable solutions has been an area in which Lance has enjoyed repeated success. IT Service and Request Management, Asset Management, Data Warehousing and Reporting including Web based delivery are just some of the solutions Lance has successfully driven and managed.

Specialty

Enabling clients to achieve their goals by leveraging appropriate IT solutions within their means, both financial and otherwise.