

## WTA Breakfast Briefing - Wednesday 23 May 2018

08:30-09:00	<b>Registration and Breakfast</b>
09:00-09:10	<b>Welcome and Opening remarks</b> <b>Jeffrey Jenner, Partner, WTA</b>
09:10-09:25	<p><b>Jos Creese, CEO, CCL expert on the public sector digital and IT strategies and digital transformation</b></p> <ul style="list-style-type: none"> <li>• Selling to the Public Sector can be difficult and challenging. The sector is diverse and complex and often seems unnecessarily difficult.</li> <li>• Jos discusses how best to approach to market, especially for SMEs given the dominance in government IT spend on just a few dominant suppliers.</li> </ul>
09:25-09:40	<p><b>Georgina O'Toole, Chief Analyst at TechMarketView</b></p> <ul style="list-style-type: none"> <li>• The UK public sector cannot be thought of as one market. Each subsector – central, local, education, police, health, defence – buys in very different ways.</li> <li>• In a market in which both end user organisations and suppliers – including traditional IT services suppliers with limited software development experience - are increasingly talking about repeatable IP or platform propositions, it is important to consider what has worked and what hasn't to date.</li> <li>• Georgina addresses where suppliers should invest and what is the formula for successful avoidance of wheel reinvention when planning a digital transformation journey.</li> </ul>
09:40-09:55	<p><b>Nick Nardi, SEVP, Public Sector Group, Harris Computer (a division of Constellation Software)</b></p> <ul style="list-style-type: none"> <li>• With the federal elections behind us in both the USA and Canada, there are clear skies going forward for all IT companies that work in the Public sector.</li> <li>• Both incoming administrations have set in motion huge capital infrastructure spending programs to stimulate their respective economies. The United States plans to spend over \$103 Billion in IT spending in the local government sector and slightly north of \$90 Billion at a federal level in 2018 alone.</li> <li>• Nick will be discussing what is top of mind and shopping list for these government officials</li> </ul>
09:55-10:10	<p><b>Ian Bowles, CEO of Tribal Group Plc</b></p> <ul style="list-style-type: none"> <li>• Defence and Security of the Realm, The Health and Education of the population are the three most important responsibilities of Government creating global markets for IT suppliers.</li> <li>• Ian discusses engaging with these sectors and how fraught they are with pitfalls, challenges and prohibitive costs for SME's. So why bother?</li> </ul>

<b>10:10-10:25</b>	<b>Q&amp;A for the Panel</b> <b>Alan Butterworth, Partner WTA Partners</b>
<b>10:25-10:30</b>	<b>Closing remarks</b> <b>Jeffrey Jenner, Partner, WTA Partners</b>
<b>10:30-11:15</b>	<b>Refreshments and Networking</b>

## Speaker Biographies

### **Jos Creese, CEO, CCL**



With over thirty years IT leadership experience, Jos Creese has held several CIO roles and non-executive director positions and is a recognised independent analyst and researcher. Jos was CIO and latterly CDO for Hampshire County Council, leading a range of ground-breaking shared services and achieving national recognition with a range of awards for IT innovation. He set up and chaired the Local Public Service CIO Council and has worked with central government on a range of strategic programmes such as open data, ID cards and supplier negotiation.

### **Georgina O'Toole, Chief Analyst at TechMarketView**



Georgina O'Toole is Chief Analyst at TechMarketView, a role that encompasses thought leadership and business development.

Georgina joined TechMarketView as a Research Director for PublicSectorViews in February 2010. She is a respected industry analyst known for her commentary on the UK software and IT services market and for her in depth knowledge of the public sector, having primarily focused on the sector for the last twelve years.

### **Nick Nardi, SEVP, Public Sector Group, Harris Computer**



Nick Nardi is presently Senior Executive Vice president for the Public Sector Group of Harris Computer a division of Constellation Software (TSX:CSU). He is spearheading the sales transformation of thirteen business units and also launching the Merger and Acquisition activities in the United Kingdom.

Mr. Nardi is a turnaround veteran in the high-tech industry with thirty years of experience and an international business acumen that spans three continents. He is specialized in restructuring sales organizations of companies that have declining revenues or are close to bankruptcy.

### **Ian Bowles, CEO of Tribal Group Plc**



Ian Bowles joined Tribal group, a leading provider of Software and Services to the Education sector, in February 2016 and assumed the role of CEO on March the 1st.

Described as an Information Technology industry expert with over thirty years of experience in running and growing software organisations, Ian has also been an Advisory Board Member of Critical Eye since 2010. Ian was also announced as a winner of Finance Monthly's 2015 CEO Awards.

### **Jeffrey Jenner, Partner, WTA**



Jeffrey Jenner was the founder of the M&A practice which eventually became WTA Partners. He now has a significant reputation for effectiveness in the mid-market technology space.

Jeffrey has transacted in a dozen countries successfully completing buy and sale transactions and advisory work for numerous private and public client companies in many technology market sub-sectors. Before working full time in M&A practitioner he worked almost exclusively in the Information Technology (IT) sector for thirty years of which the majority was spent with leading IT service companies providing systems solutions in most major markets around the world.

### **Alan Butterworth, Partner, WTA**



Alan is an entrepreneurial management professional working within the IT and Technology markets for over 25 years covering the breadth of software products, consulting and outsourcing services. He has held CEO, Managing Director and executive commercial roles for the previous fifteen years before joining WTA

Alan is particularly knowledgeable of the public sector software market. Prior to WTA he was most recently Managing Director and a shareholder of Cloud Amber, a software products company providing integrated traffic and transport information systems within the public sector. He exited that business after successfully selling the company to idox plc.