



## David Ball

Partner, Technology & Security



[david.ball@digitalworksgroup.com](mailto:david.ball@digitalworksgroup.com)



+ 44 7500 089400



<https://www.linkedin.com/in/davidball7/>

David Ball is a versatile and pragmatic IT leader with over 20 years' experience of driving IT transformation and innovation across diverse sectors and organisations such as Transport for London, CGI, Eversheds Sutherland, Primark and Pepco Europe.

A strong strategic leader with astute commercial insight, David understands the interplay between technology, strategic goals and transformation, helping businesses to develop an IT vision and an achievable route to execute.

A trusted advisor, facilitator and coach, passionate about people and leading turnarounds and transformation, David's clients come to him to unlock the talent and motivation required to deliver their strategic goals.

As an experienced IT and change leader, David can help you to:

- Support the definition and execution of strategic priorities and programmes.
- Create the right environment to increase the pace of change, unleash the talent in your teams.
- Work with your key b2b customers or strategic partners to build more effective relationships.
- Lead major programmes, projects or turnarounds requiring drive and razor-like focus on delivery.
- Assess and adapt your operating model to make IT 'fit for purpose', improving trust and credibility with the business.
- Challenge convention and introduce new thinking to your team.
- Reduce operating costs and inefficiency, increasing the value of IT.

David Specialises in:

- CIO advisory and senior IT leadership support.
- Interim leadership of turnaround, change and transformation organisations.
- Aligning business priorities with IT, mapping strategy to executable delivery programmes.
- Sourcing strategies and supplier relationship management, improvement of IT procurement functions.
- Interim client director / relationship management for outsourcing/systems integration service providers.
- Service improvement programmes for failing/sub-standard IT delivery functions.

### Key achievements include:

- As a CIO advisor, supported a major retailer with wholesale review and implementation of a new target operating model designed to increase the quality and value of IT.
- As a Global Operations Director, led the turnaround of IT performance and reputation within the top 20 global law firm, delivering service and commercial transformation.
- As a Business Development Director, delivered growth, diversification and client relationships for a boutique digital transformation business.
- As a client director, successfully led a portfolio of outsourcing services accounts for a global system integrator, often turning poor performing accounts into client and partner success stories.
- As a Head of IT, led a fantastic team of IT service delivery, project and business management professionals that delivered a world-class service in support of our international customers and clients.
- As a Head of Procurement, transformed outsourced procurement services into best in class procurement team managing over £90m addressable spend and delivering significant added value to the business.

*I was immensely impressed with David's strong and inclusive leadership style as well as his IT vision for the organisation. In particular his rich understanding of the transformational role that technology can play in helping Eversheds achieve its strategic goals*

*Ian Ure CEO All Change Ltd*



**David Ball** is part of a multi-disciplinary team of strategy, execution and growth experts.



## Think

Our Strategy, Leadership & Innovation team are experts in helping clients develop successful digital strategies.



## Execute & Grow

Our Optimisation & Delivery team are experts in helping clients successfully execute their digital strategy and grow.



**End-to-end or specific needs.** Our team is structured to provide the exact skills you need



**A 'think + do' approach.** With expertise, methods and networks to rapidly deliver tangible business benefits



**A collaborative, pragmatic, and flexible culture.** Sharing insights and expertise to bring the best to our clients