



## David Gay

Senior Technology Expert, Technology, Data & Infosec



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David Gay is a commercially astute, multi-sector digital and change leader. With a solid track record of success, he has spent the last 30 year's driving IT transformation and change programmes across the public and private sector.

David has championed and delivered complex technology, operating model and organisation change programmes. Applying cultural dexterity and building collaborative relationships, he brings together the 'tech' and 'human' elements for the best business outcomes.

A trusted advisor, facilitator and coach, passionate about people and leading turnarounds and transformation, David's clients come to him to ensure their strategic programmes triumph.

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

- Boost team performance by creating the right conditions for success
- Create an environment where culture and strategy are mutually beneficial
- Deliver complex change programmes in a serve-the-team manner – accepted and welcomed by all stakeholders
- Optimise the delivery efficiency of your teams through safe and open environments that are collaborative and fun
- Swiftly resolve challenges to keep programmes on track

David specialises in:

- Aligning business priorities with IT; mapping strategy to executable delivery programmes
- Transformation programmes: cultural and behavioural change, rationalisation, restructuring and consolidation
- Digital capability building and new ways of working
- Interim client director/relationship management for systems integration service providers
- PMO establishment/transformation
- Service improvement programmes for failing/sub-standard IT delivery functions

### Key achievements include:

- Defining the roadmap for the implementation of a Private Cloud-based infrastructure and platform delivery strategy resulting in increased performance, availability and reliability of one of the Internet's most popular news websites.
- Delivering a 4-to-10 stream, 5-year, £50m, 60+ fixed-price SoW programme – from shaping to completion – with a budget variation of <0.001%.
- Reversing a failing IT transformation programme by introducing new ways of working resulting in reversing a contract loss into a contract renewal.
- As a Programme Manager at HSBC he implemented a 'PMO Service Delivery Engine' capability, including building an offshore team of 18 from scratch that improved control through embedding stringent governance and financial project reporting

*David is a problem solver. With his keen sense towards detail and his diligence, he was able to provide a structure to the tool modernisation programme in the team. One of his biggest strengths is his ability to absorb multiple points of views and come back with balanced solution that works for everyone. This makes him an excellent lead for any change programme.*

*David has a very amiable personality and great humour, which makes it easy for him to navigate and mobilise with a set of individuals who may come with competing priorities to the table. He never lets the North Star out of his sight and ensures that the goals for the team are achieved. His presence in any team will make a profound difference.*

*Sasidhar Bhavaraju , Head of GAC, HSBC*



**David Gay** 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