



## Pierre Montersino

Partner, Strategy, Leadership & Innovation



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Pierre is a Partner in the Strategy, Leadership and Innovation Practice who thrives at the interface between business and technology and boasts a wealth of expertise for clients to tap into.

He is an experienced senior executive and leader with over 20 years consulting in the financial services and insurance sector. Pierre loves to accelerate innovation and deliver new technology. He has implemented cloud solutions (AWS and Azure) within banking and more recently for a global travel organisation (IPO carve-out and outsource).

A proficient strategist, Pierre is a CIO and CIO advisor who is highly skilled at aligning technology investment and refining target operating models to deliver business value. He brings enthusiasm, dedication and detailed-orientated attention to managing IT strategies and roadmaps, and implementing progressive change and transformative solutions. All while generating momentum through effective communication and 'complete cycle' delivery.

As a Partner, Pierre is proud to help organisations on their journey to the cloud and digital transformations, empowering business and IT change with a tangible return on investment - recently saving a global travel organisation \$25m through an IPO carve-out and outsourcing to a 3rd party.

Pierre can help you with:

- CIO Advisory and offering C Suite leadership support
- Building business strategy and business transformation
- Creating IT strategy and IT roadmap development
- Undertaking the organisational change management
- Conducting digital management, optimisation and transformation
- Developing cloud transformation (mainly AWS and Azure)
- Programme director and leadership

Having worked globally for multiple organisations, managing global teams across Europe, Asia, Africa and Australia, Pierre understands cultural nuances, using his leadership experience to quickly bring multiple stakeholders together to find creative solutions to complex problems and generate stellar results.

Pierre's international banking experience extends to Bank of England, Metro Bank, ANZ Bank, Standard Bank, Allied Irish, Bank of Ireland, RBS, Lloyds and HSBC. He has also worked with other diverse clients including Avis Budget Cars, The Unite Students, The White Company, National Grid, Southern Water, Thames Water and BAE SYSTEMS.

Pierre has helped organisations with their financial transformation, working with several ERP applications including SAP, Microsoft Dynamics, IFS and SmartStream. His end-to-end knowledge allows him to see the 'big picture', encompassing strategy, roadmaps and subsequently supporting through to delivery.

### Key achievements include:

- Created and delivered the IPO carve-out for a global travel organisation, building a robust business case to outsource and relocate a global team to a 3<sup>rd</sup> party shared service, saving £25m over 5 years (ops revenue) and an additional IT savings of \$6m in cloud transformation (over 3 years). The partner was further accountable for defining and delivering the new Target Operating Model for product management, engineering & architecture, development and testing
- Engaged with a large financial institute to analyse and define the ISO 20022 Payments Messaging system to identify and mitigate challenges in the organisation leading to the engagement of critical resources and the redefined approach to agile
- Defined and built the banks cloud solution with 3<sup>rd</sup> party consultants. This included redeveloping the cloud strategy, building the AWS cloud platform and delivering the PSD2 solution on the cloud platforms (to meet regularity requirements) whilst introducing an innovative delivery approach (Agile and DevOps) and building the ops support teams for the cloud
- Built the onshore and offshore capability delivering cloud-based solutions and development for a PE funded start up in the UK growing the company to 35 consultants
- Undertook the merger & acquisition of a large global services organisation (46,000 globally) which included the migration of all finance, HR, procurement and assets with the "best-of-breeds" approach. Further developed a European consultancy practice, growing the portfolio to \$125m (was \$85m) and a team of 1,200 people globally. Further built a new target operating model and introduced centres of excellence whilst growing the practice and reducing the dependence of contingent staff

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Enabling better outcomes. **Through Digital.**



**Pierre Montersino** 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