

# Peter Thomas

Award-winning Business Intelligence and Cultural Transformation Expert

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## SELECTED CUSTOMER-FACING / CONSULTING EXPERIENCE

### INTERNATIONAL INTERNAL CONSULTING PROJECT (CHUBB)

In September 2007, Peter was appointed Head of Business Intelligence for Chubb International (a \$2.8 billion organisation spanning Asia Pacific, Canada, Europe and Latin America). This was essentially a high-level consultancy role in which he was charged with developing an Information Strategy for these four regions. He approached this by interviewing 100 managers across 24 countries, 4 continents and all business units and service departments. The discussions focused on the interviewees' markets, products, business strategies and the technology and information that they needed to support these. The resulting documentation, which was formally signed-off by each individual spoken to, amounted to over 400 pages. In parallel Peter collaborated with his IT colleagues in each of the regions to understand the current and planned IT landscape. He distilled all of this down to a brief presentation covering his findings and recommendations. These were accepted by the International Senior Management Team at a meeting in Buenos Aires in June 2008. He then went on to draw up detailed implementation plans for the first phase of his strategy in Asia Pacific. In this role Peter had no line management responsibilities and acted by building relationships, establishing consensus and influencing opinion.

### COLLABORATION WITH DELOITTE ON A CONSULTING PROJECT (CHUBB)

In Q1 2007 Peter collaborated extensively with an external, US-based Deloitte team on the International Technology Optimization Review (ITOR) project. This was a comprehensive review of Chubb's International IT systems with a view to potentially leveraging existing technology solutions. The key opportunity identified was to build out the EMIR Information Architecture that Peter had established in Chubb's European operations; rationalising the many different sources of management information currently used throughout International. Peter received a LinkedIn.com recommendation from the Deloitte lead, Pil Chung, a partner at the organisation. This is as follows:

*"Peter was great to work with. He quickly understood the nature of our project and was able to inject real value and insights on our research immediately. More specifically, Peter was very adept at understanding the bridge between IT and business and explaining those intricacies in our project. He was also very insightful on how to better manage information as an enterprise. Notwithstanding his technical knowledge, Peter was also a pleasure to work with for our entire team."*

### THREE-MONTH ON-SITE COMPETITIVE IMPLEMENTATION AT A UK GOVERNMENT DEPARTMENT (CEDAR DATA)

Peter was one of two Cedardata principals charged with running a three-month parallel comparison of his company's ERP system, *cfacs*, with Oracle Financials at the UK Foreign and Commonwealth Office. The overall team was drawn from Price Waterhouse, EASAMS and Cedardata. This work involved iterative discussions with FCO staff about details of their ITT; followed by either development work in *cfacs* and / or BusinessObjects, or writing of functional specifications; both of which were then formally presented back to FCO staff for sign-off. As a result of this work, the consortium secured a multi-million pound account.



**Financial Sector Technology**  
"Best Use of IT in Insurance"  
March 2005



**Cognos UK**  
"Best Enterprise BI Implementation"  
October 2006

## EXTENSIVE ON-SITE IMPLEMENTATION / CONSULTING WORK (CEDAR DATA)

This includes Peter working with clients such as:

- **Allied Mills** – *On-site implementation of bespoke Salary Review System*
- **BOC (Turkey)** – *On-site implementation of General, Purchase and Sales Ledgers / integration of Sales Order Processing with production systems*
- **BP Chemicals** – *Development and implementation of Budgeting module*
- **Bristol Water** – *On-site implementation of Purchase Order Processing and Stock Control*
- **Butterworths** – *On-site implementation of full cfacs system / integration with existing and bespoke EASAMS systems*
- **Cellnet** – *On-site implementation of Purchase Order Processing*
- **Churchill Insurance** – *On-site implementation of General and Purchase Ledgers / integration of policy systems with Sales Ledger*
- **Cranfield University** – *Development and implementation of Purchase Order Processing and Stock Control*
- **Essex County Council** – *Development and on-site implementation of Purchase Order Processing and Commitment Accounting*
- **Inmarsat** – *Development and on-site implementation of Purchase Order Processing, Commitment Accounting and Requisitioning*
- **Kuwait Petroleum** – *Integration of Purchase Order Processing and Commitment Accounting with Third Party Maintenance system*
- **Leeds Metropolitan University** – *Implementation of Purchase Order Processing, Requisitioning and Commitment Accounting*
- **Lindsey Oil Refinery** – *On-site implementation of Purchase Order Processing, Requisitioning and Commitment Accounting*
- **NEC (UK)** – *On-site implementation of General and Purchase Ledgers / integration of production systems with Sales Ledger*
- **Orange** – *Development and on-site implementation of Purchase Order Processing and Commitment Accounting*
- **South African Pulp and Paper Industries** – *Development and on-site implementation of Purchase Order Processing and Stock Control*
- **The UK Atomic Energy Authority** – *Development and on-site implementation of Time Recording*

In these projects, Peter often collaborated with consultants including:

- **Andersen Consulting (Accenture)**,
- **CAP Gemini**
- **Coopers & Lybrand (IBM)**
- **EASAMS (Serco)**
- **Oracle Consulting**
- **PriceWaterhouse (IBM)**

## SALES, SALES SUPPORT AND BID WORK (CEDAR DATA)

In his role as Assistant to the MD, Peter sat with the Sales team and played an active role in: giving sales demonstrations of new and existing functionality; collaborating on responding to ITTs, including both providing explanations of how existing functionality would meet requirements and estimating costs / duration of work required to bridge any gaps in requirements; and presenting at industry trade shows.

## RUNNING COMPANY USER GROUP (CEDAR DATA)

In his role as Assistant to the MD, Peter was also responsible for running the company's User Group and was the only member of Cedardata staff on the governing committee of this group. This role involved extensive collaboration with the other members of the committee and, via them, with the entire user base. Duties included attending quarterly committee meetings, running / being the keynote speaker at biannual User Group meetings and organising regular seminars.