



CURRICULUM VITAE
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BEng CEng MCIBSE

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BRIEF SUMMARY

Michael is a versatile and flexible senior professional with strong commercial and operational expertise. He brings broad and deep experience across sectors.

Michael has over 35 years' experience in a variety of projects, including key Operational and Commercial roles at Skanska and Lend Lease Construction. At Skanska, Michael was part of the Executive Operations Leadership team at SRW engineering services, with specific responsibility for the Infrastructure business, which incorporates the Rail, Water and Civils sectors.

Immediately prior to joining Skanska, Michael was Lend Lease UK M&E Commercial Director with responsibility for MEPH services. Michael had a UK wide brief, with both pre and post construction commercial responsibility relating to c £300M/£500M spend (variable) on services per annum. Projects included lump sum/D&B/PFI ranging from £10M to £500M together with Management and NEC forms ranging from £50M to £350M and encompassed the Investment/Development; Construction and FM parts of the Lend Lease business.

Michael possess good legal and contractual knowledge across most contract forms and has a sound understanding of cost, commercial and risk strategies. His key strengths encompass the preparation and implementation of best practice and robust procurement strategies, the provision of strategic advice to deliver optimum solutions and troubleshooting high risk or challenging projects to enable managed outcomes within the financial parameters of the business.

EDUCATION AND PROFESSIONAL MEMBERSHIPS

- BEng CEng MCIBSE (Graduated 1987)
- Registered with the Engineering Council as a Chartered Engineer (from 1997 to date)
- Corporate Member CIBSE (from 1996 to date)
- Successful engagement to and completion of Skanska Senior Leadership Development Programme (2016-2017)

CAREER SUMMARY

2017 – Present

Somerset Consult – Consultant

2013 - 2017

Skanska - Operations Leadership Team

- Responsible and accountable for the business plan, strategy and performance of the SRWes Infrastructure business unit (incorporating Rail, Water, Civils projects).
- Management of and engagement to board reporting requirements.
- Implementation of Compliance, Assurance and Governance process, including Financial, Commercial, Forecasting and Project reviews.
- Reorganised and established structure and reporting lines to realign the business unit with key sector objectives.
- Established and developed rigorous organisational framework to projects, including staff recruitment and placement.
- Risk, Commercial, Operational review, strategic input, oversight and active engagement to specific major projects.
- Development and delivery of sector and company Industrial Relations strategy in tandem with corporate IR function.
- Member of the Injury Free Environment (IFE) Leadership Team.

2004 - 2013

Lend Lease Construction - UK Commercial Director-MEP

- Setting and delivering commercial strategies for resolution of complex accounts to the business expectation
- Successful negotiation and conclusion of main contracts, sub contracts and consultant agreements
- Preparation and implementation of best practice and robust procurement strategies
- Team building-built MEP Commercial team to coordinated and consistent UK function
- Projects included:
- Rail projects-Mechanical, Electrical and Control systems

2011 - 2013

Rail Infrastructure - Stations - £200M NEC D&B.

- Bid Input to major rail stations projects.
- Establishing the MEP Procurement strategy and allocation of key bid partners.
- Liaison with designers and industry specialists.
- Preparation of cost & programme benchmarks to assist in due diligence analysis and procurement selections.
- Challenging the design for optimum cost/scope/ programme benefit.
- Contract optimisation and commercial strategy.

2006 - 2011

Large Retail Development - £300M D&B (mechanical, electrical and control systems)

- Development of procurement strategy, liaison with client team and value engineering opportunities, client risk mitigation-shell and core and Tenant fit out. Tenant engagement.
- Development of benchmarking analysis and pre-fabrication options to align cost drivers and achieve best value.

2004 - 2013

Hospital PFI – £350M D&B (mechanical, electrical and control systems)

- Responsible for commercial management including identification and development of value engineering opportunities, working with consultants and client stakeholders to secure agreed scope against NTE target cost alignment/betterment and onward development to GMP.
- Extensive site wide services infrastructure scheme linking various Healthcare buildings within congested city centre site.
- Availability analysis to support design solution and commercial position. Securing post contract additional work via negotiated procurement. Engagement with framework contractors and suppliers.

2004 - 2013

Hospital PFI – £250M D&B

- Cancer specialist facility constructed within existing Hospital live estate.
- Responsible for commercial management including identification and development of value engineering opportunities, working with consultants and client stakeholders to secure agreed contract scope to GMP.
- Extensive coordination/engineering with equipment specialists.
- Off site assembly & manufacture. Maintenance of existing services and building whilst works ongoing.

2004 - 2011

Broadcasting Facility 24/7 - £300M D&B (Private Sector Procurement, Mechanical and Control systems)

- Commercial management to shell and core and fit out elements to supply chain contract signature-lump sum design and build 24/7 broadcast facility. Technical challenge for best solution against ER's. Extensive services infrastructure to support business critical usage.

2004-2013

Commercial Developments, Various Projects - £15M-£200M D&B (Mechanical, Electrical, Control systems)

- Miscellaneous Commercial Shell & Core and Fit Out Projects.
- Commercial analysis and review of subcontract packages and technical scoping.
- Establishing the MEP Procurement strategy and challenging design to ER's for optimum value and programme. Final Account and defects liability close out.

Mediation, Expert Determination, Adjudication, Dispute Resolution

Various projects including:

- Rail projects-Mechanical, Electrical and Control systems-Compensation Events, Labour analysis, Programme impacts, Establishing strategy and leading to deliver outcomes to the risk and financial parameters of the business.
- Commercial Development New Build– building, mechanical and electrical works - measurement and valuation, prolongation and disruption claims.
- Hospital (PFI) – building, mechanical and electrical works – prolongation and disruption claims.
- Commercial Development Refurbishment - prolongation and disruption claim.

- Technical Research Facility-measured works; extension of time and Loss & Expense claims. Expert Determination. Establishment of internal commercial position and delivery of strategy within the financial parameters of the business.
 - Reference from Expert Determiner as “Hard, sophisticated negotiator”.
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REFERENCES

These can be provided on request.
