

Career Summary**Hartley Consultants Limited**

2010 Managing Director and Principal Consultant

Logica

2008 – 2009 Solutions Strategy Director – Smart Metering and Smart Grids
2004 – 2008 Global Manager Competitive Markets (Energy and Utilities)
2004 Senior Client Manager to Logica France Energy and Utilities Division
2003 Practice Leader – Market Infrastructure (UK Energy and Utilities Division)
1998 - 2002 Principal Consultant – International Line of Business, Energy and Utilities
1995 – 1998 Business Champion – UK Energy and Utilities Business
1994 – 1995 Chief Engineer – Logica Energy and Industry Systems Ltd
1992 – 1993 Deputy Group Manager – Water Group
1991 Technology Manager – Logica Energy and Industry Systems Ltd
1984 – 1990 SCADA Product Centre Manager
1978 – 1984 Project Manager
1972 – 1977 Software Developer

National Physical Laboratory

1969 Programmer

Qualifications and Affiliations

Bsc (Eng) Hons in Electrical Engineering at Imperial College London

Associate of the City and Guilds Institute

Member of the British Computer Society

Chartered Information Technology Professional

Other

Accomplished public speaker, with regular papers presented at conferences

Detailed IT technical knowledge retained as a private hobby.

Profile

Alan is a senior chartered IT professional with broad expertise.

His latter roles have been as a global business developer understanding, initially, the detail of electricity liberalisation and metering and settlement in particular, and latterly, the implications of the introduction of smart metering and how this will lead to smart grids. Using that knowledge he has helped local Logica units around the world set up Energy and Utility (E&U) practices and has supported them in winning key projects.

Alan has also held senior roles as a technical strategist, responsible for product strategy, IT infrastructure and software engineering techniques; and as a line manager responsible for financial and business performance of a unit of 70 people

In his spare time, he retains as a hobby the technical side of computing, having skills in Linux, Java/PHP/Javascript based Web development. He also the IT director of “Melinda's Backups”, an official fan club supporting Melinda Doolittle from American Idol.

Career Details

Hartley Consultants Limited

2010

Managing Director/Principal Consultant

Undertook study on behalf of a major utility organisation to develop an architecture and roadmap for the next 15 years on how their smart metering systems should migrate to support the possible future requirements of Intelligent Grid Management and Smart Grids.

Logica

2008-2009

Solutions Strategy Director – Smart Metering and Smart Grids Global Practice

Consolidated Logica's position as a key player in the Smart Metering area

- Co-ordinated solutions from within Logica to establish an agreed global solution framework with unique capabilities which Logica could take to market.
- Monitored emerging technologies and ensured we had the correct partnerships to exploit.
- Established partnerships with meter manufacturers and software vendors.
- Created a global community and used this to share knowledge.

leading to significant wins, and establishing Logica one of the main System Integration companies in this field.

Regarded as a senior figure in Smart Metering, with frequent speaking or chairing of sessions at Smart Metering conferences.

2004-2008

Global Manager Competitive Markets - International Energy & Utilities

Responsible for Logica's global strategy for competitive markets, including metering, customer switching, central market functions, trading risk management and customer care and billing. Key achievements:-

- Helped Logica's Energy and Utility business be the top performing sector within the company

- Over half of Australia's Gas Markets managed by Logica solutions.
- Recognised the emergence of Smart Metering as a key new growth area, and established Logica as one of the key players in this arena.

2004 Senior Client Manager Energy & Utilities Logica France, Energy and Utilities Division

Enabled Logica France to establish an Energy and Utility Business, establishing key initial wins.

2003 Practice Leader Energy & Utilities

Lead the team of business consultants in the Market Infrastructure area of the UK's E&U business, providing advice and business solutions to our clients.

1995 –2002 Principal Consultant Energy & Utilities Logica BV, Energy and Utilities Division

Seconded to be a member of the E&U Management Team

- Built a team of business consultants to support our Dutch business.
- Undertook consulting assignments for E&U clients.

Wholesale Power Compliance Business Leader – ILOB Manager Open Access Solutions – ILOB

Responsible for the definition of Logica's international strategy for support of the development of the essential infrastructure that allows competitive electricity markets to be operated. Major contributions towards

- Establishing US business in this area, particularly the Market Data Clearing House
- Establishing Logica as the Central Market operator for the Czech Republic
- Establishing Logica as the Energie Clearing House operator in the Netherlands..
- Establishing a Middle East project in competitive electricity markets

European Utilities Initiative.

Part of a new team set up promote Energy & Utilities business in Europe. Major contributions to:-

- Establishing business in the Netherlands
- Establishing an Energy and Utility practice in Germany.

Business Champion – Retail Energy

With a small team, was responsible for the development of Logica's approach to improving the Customer Care and Billing operations of a competitive energy supply company.

Business Champion - Trading Metering & Settlement

Helped UKDCS specify its new metering system to

- improve its operational efficiency,
- to help it prepare for competition in this sector.

Used that experience to help Logica establish a dominant position in Metering and Settlement in the UK, winning business with the electricity pool and 13 of the 14 major electricity utilities at that time, and then being one of the principal consultants on implementations with five of the UK metering companies.

1990 - 1995 Technology Management Energy & Utilities

Chief Engineer

Responsible for:-

- understanding the technical influences on business strategy and working with sales and marketing to utilise these effectively in services and products
- monitoring bids and projects to ensure that the technical risks were adequately managed and that our quality standards were adhered to

Deputy Group Manager

Direct line responsibility for all products in the Water and Environmental sector whilst also managing a division within the group responsible for projects with most of the UK water sector.

Technology Manager

1984 - 1990 SCADA Product Manager Energy & Utilities

Manager: Telecontrol Software Division

Manager: Kernel Development Unit.

Master Control Product Centre Manager

Responsible for the performance of the division including the management of the staff, technical control of the “Master Control” product family and profitability. During the period the “MicroMedina” outstation product set was added to our catalogue. The latter product dominated the UK Water Market, with over 15,000 units sold.

1978 - 1984 Project Management

Indian Oil Industry

Lloyds of London Press

Plessey Printed Circuit Board Manufacturing Centre

1972 - 1977 Software Developer

National Physical Laboratory

1969 Scientific Assistant

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