

**Career Summary****Hartley Consultants Limited**

2010 – present            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, PHP, Nodejs and Polymer/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 – Present

#### 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.

Maintained a Microsoft Access Key Business Application for a small business. Migrated from a Microsoft Access frontend and Microsoft Access backend, to Microsoft Access frontend, SqlServer backend, Currently converting the Microsoft Access frontend to a Single Page Web Based Application using Web Components (Polymer).

Developed and maintained software for a Vehicle Tracking Company. Tasks included:-

- Developing a “COM” object DLL to convert data received from vehicles in to Trips and Subtrips
- Developing a utility for remote upgrade of firmware on the unit situated in the tracked vehicles.
- Maintaining a large Microsoft Access application that was used to control the key operation processes with in the company. This included developing the key processes for automating direct debiting, and specifying a series of major upgrades to provide better integration of the business.

Installed and then maintained and supported a large forum (SMF based) for a cycling club. The forum was their main vehicle for organising rides and had to be kept running with high availability.

**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 to 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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