

## Who's Who?

ProcServe's Executive Management

[Veera Johnson](#), Chief Executive Officer

[David Stoltz](#), Head of Finance

[Mehul Shah](#), Head of Contracts & Commercial

[Jesper Lyng Petersen](#), Head of IT Development

[Amabel Grant](#), Head of Service Operations

[Paul Clayton](#), Head of Business Development

[Alex Morley](#), Global Office Manager

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### **Veera Johnson, Chief Executive Officer**

☒ Veera is the Chief Executive Officer of ProcServe. She is a global thought leader in the field of eGovernment with a particular emphasis in securing real value in the transformation public sector procurement.

Over the last 10 years she has played a key role in the development of the UK's eGovernment policies and strategies in the areas of eCommerce, IT led business change programs and has been instrumental in shaping and leading the delivery of eProcurement strategy and procurement change in the UK. This work culminated in Veera establishing the UK's eProcurement and supplier exchange, known as the Zanzibar.

She has also advised a range of international governments on eGovernment strategy where her expertise has been instrumental in the development of their eProcurement strategies and programs, delivering transformational and sustainable benefits to both buyers and supplier communities.

Veera's consulting and project experience spans a number of fields and has to date involved lead the delivery of major IT transformation projects from requirements specification through to systems implementation. Most notably Veera led and managed a program of work with the UK Office of the eEnvoy and the Cabinet Office as a policy advisor on eGovernment strategy, eDemocracy, local government and broadband. She also managed the PA and Civil Service team that led the development and delivery of the ukonline government portal (now known as Direct Gov).

As the founder of ProcServe, she has been instrumental in taking the concept of electronic trading into a flagship eProcurement and trading product for the UK Public Sector, called Zanzibar. She subsequently evolved this product and managed service into the establishment of a fully operating business in the UK with significant growth expansion into the wider UK public sector during 2007 and 2008. During 2008 ProcServe also made significant steps into taking the product into the

commercial sectors and into Continental Europe and the US.

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### **David Stoltz, Head of Finance**

☒ David Stoltz is the Head of Finance at ProcServe. David was instrumental in the initial setup and formation of ProcServe in 2006 and now oversees all aspects of ProcServe's financial management and accounting processes, which includes building and maintaining complex financial models as part of a long term framework contract. David played a lead role in the acquisition and subsequent integration process of Impaq Business Solutions in 2007 and continues to provide support to ProcServe's current M&A opportunities.

Prior to transferring to ProcServe at the end of 2006, David was employed as the Commercial Finance Manager for PA Consulting's IT business unit, a global unit of 400+ staff and revenue of GBP 68 million in 2005. During his four years at PA Consulting, David played a key role in challenging internal processes that led to efficiencies in budgeting, internal controls and financial reporting - however, David's most notable achievements were in support of the bid teams in relation to pre-sales pricing, project delivery planning, assessment of tax implications and corporate structuring, with a prime example being the Zanzibar bid, which ultimately led to the formation of ProcServe.

Following graduation from University, where David obtained a BCom Accountancy degree (Cum Laude), he went on to complete an Honours qualification in four subjects, namely Accountancy, Audit, Management Accountancy and Tax. David then obtained both public and private sector accounting experience at Deloitte & Touché (now Deloitte) as an auditor, where he completed the final stage of his qualification as a Chartered Accountant.

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### **Mehul Shah, Head of Contracts & Commercial**

☒ Mehul Shah is the Head of Contracts & Commercial at ProcServe. Mehul Shah is an expert in the provision of transactional based eCommerce services with a particular emphasis in eProcurement and electronic marketplaces. He has held pivotal roles in the establishment of the most successful eMarketplaces in the UK public sector since 2001 including the Zanzibar Marketplace and the IDeA:marketplace. His eCommerce experience in the public sector extends to several initiatives for the State of California and, in the private sector, to development of business and technical architectures for optimising transactional processes across industry verticals e.g. developing the "fee for service" model in the Pharmaceutical Industry.

Mehul has also worked on several large scale transformational initiatives while at two of the world's leading management consulting firms. He is responsible for Commercial Management and Corporate Services within ProcServe, is a Fellow of the Institute of Chartered Accountants and

serves as a Trustee for the Mary Ward Centre, and adult education college.

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### **Jesper Lynge Petersen, Head of IT Development**

☒ Jesper Lynge Petersen is the Head of IT Development at ProcServe. He manages the development division and is responsible for product strategy, product delivery and third line customer support. His approach to software development revolves around Agile principals and user centric design. His aim is provide end users with a toolset that is intuitive to use, which allows them to do their job more efficiently.

Jesper has background in management consultancy providing change enabling IT solutions to clients in government, pharmaceuticals and energy. He has operated at all levels of the software lifecycle and consequently capable of engaging effectively with the full range of stakeholders.

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### **Amabel Grant, Head of Service Operations**

☒ Amabel Grant is the Head of Service Operations at ProcServe. Amabel oversees all aspects of ProcServe's service operations, which includes customer account management, the customer service desk, application support, system administration and supplier enablement.

Prior to joining ProcServe at the end of 2008, Amabel was International Vice President of Exostar, the US based leading Aerospace & Defence marketplace. The Exostar marketplace has over 40,000 online trading partners.

Prior to that Amabel was with Hedra plc where she was responsible for implementing the eTendering system for the London 2012 Olympics. Before that, she was with the Office of Government Commerce, an agency of HM Treasury, where she led the Zanzibar eCommerce Marketplace Program for UK Government. During this time she represented the UK Government on the European Commission IDABC (Interoperable Delivery of European eGovernment Services). In her earlier career, Amabel set up AJ Specification, a construction related eBusiness for Construction Plus a division of Emap plc. The eBusiness portal received awards from PPAi for the Best Business Product or Service and Best Integration of Media (Business); and two awards from Internet Business Awards for the Best Business Portal and Best Overall B2B Internet Business.

Amabel is a Professional Member of the Royal Institution of Chartered Surveyors.

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### **Paul Clayton, Head of Business Development**

☒ Paul Clayton is the Head of Business Development at ProcServe. Paul was part of the founding team in the initial setup and formation of ProcServe in 2006 and now oversees all aspects of

ProcServe's business development and channel management activities. Paul has had many roles focusing on the costing, delivery, design and management of IT infrastructure and telecommunication services. He has direct experience of the development of business models and plans for the provision of these services internationally, contract negotiation and in raising finance to support organisations entering the outsourcing market. His knowledge in this field has proved invaluable to both buyers and service providers who he has helped to achieve value-for-money as well as effective and efficient service delivery.

Paul has worked on a variety of outsourcing and IT infrastructure assignments across a broad range of industries including Finance, Transportation and Oil and Gas. In addition, Paul has written and presented many conference papers on the development and management of infrastructures to support and deliver Internet and data networking based services. His articles have been published in the Financial Times, Conspectus, Sunday Business and Global Telecomms Business.

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### **Alex Morley, Global Office Manager**

Alex is Global Office Manager for ProcServe and Member of the Management Team .

Alex has over 15 years experience working in management consultancy supporting the Corporate Functions in HR and running a project office for a large scale public sector assignment.

Alex specialises in process development and implementation and provides executive support for the CEO.

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### **ProcServe's Board of Directors**

[Jon Moynihan](#), Executive Chairman, PA Consulting Group

[Veera Johnson](#), Chief Executive Officer, ProcServe

Martin Stapleton, Director, Ipex Capital Management LLP

Chris Haynes - Director, Ipex Capital Management LLP

Kully Janjuah - Director, Ipex Capital Management LLP

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### **Jon Moynihan, Executive Chairman, PA Consulting Group**

☒ Since 1992, Jon has been first, Chief Executive Officer and now, Executive Chairman of PA Consulting Group, overseeing PA's worldwide activities. Prior to working with PA Consulting Group, Jon worked with First Manhattan Consulting Group in New York (1982-1992), Strategic Planning Associates in Washington (1979-1981), McKinsey and Co in Amsterdam (1977-79), Roche Products in London (1972-76) and War on Want and Save the Children in India and Bangladesh (1971-72).

Jon has written and been quoted in publications ranging from the Economist to the Financial

Times, the American Banker, Barrons and Newsweek. Jon also authored the leading handbook on mergers and acquisitions in the banking industry, and contributed to the Handbook of Currency and Interest Rate Risk Management (Simon and Schuster).

Jon has lectured at Wharton, University of Michigan, Massachusetts Institute of Technology. Jon was educated at Balliol College, Oxford University - BA/MA Philosophy/Psychology; North London University - MSc Applied Statistics; Massachusetts Institute of Technology - SM Business/Finance.

Jon is Chairman, Balliol Campaign Board, since 1996; Foundation Fellow, Balliol College, since 1999; Member, Dean's Council, Sloan School MIT, since 1998; and a Member, Business Advisory Forum, Saïd Business School, Oxford. Jon was appointed an OBE in 1994.