

**Mike Blanchard** FCIPS, MSCM, MInstD, MAICD

Telephone: +64212282789

Address: 64 Cory Road Palm Beach Waiheke Island 1081

Email: [Mike.Blanchard@xtra.co.nz](mailto:Mike.Blanchard@xtra.co.nz)

Linkedin: [linkedin.com/in/mike-blanchard-fcips-chartered-mscm-minstd-maicd-8734661](https://www.linkedin.com/in/mike-blanchard-fcips-chartered-mscm-minstd-maicd-8734661)

Over 24 years **Senior Executive Management** experience leading diverse teams (10 – 500 + FTE). As a Managing Director of a regional start-up created growth through sales and channel acquisition. Extensive executive management experience in multiple large, complex multi-national and customer centric companies.

I bring a unique understanding of managing complex organisations, commercial strategy, procurement, governance and financial management focused on building high performing service-based teams.

My passionate leadership style and ability to steer an organisation through transformation and reform has resulted in my teams being recognised and rewarded for outstanding customer feedback and business results. A great understanding of NZ 3910, 3915, FIDIC and NEC when running the negotiation teams at Transpower.

I have a vast construction commercial experience across Infrastructure and Transport having led negotiations on major projects such as; The Rail Operations Centre Sydney, Station upgrade contracts (200+ stations), design and delivery of the first Master Services Commercial Framework for all Track project and maintenance work (\$1.5BN) for the CEO of Sydney Trains working with Downer, John Holland, CPB, UGL Ferrovial etc. I also led the negotiations for the National Projects and Maintenance contracts (\$1.8BN) for the CEO of Transpower NZ (NorthPower, Broadspectrum (Ferrovial), Electrix etc).

A leader of governance, monitoring and investigating teams in Energy, Transport and Tertiary Education.

Drives top line growth (0 to \$18m revenue) and triple bottom line savings (\$100m pa) creating market share. Leads negotiations to create capital and shareholder wealth.

Whilst building elite winning teams focused on customer delivery, I have a track record of leading strategy, transformation and organisation change through creating a space for ideas and confidence in my team to stand up and be counted.

A whole of life team player that has vast experience in governance, leadership, strategy, sales, marketing, technology and digital leadership, risk, commercial & contracts, procurement, supply chain and developing culture alongside organisational design. Has a unique ability to lead through making a difference to the way in which people think, work and execute change to deliver meaningful outcomes.

### **Current & Past Board Appointments**

- Auckland Rugby union COD delegate - current
- Academic Advisory Board AGI – current
- Executive Director 4Value Ltd - current
- Executive Director FIMI Ltd – current
- Director Augment Resources Ltd - current
- Waiheke Rugby Union Club committee member - current
  
- Non-Executive Director Artsight Ltd
- Chair – Tertiary Education Committee research funding program
- Global Congress Representative for Australasia (CIPS)
- Chair – NSW Government Procurement
- Executive Director, Track Alliance Board – Sydney Trains- John Holland
- Executive Director, TeleWare Ltd & TeleWare PTY Ltd
- Executive Board Member Royal Port Nicholson Yacht Club

## Current & Past Memberships

- New Zealand Institute of Directors - current
- Chartered Fellow of Chartered Institute of Procurement and Supply – current
- Australian Institute of Company Directors – current
- Chartered Institute of Marketing (UK)

**Sector Experience** - Technology, Telecommunications, Power & Utilities (Energy), Transport, Tertiary Education, Retail and Government.

**Board Contribution** – Strategy, Risk, Technology & Digital Leadership, Commercial, Culture, Sales, Marketing, Procurement, Supply Chain

## Roles / Experience

4Value Ltd	Management Consulting IT and Procurement & Supply chain	2018- Present
Apprenticeship Training Trust	Interim Joint CEO	2018 -2018
Tertiary Education Commission	Deputy Chief Executive (COO) Operations	2017 – 2018
Sydney Trains	General Manager – Strategic Procurement	2013 – 2017
Transpower NZ	Group Manager Vendor and Commercial Manger ICT	2008 – 2013
Gen-I Australasia	Commercial Manager (Wellington Sales Manager)	2007 – 2008
TeleWare Ltd	Managing Director Asia Pacific	2001 – 2007
RSM ltd	Managing Director	2000 – 2001
Ericsson NZ Ltd	General Manager	1999 – 2000

## Key Skills & Achievements

**Governance:** Academic advisory board member for AGI & NZSAF private tertiary education groups. Council of Delegate representative for Auckland Rugby. At the Tertiary Education Commission was responsible for all the Tertiary sector governance and monitoring and chaired the board induction program for all institutes boards. Past board member of Track service alliance with John Holland, Non-exec director of SME Artsight and Royal Port Nicholson yacht club. Led the regeneration of NSW Government Procurement Board as Chair and delivered the accepted leading Supplier Relationship Management Program and framework, which became the model delivery for whole of Government.

**Leadership:** Led and enabled the business to overachieve the bold targets of delivering the 2017-18 \$ 3.2BN investments. Awarded Silver Corporate Certification by CIPS UK – 1st Organisation (public or private sector) in Australasia to achieve this status and only 10 globally. Recognised and selected as one of 20 Senior Managers from over 30,000+ staff to the Transport Accelerate Leadership Program for future executive leaders. Finalist “Best People Development initiative” The Chartered Institute of Purchasing and Supply (CIPS) Australasia Procurement Professional Awards 2011.

**Business Transformation & Change Management:** Delivered \$100m savings in the Maintenance Reform program. Secured NSW government leadership with one of the largest internal engagement scores (from 55% to 85%) enabling a high performing team to deliver on the bold reform targets. Delivered in accelerated time frames the organisational restructure and strategy through a horizontal customer centric design. Grew customer satisfaction by 51% in 18 months.

**Financial and Sales Management:** Captured and retained customers and revenue of over \$500M worth of New ICT business from many Major NZ and Trans-Tasman organisations. Led the successful negotiation, (at CEO’s

request), of the maintenance and projects service providers, (\$1.8b - 6+3-year contracts) for New Zealand. A 15% savings under the contractor review program was achieved

**Strategy & Corporate Development:** Led the business case development to the board for the approved transformation \$40M capital projects. Drove and implemented diversity program with 47% of total team and 50% direct reports female. Led the strategy and executive acceptance to include new suppliers through the transformer agreements \$40M per annum with cost savings 8-9%.

**Agile Innovation, Product & Channel Management:** Led the Commercialisation of Innovation for Sydney Trains through a "Pitch for your Project" dragons den process enabling a faster and transparent way to bring new things to market. Secured multiple channels to market via big brand names Datacraft, Cisco NZ and AUS, Damovo and Telstra Aus.

### **Qualifications**

2018 Chartered Fellow - Procurement Professional (CIPS)

2016 Massey University NZ Masters Supply Chain Management (MSc) First Class (A) Pass

2015 Fellowship Chartered Institute of Procurement & Supply (FCIPS)

2013 NZRFU- Level 2 (Principles of Rugby Coaching) – IRB Level 2 Coach

2012 Prince 2 Project management Foundation

2012 Institute of Executive Coaching Level 1 & 2 (IEC-Sydney)

2012 Chartered Institute Purchasing & Supply (MCIPS)

1995 Chartered Institute of Marketing (CIM): Advanced Certificate in Marketing Management Practice

1984 Brighton College of Technology: Electronics & Telecommunications (BTEC)