

# MARTYN PROCTOR

*Entrepreneurial Business Leader and Mentor*



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## Recommendation comments:

"...natural leader and an intelligent team player, focused on outcomes"

"..inspires through clarity of thought and the ability to take a good idea and grow it"

"...a visionary and innovative director who sees possibilities and opportunities"

## SUMMARY

I am an experienced entrepreneur and inspiring business leader who has successfully grown a number of innovative and award-winning technology businesses. I seek to develop a clear strategic vision for a business, sharpening propositions, mitigating risks, building sound commercial models and then pursuing that vision with a single-minded determination. My style is to provide calm and authoritative leadership, inspire others and build high trust relationships to encourage people to give their best.

## WORK HISTORY

### Executive Director, EY UKI Advisory

Aug 2015 –  
Oct 2017

- Disruption & Innovation Leader for UKI Risk: oversaw creation of 17 initiatives resulting in transformed performance in those areas
- Identified and created models for asset based consulting for EY; created models; advisor to Global Pricing team
- Successfully integrated my 100-person firm into EY across UK, Netherlands, UAE and India; advisor to EY Advisory Global Acquisitions Board

### MD/Owner, Integrc Holding BV

Jan 2007 –  
Aug 2015

- Built the world's leading SAP GRC (governance, risk and compliance) consultancy, ultimately selling the business to EY in a structured competitive acquisition process
- Merged UK start-up with Dutch firm to get the scale to open operations in Dubai and Bangalore
- Moved from T&M to asset based consulting through the three times innovation award winning RouteONE concept, that I shaped to enhance our competitive performance

### Applications Director, ITNET ('97-'04)/Serco ('04-'06)

Feb 1997 –  
Aug 2006

- Started a SAP practice which grew to 250 FTEs, won SAP Partner of the Year, and dominated in UK Local Government
- Invented and brought into production a subscription fee based use of a managed SAP service, Business Direct

## QUALIFICATIONS

Member of Institute of Directors (27 years)  
Founder Member Vistage CEO Network V82 Chapter  
Scholarship Chigwell Public School  
Civil Engineering Degree (University of Nottingham)

## DETAILED ACHIEVEMENTS

### Asset Based Consulting

- Creation, sale and delivery of fixed fee output based services, leveraging existing and innovative new IP to differentiate service offerings and boost margins
- Management of the cultural shift from T&M utilisation focus to value based selling and knowledge sharing
- Development of Business Direct (ITNET), RouteONE (Integrc), multiple examples in Advisory (EY)

### Built & sold professional services firm to EY

- 2007: joined embryonic specialist IT risk management firm as MD/owner and set out purpose and plan to sell within 10 years
- Accelerated scaling up through merger with similar Dutch firm and completed successful competitive acquisition process in year 8

### Innovation leader for EY UKI Advisory

- Engaged specialist advisors on AI, blockchain, machine learning and robotics to support an innovation “sprint” for 50 people in EY resulting in 43 initiatives of which 6 are under immediate development
- Shaped differentiated propositions with commercial models and global delivery structures: the best two are now in use in 92 clients (robotic controls automation) and in 30 clients (automated audit reporting) in the USA, Europe and Africa

### Proposition sharpening and realisation

- ITNET: I focused on a specific market (UK Local Government) with defined functionality (core finance & HR) on a fixed platform (SAP R3 on SUN servers) with a simple and clear offering “rapid deployment of a revenue based, flexible volume, assured operation of best practice business process automation”

### Leadership

- Set up Integrc India as a global innovation & delivery team, integrated and equal with other teams: achieved <5% staff turnover and major gains in service delivery quality and margin performance
- Moved the ITNET and Integrc business from T&M to fixed price work, embedding risk mitigation principles and robust scoping/assumption definitions backed by assertive project control to ensure client outcome satisfaction whilst protecting financial performance
- Created a simple and fully adopted values system at Integrc based on total commitment to Integrity, Excellence and Collaboration