

### **Andy Tomkinson MBCI**

Age 42 Married. Full driving licence.

Based North West but prepared to work anywhere in the world

Tel 01253 788181 (W) 07957 392616 (M)

Email [andy@adtapt.com](mailto:andy@adtapt.com) [www.adtapt.com](http://www.adtapt.com) [www.battlebox.biz](http://www.battlebox.biz)

Qualified and experienced business continuity, incident management and disaster recovery consultant. He was Chairman of the BCI Marcoms Committee appearing live on BBC TV news in March 2005 and nominated for Consultant of the Year 2006 and nominated for a special 10 year Award in 2008. At the BC Awards 2004 his client won Recovery of the Year, Andy was voted runner up as Personality of the Year and Exel runner up Strategy of the Year. Andy was an elected Board Director of the Business Continuity Institute and serves on a number of committees and groups within the industry. He is well recognised on the conference circuit, has many published articles and has appeared on TV, Radio and Internet. DN vetted for security clearance.

#### **Partner: Adtapt and Battlebox**

**Sep 03 – Present**

Adtapt is an 8 man business continuity consultancy delivering Business Continuity, Incident Management and Disaster Recovery. Products and services include the Battlebox, Contingency Planning Toolkit, Security Toolkit, CBT, software, training courses, films, rehearsals, audits and general consultancy in all dimensions of BCM. Clients include all industry sectors such as London 2012 Olympics, Birds Eye, MoD, Visa, Sony, DHL, Aegon, QVC and Comet. Our working territory in the last year stretched from San Francisco to Kuala Lumpur. Andy is a seasoned traveller and happy to go anywhere.

#### **Managing Director: Kingmaker Limited**

**Jan 00 – Sep 03**

Incorporated Kingmaker as a 25% shareowner and the MD. Kingmaker was the consulting arm of Euro Search and Selection a headhunting firm. Products include HRDR (Human Resource Disaster Recovery) and general BCM consultancy.

Clients included: MoD, British Red Cross, Carillion, Exel Plc, GKN Plc and Group 4 Falck.

#### **Head of Business Continuity: Euro Search and Selection (UK) Mar 99 – Sep 03**

Headhunted from freelance consultancy to launch niche consulting products and services addressing the human aspects of business continuity and disaster recovery. Created and delivered business plan (£0-£250k), built reputation (HRDR) and engaged market. Full management and P & L responsibility. Major projects include outsourcing contract for HR with Guardian It (£400k), datacentre construction programme management (£63m) and global consultancy programmes (SE Asia, Europe, US).

Clients included: Barclays, Capital One, Citigroup, DWP, FSA, Guardian, JP Morgan Chase, Marsh, MoD, Orange, PWC, Swiss Re, UBS and Zurich.

- Elected as Board Director of the Business Continuity Institute 2001
- Chaired and presented at over 50 major conferences worldwide
- Chairman of the Survive Personnel Special Interest Group
- Articles and commentary published world wide in Times, FT and frequently in Trade Press such as Computer Weekly, CIR, Strategic Risk, Blueprint, Continuity, Survive.
- Interviewed on Radio (BBC), TV (BBC and freelance) and Internet

- Serves on committees including Emergency Planning Society and reported to Cabinet Office 2001, Financial Services Authority 2005, and Federation of Small Business 2006.

**Principal Consultant: Atom Management**

**Dec 98 – Feb 99**

Sole trader providing consultancy in business continuity, incident management, disaster recovery, due diligence, compliance and operational risk management.

Clients included: Scottish Widows, War Pensions Agency and BDO Stoy Hayward.

**Business Development Manager: Survive**

**Jan 98 – Dec 98**

Increased new business from 0 to 30 banks, insurers, telcos, retailers and public sector. Account management for major clients such as Adam Associates, Comdisco, Guardian and Synstar.

Sold out exhibition space at the major European conference of the decade.

Designed and sold new training courses and upgraded flagship course.

**Production Manager: News International Newspapers Limited** **Dec 96 – Jan 98**

24x7 post press production of Times, Sun, Sunday Times and News of the World over 36m newspapers including inserts (magazines/flyers). General management, health and safety, recruitment, training, preventative maintenance and inspection of machinery, cleaning and operations for over 400 directly reporting staff.

Increased profitability by 20 percent within 6 months.

Reduced staff turnover by 100 percent in press room and 25 percent in Post Press.

Reduced business risk exposures such as downtime and personal injury (measured by efficiencies and accidents).

Interim managed fire and security department in addition to production responsibilities.

**Captain: Royal Artillery**

**Aug 86 – Dec 96**

Active service in Gulf War, Northern Ireland and Bosnia.

Served in 28 countries worldwide including artic, jungle, desert and temperate climates.

Citation for QCVS on operations in Belfast in 1994.

Leadership and command responsibility for specific and implied objectives, personnel and equipment in peace, training and war.

**Natural Leader:**

In my experience people buy people. I am an irrepressible realist and infectious enthusiast. I act swiftly and surely but nearly always with integrity. A capable and confident manager able to lead by example and inspire subordinates. Deliver, instil and expect quality – right first time, every time through planning, empowerment, risk control and contingency planning.

Sales close for biggest deal £1m Guardian iT

Raising venture capital Kingmaker and Kingmaker Estates (£ Multi-million)

Marketing start-ups; Adtapt, Kingmaker and Euro Search and Selection

Testimony from 10 years in various posts in the British Army

Team player (rugby, forums and committees and as a business coach and mentor)

**Corporate Governance:**

Enjoy maintaining a grip on competent management, internal controls and due diligence, audit and accounting functions. At home with full P & L responsibility including multi-million figures. Used to satisfying legal, financial and stakeholder demands.

Comfortable with all executive director and (non-executive) director responsibilities. Active participant in BS25999. External audit skills in BCM. BSI associate consultant.

**Technical:**

Competent IT skills on personal and corporate basis. Sound skills in procurement and implementation of hardware and applications for business benefit. Keen on information security. Unlikely to have the IT wool pulled over my eyes. Good understanding of communication and production methods and methodology. Comfortable in business critical, highly competitive and fast moving processing environments. Considerable expertise in datacentre, technical resilience and in DR testing.

**Entrepreneurial:**

In the last four years I have built three businesses through perseverance, example and acumen. This includes failure as well as success. My 50,000 business miles per annum and average 80-hour working week are evidence of integrity, value for money and stamina. I am creative and respect the art and science that supports business culture.

**Interests:**

Family life in St Annes and London

Rugby (Fylde Vandals Captain and former Club Secretary) and sports in general

Music, psychology, military history, model railways and DIY

Charity/community programmes

**Education/qualifications:**

8x GCE O levels	1983	Rokeby Boys Comprehensive
1x GCE A/O level	1984	Rokeby Boys Comprehensive
2x GCE A levels	1985	Rokeby Boys Comprehensive
Queens Commission	1988	Royal Military Academy Sandhurst
Positive Vetting	1990	MOD security clearance
SFA	1994	Service funds accounting
NEBOSH/MIOSH	1996	Certificate in health and safety
MIPD	1996	Personnel and development
MISM/MInstLM	1996	Leadership and management
Spin Selling	1998	Huthwaite research
MBCI	1999	Business Continuity Institute
Visiting lecturer	2001	Southampton University
Visiting Lecturer	2003	Cranfield University and RMCS Shrivenham
Visiting Lecturer	2006	University of Central Lancashire