

Matthew Tramonte

Matthew is an experienced procurement leader, with expertise in technology and non-technology based strategic sourcing and supplier/vendor management. In his current role, Matthew leads the team responsible for end-to-end delivery of strategic technology procurement outcomes for BT Group globally. Matthew manages an international team of specialists who are charged with creating innovative commercial agreements that are aligned to transformational objectives, architectural roadmaps, supplier partnerships/management and financial targets.

As part of his experience, Matthew has specialised knowledge in IT vendor management, supplier lifecycle transformation and strategy delivery. Prior to joining BT, Matthew worked in Financial Services at the Commonwealth Bank of Australia, where his team was responsible for negotiating the bank's highest value and most complex deals to achieve both business and cost reduction targets. Matthew has a background in supplier strategy and risk consulting at both Deloitte and KPMG, which afforded him the opportunity to work with a broad range of organisations across multiple industries. His key focus in these roles was negotiating IT agreements, building supplier roadmaps and leading transformation programmes.

Matthew has a keen interest in combining procurement with architecture, technology and business strategy to create innovative solutions that allow organisations to re-invent their brand, create world-class solutions and disrupt their broader industry.

Employment History

British Telecommunications (BT)

October 2019 – Present

Head of Technology Procurement

At BT, I am responsible for managing an international team of over 20 procurement and partner/relationship management specialists tasked with managing and negotiating BT's technology focused contracts, with a specific focus on software and cloud. My team is responsible for managing a large portion of BT's annual technology spend of over £1 billion, of which my remit is both the indirect (internal) and direct (resale) aspects with BT's biggest, most strategic suppliers and large "tail" of smaller, niche suppliers/start-ups.

As well as delivering cost savings across technology, my main focus is on leading transformation programmes across procurement processes/functions, as well as more broadly across technology and architecture. The ultimate aim of the various programmes I am leading is to modernise our technology strategy to align with BT's go-to-market strategy and brand identity across both internal and customer facing products and solutions. My remit also extends to managing acquisitions and divestments for BT Group.

My achievements to date are:

- Leading and delivering the technology and services elements for BT's supply chain transformation programme, which will deliver over £100m in savings, as well as working capital benefits;
- Leading the "Making Finance and Procurement Brilliant" programme as part of transforming our ERP systems and processes. As part of our migration from Oracle to SAP, BT will be able to remove significant technical debt and align this with our broader architectural strategy;
- Setting up a "tiger team" with HR, finance, technology and architecture directors for the HR transformation programme. This involves a bottom-up build of our requirements and aims to consolidate BT's subsidiaries (e.g. EE and Plusnet) onto a single HR system. This aligns with our "simplification" objectives, whilst also improving colleague experience and workforce management;
- Delivering innovative tooling for procurement to improve our processes and meet our supplier diversity targets. The "procurement garage" team review, trial and implement niche products from smaller suppliers that will streamline procurement processes and generate data driven insights;
- Implementation of an end-to-end supplier/vendor management programme leveraging best-in-class tools to manage governance, compliance, spend, audit, obligations, due-diligence checks, onboarding/offboarding and third-party risk management. This is a significant achievement to not only streamline this process, but drive accountability on suppliers and stakeholders. The development of this process ensured decisions are driven based on data points and, where possible, automated; and

Matthew Tramonte

- Monitoring and reporting based on regulatory (Ofcom) requirements, specifically due to the UK's decision to limit Huawei's exposure in networks. My role was executive sponsorship and management, as well as negotiation with Huawei and third-party suppliers that were impacted. This was a significant achievement that removed risk on BT's network and ensured no customer offerings were impacted. Further to this, I progressed the strategic planning with the technology, business and legal teams for replacement of Huawei components with a new supplier by 2021 and complete phase out by 2027.

chit-chat

July 2020 – Present

Advisory Board Member

chit-chat is a new and disruptive national non-profit organisation born during the peak of a global pandemic. We are the go-to place for a chat and are proactive in tackling loneliness, isolation and promoting positive psychological, emotional and mental wellbeing. As an Advisory Board Member, I advise the CEO/Founder on our operational strategy, partnerships and risk in alignment with our business values and purpose.

Commonwealth Bank of Australia

March 2016 – October 2019

Senior Manager – Strategic Sourcing, Enterprise Services

This role involved managing a team focused on delivering two distinct outcomes:

1. Lead negotiations and deliver beneficial Group-wide commercial outcomes for high value, high risk and/or complex agreements with strategic suppliers; and
2. Consult and advise the technology category managers for smaller agreements and negotiations.

As part of this role, I directly and indirectly managed and worked with a team of category managers, predominantly focused on technology (software and infrastructure), as well as a smaller team responsible for telecommunications and security procurement.

My achievements in the role were as follows:

- Led a full RFQ tender process for IBM and the building of a five-year forecast to strategically reset our agreement and ensure best price for hardware, software (including SaaS) and services. This "reset" agreement provides savings of over \$75m to the Bank, with the capability to leverage both current and future requirements through the agreement structure;
- Navigated a significant commercial dispute between a tier zero supplier and the Bank, which would have impacted the Bank technologically, financially and potentially reputationally. This involved building and leading a "tiger team" to cover all facets and deliver a negotiation strategy that minimised the risk profile of the Bank and aligned to the targets of the supplier. This was a significant piece of work that delivered, despite the circumstances, a brilliant outcome that had visibility up to the Group Executives and the Board;
- Re-negotiation of CBA's historical Oracle ULA agreement to split products into separate agreements and realise bottom line cost savings as a result (Oracle's standard re-pricing support clause would not allow this otherwise). This provided an upfront cost saving of over \$5m to the Bank in the first year;
- Led the Microsoft negotiation, which delivered an extension of our current terms and pricing from six years ago. This provides the Bank with stable unit prices, as well as the time and opportunity to build on our Microsoft relationship as part of a transformation objective to move workloads to cloud. At the time of leaving, I was leading the team, with a focus on negotiating a Group-wide Microsoft agreement, which encapsulates all aspects of our Microsoft relationship (software, cloud/PaaS, desktop managed service and services);
- Delivered the AppDynamics commercials and agreement uplift, primarily focused on their APM product suite. Gartner's review of this deal advised a 93% discount was achieved, with several inclusions which are infrequently seen in the market (e.g. extended SaaS swap rights, tiered future purchases, etc) and one which has never been seen before ("Microservices" offering). This also required significant legal and regulatory uplifts as a result of both the age of the overarching MSA and the migration to SaaS;

Matthew Tramonte

- Re-architecture of our traditional support/maintenance agreement for a tier one supplier to allow greater flexibility and to build a strategic relationship. This involved the creation of an alternate support model, where costs were aligned to actual usage and flexible based on future requirements;
- Consulted/advised the category and supplier relationship management team for the reset of multiple tier zero, one and two supplier agreements to achieve cost savings and align with the future needs of the Group. Specific focus was on legal requirements to align to the strategic direction of the Bank for mergers and acquisitions, as well as regulatory uplifts for outsourcing and security; and
- Implementation and continuous improvement of a “procurement front door” process and solution leveraging ServiceNow. This increased procurement’s response times, oversight of activities, visibility of upcoming contract expiry pipeline and workforce management.

My role at CBA also carried a strong focus on procurement and technology strategy, as well as management/oversight of the software asset management (SAM) function. My achievements of note in these areas were:

Strategy:

- Building technology strategies and architectural roadmaps with our internal teams and strategic suppliers. The focus of this was on the “workload transformation” project to align with our “simplification” agenda and procurement objectives;
- Developed the infrastructure and software roadmaps, as part of delivering “workload transformation”. This was a significant achievement, as it created an internal “private” cloud and consolidated multiple datacentres and suppliers, as well as a “public” cloud where workloads could run based on the associated risk profile. CBA’s workload transformation project and delivery of “OneCloud” resulted in cost reductions of over \$100m and won countless industry awards. Prior to leaving CBA, I kicked off the investigation into “next generation” compute, specifically quantum computing and containerisation of workloads to drive application resilience and allow CBA to modernise legacy platforms;
- Created procurement aligned technology strategies centred on architecture and re-platforming as part of our “simplification” agenda. This led to the delivery of projects that reduced our technical debt, alleviated lifecycle risks and consolidated our supplier footprint. During my time in the role, this resulted in over \$30m in “hard savings” and upwards of \$100m in cost avoidance; and
- Building and communication of financial management and total cost of ownership modelling for investments made, specifically hardware and software. This involved “bottom-up build” pricing analysis and the migration of this data into financial monitoring and modelling tools (i.e. Apptio). Strategically, this allowed us to understand our cost drivers, optimisation opportunities and target savings.

Deloitte Australia

August 2013 – March 2016

Senior Analyst – Contract Risk, Risk Advisory

American Express

January 2013 – July 2013

Business Systems Analyst – World Service Global Credit Administration Technologies (WSGCAT)

KPMG Australia

July 2011 – December 2012

Analyst/Advisor – Contract Compliance Advisory, Risk Consulting

Qualifications

Bachelor of Information Technology Co-Op Scholarship – University of Technology, Sydney