

Andrew McBarnett FCMA CGMA

Address: High Wycombe, Buckinghamshire

Telephone: +44(0) 7973 177401 **Email:** andrew.mcbarrett@sky.com

LinkedIn Profile: <https://www.linkedin.com/in/andrewmcbarrett/>

Personal Profile

An experienced entrepreneurial Accountant, Fellow CIMA qualified, with a background in software/SaaS, telecoms, aviation, pharmaceuticals, not-for-profit and start-ups. A proven history of successfully delivering strategic solutions to business issues across a broad breadth of organisation and market sector.

Expert in understanding the value chain and value drivers in business operations and has orchestrated the efficient implementation of several transformation programmes on a global scale. A decisive and analytical leader who can plan and organise whilst inspiring others to achieve even in the most challenging situations.

Key strengths include: embedding robust financial controls and governance to improve cashflow and profitability; assembling and managing teams across international locations; leading major transformation programs; deal shaping and commercial feasibility analysis of global contracts; M&A, integration and turnaround; performance management and business partnering throughout an organisation to drive budgetary performance; and leading a major synergy programme to remove costs from a business, increase revenues and drive profitability.

Memberships & Qualifications

- **2007 – Qualified Practitioner in NLP (Neuro Linguistic Programming)**
- **2003 – Institute of Directors (IoD) Associate Member**
- **1999 – Chartered Institute of Management Accountants (CIMA)** Exams completed July 1999, Fellow from September 1999

Key Skills

- | | |
|--|---|
| ▪ Financial Management | ▪ Business Insights / Analytics |
| ▪ Financial / Business Governance | ▪ Strategic Vision |
| ▪ Commercial Feasibility Appraisals | ▪ Analytical / Problem Solving |
| ▪ Bid Analysis / Deal Shaping | ▪ Business Transformation |
| ▪ People management | ▪ Financial / Business Modelling |
| ▪ Commercial Finance | ▪ Business Partnering |

Career history / Professional Experience

AMB Associates Limited - Business Consultant January 2017 to Date

AMB Associates helps organisations to accelerate their growth by providing a comprehensive suite of business services, including eLearning coupled with 1-to-1 mentoring & coaching to small business owners.

- Co-author of "50 Ways to Increase Your Sales Today" a #1 Amazon bestseller in the UK, the US, Canada, Germany & Australia.
- Second book "45-Minute Business Breakthroughs" has been led to speaking engagements, podcast & vlog interviews.
- Featured in articles in Financial Management & Better Business magazine.

DrugFAM / The Nicholas Mills Foundation - Financial Director / Interim CEO August 2018 to Date

A registered UK charity that provides a lifeline of safe and caring emotional support to anyone who is affected by someone else's drug or alcohol abuse.

- Bought stability to the charity following a period of resignations both at Board and at operational level.
- Generated free cash in excess of £145,000 through cost efficiencies and diversification of fundraising.
- Define a new strategic vision, budget and logic model that uses the Short Warwick Edinburgh Mental Wellbeing Scale.
- Established an automated system for the capturing of client outcomes.
- Transformed the national helpline through the introduction of a cloud-based telephony system.

- Represented the Charity at a meeting with Victoria Atkins MP, the Minister for Crime to discuss the Government's Serious Violence Strategy and DrugFAM's participation and I also met with the National Director of Mental Health for NHS England.

Iris Software Group Ltd t/o £90m Divisional Financial Director t/o £69m July 2015 to December 2016

With 37 years' experience, IRIS is the UK's market leading provider of business-critical software & services to the UK accountancy & payroll sectors.

- Developed a 5-year predictive and prescriptive analytical P&L planning and forecasting tool providing advanced analytical capabilities.
- Built effective relationships with other divisions within the Group and throughout the wider PE entities including the Chairman.
- A key contributor at the monthly executive and leadership meetings.
- Utilised various systems and data warehouses to deliver, enhance quality and regularity of complex management information.
- Part of the team to administer the second term of private equity financing for the Group.
- Successfully led the commercial negotiation for the managed hosting environment delivering a 9.6% annual saving.

Vodafone Group Plc t/o £44bn July 2011 to February 2015

Vodafone is one of the world's leading communications group with 444 million customers, 90,000 employees in operating companies in nearly 26 countries across the globe.

Vodafone Global Enterprise (VGE) is responsible for the management of Vodafone's complex contracts for its largest multi-national enterprise customers.

Regional Financial Controller t/o £700m May 2013 to February 2015

Finance lead for two-thirds of the former Cable & Wireless Worldwide Plc (CWW) enterprise business that was integrated into VGE.

- Returned business to +2.2% yoy revenue growth in year one versus prior year contraction of -3.1% having recovered a £30m revenue shortfall in Q4 – awarded a CEO award for this initiative.
- Seamlessly integrated 550 employees and 1,100 customer accounts across 16 countries from CWW.
- Architect of synergy initiatives within VGE which, after 18 months, had already exceeded VGE's 3-year synergy target of £98m by 42%.

Project Spring Workstream Lead October 2013 to November 2013

Seconded to deliver VGE's two strategic business cases including 10-year budget projections and 24-month implementation plans for Vodafone's expansion into Africa and expansion of its fixed and mobile network into the US market that form part of Vodafone's growth ambitions under the £19 billion Project Spring initiative following the disposal of its US group whose principal asset was its 45% interest in Verizon Wireless.

Bid Finance Analyst July 2011 to April 2013

- Part of the M&A team that concluded the £1.044bn acquisition of CWW in April 2012.
- Overhauled a multi-faceted business case designed to transform Vodafone's Online capability.
- Accountable for all financial matters in the design, development and introduction of iBid; VGE's transformational, industry leading, automated bid management system.
- Developed Bid Analytics; a financial tool offering flexible multi-layer reporting and flexible analysis aimed at driving improvements in the planning, control and reporting of all VGE's global bid activity.

Career Break on Compassionate Grounds December 2010 to Jun 2011

Emergency repatriation of my 81-year old Mother for health reasons as she had lived abroad for over 20 years.

Panasonic Avionics Corporation t/o \$1.2bn March 2005 to November 2010

Panasonic Avionics Corporation is the world's leading supplier of in-flight entertainment and communications systems for commercial airlines. It is a subsidiary of the Panasonic Corporation, with has 290,000 employees and \$74bn in revenues.

Corporate Regional Finance Manager t/o \$1bn June 2008 to November 2010

- Created a regional finance strategy, establishing common principles creating consistency and improved accuracy across all global regions.
- Developed and implemented a bid qualification and risk model for the company's major strategic bids to commercial airlines and OEM's.
- The impact of this model was realised in the Europe Region where pre-tax profit grew to from 20% to 27% in 3 years and whilst revenue represented 17% of the global total, profit was 30%.
- Successfully supported a Panasonic-wide liquidity improvement initiative through the recovery of \$4m from two debtors, one with an overdue balance aged >720 days.
- Increased regional profitability (FY05 gross margin 53.7% versus FY08 gross margin 60.0%).

Manager of Regional Finance – EMEA t/o \$500m September 2006 to May 2008

Regional Financial Analyst – Europe t/o \$200m March 2005 to August 2006

AMB Associates Limited - Founder 2003 to March 2005

MaxTag (UK) Limited t/o £3m Co-founder & Finance & Operations Director 1997 to 2003

A start-up launched in 1997 as a supplier of security tagging equipment to the retail fashion industry. After five years sales turnover grew to £3m, PBIT of 10% and funds in excess of £600k in bank.

Sensormatic UK Limited t/o £100m 1996 to 1997

Business Analyst – Retail Sales Division t/o £47m & losses of £(5)m

Sensormatic Electronics Corporation is a fully integrated supplier of electronic security systems to retailers, commercial, industrial and governmental users' world-wide.

- Reversed a loss-making trend of £1m per quarter to return a small profit in the first full quarter of employment.
- Formulated a recourse recovery process for the management of recharges of leases that previously cost the division £5m per annum.

Abbott Laboratories Limited t/o £500m 1991 to 1996

Management Accountant – Pharmaceutical Products Division t/o £100m 1994 to 1996

Abbott International – one of the world's largest and most successful corporations with sales in excess of \$20 billion.

- Developed the financial strategy to support the launch of Clarithromycin (Klaricid) - the most successful UK antibiotic launch of all time.

Appointments (Pro Bono)

- | | |
|--|--|
| ▪ Treasurer – Pipers Corner School Sept 2018 to Date | ▪ Branch Treasurer – Institute of Directors (IoD) 2003 to 2004 |
| ▪ Treasurer – DrugFAM / The Nicholas Mills Foundation December 2017 to July 2018 | ▪ Accountant – The British Association for Parenteral & Enteral Nutrition 1992 to 2002 |
| ▪ Treasurer – Friends of Crown House Preparatory School September 2014 to September 2016 | |

Testimonials & References – Available on Request