

Kevin O'Sullivan, FSI C1TP

Kevin is a highly motivated individual with experience as board level director; now running his own company. He has extensive knowledge and experience in the financial services sector. He is an excellent communicator, passionate about delivering the highest standard of client service, with a proven ability to deliver solutions to the highest standard.

Kevin has been working in the consulting space since 2006 specialising in bringing together teams around strategic analysis, project & program management, IT security, vendor selection, system delivery and management.



Kevin's market sector expertise covers:

- Portfolio / Asset Managers / Private Banks / Wealth Managers
- Stockbrokers / IFA's
- Fund Supermarkets
- Outsourcers and software / data vendors to this space
- Infrastructure including CREST / Global custodians / EMX
- Solicitors and Accountants

Gordian Enterprises Limited

Managing Director (2006 – to date)

Assignments:

- Reviewed a Wealth Management service and supporting systems targeted at stockbrokers, portfolio managers and wealth managers for a large outsourcing company.
- Analysed a fund based retail service provided by a portfolio manager to 14,000 clients, the strategic options, systems and operations.
- Analysis assignments around markets and products for both a well known stock broker as well as a Fund Supermarket.
- Researched the alternatives for various clients around system selection including CRM.
- Worked with software team to design and build a client correspondence system to handle a communications exercise with 10,000 retail clients.
- Currently project managing a migrating of a European stockbroker to an outsource supplier.

Lawshare Limited (taken over by OMX Securities Ltd), Tunbridge Wells

Achievements:

- Produced strategic plan for transforming Lawshare into a provider of outsourced back office services to asset managers and stockbrokers. The proposition included the provision of integrated tools for the front office asset and client management processes.
- Managed the design and development of a business to business service (with access to over 1,500 collective funds) which addressed the issues involved with dealing, settlement and custody in the Unit Trust industry.
- Conceived and specified the web interface for a corporate CREST sponsorship service handling positions valued at in excess of £1.8bn and transactions on an STP basis.

- Conceived, specified and managed the development of the Lawshare intranet as a means for clients to access all Lawshare's products, with strong authentication and non repudiation of instructions.
- Built and executed training programs for Lawshare's clients to support the release of new products, including training on CREST.
- Introduced security and development policies; project framework and business analysis template.
- Oversaw the design of Lawshare's management information system.
- Designed and built the upgrade to the Lawshare overseas custody system.
- Negotiated and project managed the migration of the overseas custody business.
- Wrote detailed set of procedures covering all aspects of firms business.
- Specified and built the international custody service including identification of suitable global custodian.
- Co-author to pamphlet on setting up and running a Nominee Company, giving presentation on same.

Kleinwort Benson Investment Management (formally Grieveson Grant)

Achievements:

- Seconded to project team conducting 3 month top down review of complete business process for whole of Kleinwort Benson Investment Management.
- Introduced improved model for cost/income apportionment between business areas.
- Investigated Stock Lending and prepared a report recommending offering this product.
- Identified £90,000 of cost savings in overseas custody charges.
- Set-up cross departmental communication forum.

Professional Memberships

Fellow of the Securities & Investment Institute, a Chartered IT Professional within the BCS, Professional Member of The British Computer Society, Fellow of the RSA, Member of the Institute of Directors, Member of the Information Systems Audit & Control Association, Member of the International Systems Security Association and Member of the Securities Industry Management Association.