

Nicholas Hadziannis

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Commercial Skills

- Development and implementation of category sourcing strategies
- Developing plans for categories or sub-categories in alignment with overall organisational goals
- Managing multiple stages of different procurement projects at one time, including OJEU, PR2015
- Drafting specifications, PQQs, RFQs, tender management and scoring, communicating with candidate suppliers, contract drafting, signing, implementation and contract management (procurement start to finish)
- Providing category specific spend analysis with a commercial outlook
- Codifying existing organisational procurement strategy, sourcing, supply planning or policy documents and develop policies where none exist
- Resolving commercial queries with externals, suppliers or bidders
- Strategically developing and maintain business relationships with internal and external stakeholders
- Executing contracts and ensuring compliance
- LEAN process mapping, disseminating selected process improvement methodologies to business units and benchmarking through visual management techniques.
- Rationalising competing offers from suppliers of PPE through the Covid Crisis, initiating new supply lines and supply chains, product development, executing existing specifications with new untested suppliers; evaluating viability with infection control of different options and managing supplies of PPE in inventory to ensure stable deliveries of an appropriate range of products to wards and community sites.

Purchasing Experience

- Proven procurement experience with significant savings and improved delivery across IT communication, labour and travel categories
 - Working knowledge of framework and a range of industry standard contracts, experience of contract drafting. Developing SLA's and establishing benchmarks or milestones for payments to ensure quality delivery of target purchase at point of delivery.
 - Extensive experience in Government procurement roles
 - Experience of executing strategic sourcing, in IT and Telecoms. internal & external market analysis, category strategy, market testing and innovation, cost, price and financial analysis
 - Supplier/ service provider relationship management, contract management and renegotiation or re-tender of contracts
 - Stakeholder management experience at various levels from Ministers to front line staff, internal and external
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- Strong commercial acumen and desire to see savings manifested and achieving organisational goals.
 - CIPS qualified, interested in professional development at every opportunity

- Proficient with Delta Sourcing, Bravo, Emptoris, and government various bespoke E commerce portals and extensive SAP experience. Interest in developing bespoke systems.

Personal statement

I have most recently been working for Guys and St Thomas in as a Sourcing Manager covering IT and digital projects. At the outset of the crisis I was asked to assist Clinical and supply chain colleagues, through March April and May I coordinated front line St thomases Personal Protective equipment and accessories by ensuring processes that delivered PPE to clinicians, since the end of summer 2021 I have falling down he Defi rabbit hole

Prior to accepting a sourcing manager role I was on a career break, I had been traveling and locally developing networks in the community where I have worked closely with residents businesses and Greenwich Borough Council on the regeneration of Plumstead High Street by commissioning the PHARAOH project to grow community use of green space. I have interests in politics and philosophy and I like gardening, travel and languages, studying conversational Mandarin in my spare time. In my time out of formal employment I improved my knowledge of India and Japan and China for personal Endeavours.

I have settled in London and I am seeking to get involved in the Digital revolution having seen the potential utility that comes from the tokenisation of supply chains. I enjoy new challenges and exploring the detailed needs of different industries. I am seeking to develop coding skills after realising how transferable and scalable my skill set will be through smart contracts.

In Guys and St Thomas hospital trust I have provided category analysis for the Digital Technology and information directorate as part of the Smarter Together sourcing team, helping shape proposals for market, finding compliant procurement routes for innovative projects including AI and advising on saving initiatives, targets and new capital spend. I have a long standing interest in a range of sectors infrastructure construction, the energy sector as well as water supply and drainage. When considering a role I like to work on something that captures my interest and has the potential to give me the satisfaction of helping people live better lives. Drafting/negotiating contracts, Solving problems and creating corporate structures/ managing supply chains and developing new processes are my fortais.

Professional Work Experience

Sourcing Manager, Smarter Together, GSTT 13/1/2020- 15/08/2021

As the Lead sourcing manager for Non Clinical, my category includes IT and a surprising number of medical Applications (that are all classed as Non clinical spend). In the recent crisis I have Pivoted to assist colleagues on the front line with PPE requisition and Distribution, I delivered solutions to enable clinicians and support staff to provide first class healthcare across 7 hospital Sites all serviced by the Smarter Together Procurement Partnership. I contacted suppliers to get site of aged or lapsed agreements, trusts were still relying on for Information Technology and Personal Protective Equipment and I leveraged volumes across hospital departments to get better prices through existing suppliers or ran Mini/Framework and OJEU competitions to bring down costs for Licences, dictation services, and Trust Integration Engines. I have some familiarity with the work undertaken across the NHS to prepare for EHR and EPIC, it has impacted on several

of the aged projects I inherited and it required me to shut some of them down prior to their intended go live dates because of their lack of future interoperability with EPIC. In order to assist with the shortfall in PPE I developed a dialogue with Plastic manufacturers in the UK and tailors, we sourced a range of bespoke prototypes (Blue thumb loop gowns and aprons) with competitive unit costs for use in the event of conventional supply chain failure. In a separate exercise also looked at the Hospitals Mask requirements and proposed costed strategies that would bring down the hospitals mask spend by orders of Magnitude.

Category Manager for Interim, Admin and Clerical staff, Crown Commercial Service
01/2014 - 05/2015

I managed the interim labour category for the Department for Communities and Local Government as part of an outsourced managed procurement service provided from the Crown Commercial service to Whitehall departments.

I provided contract management support by meeting stakeholders and contracting agencies to streamline candidate placement and back office payment functions, enabling front line managers to access framework contracts through web windows rather than through a dedicated Civil Service HR secretariat.

I submitted RFQ's and invitations to tender for bespoke large IT and Policy assurance consultancy, guiding budget managers through the process whilst establishing Government Departmental Procurement Policies and ensuring EU Procurement (OJEU) Directives were adhered to. I left this role on voluntary redundancy terms as it had ceased to be challenging And i wanted personal development.

Procurement Manager, Mobile Communications, Assistant Category Manager for Admin and Clerical staff and Travel, Department for Communities and Local Government
06/2012 - 12/2013

I organised the department's mobile telephony upgrade and roll out providing Blackberries to internal customers, after which I managed the contract and implemented cost reduction strategies to reduce line cost and secure yearly savings on replacement handset devices. I reached out from my team to engage with the IT service provider and reduce the number of licences IT kept on standby for new users, further reducing the category cost and encouraging other category managers to see what cost burden could be relieved by giving up their unneeded software licences or exploring alternate products..

I assisted the lead on interim labour to sit with department heads and define their requirements for temporary labour, by coaching managers to provide the required skill sets in formats that contracting agencies could go to market with immediately I cut the lead time for getting resources where they needed to be.

I assisted the Travel Category Manager in the administration of a pan government travel framework contract.

Finance Officer, DCLG Department for Communities and Local Government FSSD
11/2009 - 06/2012

I worked in DCLG's Finance Shared Services Division, initially working with the process improvement team, I worked with each of the teams in Finance from those managing grant applications to those handling purchase orders and payments to map their services and LEAN them whilst instilling the principles of continuous process improvement and visual management tools to monitor and improve performance. The result was a more efficient service overall, releasing resources allowing the divisions to meet with wider government budget reduction targets.

Diary Manager, DCLG MINISTERIAL CORRESPONDENCE UNIT
07/2006 - 07/2009

I read letters from members of parliament and the public to assess them for policy content, then coordinated the reply with the relevant civil service division. I eventually managed responses from the department on behalf of Number 10 and then moved to work in one of the Minister's offices as their Diary Manager

Qualifications

University of Westminster
2002 - 2005

BA (Hons) Politics (2:2)

CIPS

2013 - 2013

CIPS level 4 (Merit)

University of Greenwich

2014 - 2015

E logistics and Supply Chain Management