

Your partner in analysis,  
design & execution

## DIRECTOR PROFILE – Lance Greenwood



*Having worked extensively in Australasia, the United Kingdom and North America over the last 12 years, Lance has developed a unique understanding of the IT industry. His ability to quickly grasp new technologies, environments and industry sectors has proven to be an invaluable skill. As a results-driven leader, Lance has continually delivered productivity gains and increased effectiveness of processes, people and tools in a variety of organisations. Lance founded Anadex in late 2002, bringing a fresh approach to a mature industry segment and ensuring rapid and sustained growth.*

### Sales & Pre-Sales

Lance has played a crucial role in software and hardware solution sales teams by providing both management and direction for pre-sales activities in support of Enterprise level sales, and the technical development of solutions partners in a \$400 million Global Channel Partner Program. Recent experience in addition to driving Anadex Software & Solutions sales has included the provision of Channel Management for companies taking new products to market (evaluation, commercialisation and strategic planning through both direct and indirect sales channels).

### Professional Services / Project Management

In managing Professional Services delivery teams and providing Project Management services, Lance has ensured the realisation of business objectives for both large multi-national and small-to-medium domestic businesses. His capacity to communicate at all levels across business process and technological boundaries has enabled a marriage of best-of-breed solutions and cost efficient delivery to the specific needs of individual clients. Lance has delivered major software customisation and deployment projects exceeding \$10 million.

### Financial, Supplier & Contract Management and Outsourcing

Sought after as an authority and thought-leader, Lance has extensive experience in Total Cost of Ownership (TCO), Asset Management, Service Delivery and Contract Management. A driving force in many large projects to outsource IT procurement, installation and support and asset management, Lance has managed and advised on multi-million dollar contracts. With a strong commercial background, Lance has also managed, delivered and restructured IT budgets and billing methodologies, including major components of a US\$1.1 billion IT budget.

### Process & Documentation

With a solid background in IT Service Management (ITIL) and IT Asset Management best practice, and years of experience in process re-engineering, Lance has developed a unique ability to instigate and manage change including Process Re-engineering and Continuous Improvement.

### Systems Architecture and Development

As a former Product and Development Manager across multiple systems and platforms, the design, management and evolution of robust and scalable solutions has been an area in which Lance has enjoyed repeated success. Service and Request Management, Asset Management, Data Warehousing and Reporting including Web based delivery are just some of the solutions Lance has successfully driven and managed.

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