

David Brown Profile



David has gained extensive experience in the IT Industry working in Asia and Europe. He has held senior positions in some of the world's leading global companies which include Digital Equipment Corporation, Unisys and KPMG Consulting.

His career in the IT Industry started as a Technical Salesman with Digital Equipment Corporation in the UK. This led him to realise the increasing value of software to the growth of the industry and motivated him join the Burroughs Corporation as a Product Marketing Manager for the Manufacturing Line of Business (LOB). The position involved acquiring, developing and supporting software products for the manufacturing and logistics markets in Europe and Africa. After the merger of Burroughs with Sperry to

form Unisys, he moved with them to Asia in an expanded role to develop the Manufacturing and Commercial sector for Unisys Asia Pacific. During this period he spent much of his time in China as a Project Manager and Consultant for a number of large software projects.

Whilst in China he decided to move into a pure software company and joined the Symix Corporation based in Singapore where he was instrumental in developing a large base of Manufacturing Software clients across the Asia Pacific. It was with Symix that he won a very prestigious innovation award from the National Computer Board in Singapore for the successful implementation of the first Asia ASP called "MRP Online". His experience with Symix spurred him to pursue the next phase of his career as a Director with KPMG Consulting.

Whilst at KPMG he was trained in their consulting and implementation methodologies. As a Director of Consulting he was engaged in a large variety of projects across a wide spread of Industries providing Management Consulting and Project Management, for the delivery of high value software solutions. Many of the projects were focused on Performance Management incorporating Business Process Management, and Business Analytics utilising Business Intelligence.

He had the opportunity to put his consulting experience into practice when he joined Behringer as their CIO. At Behringer he successfully developed and implemented an Enterprise Architecture programme, upgraded the IT Infrastructure and implemented a number of strategic software and hardware solutions to improve the overall performance of



the company. His experience gained at Behringer was a significant motivator for him to move back into the IT Consulting business focusing on Business Performance Management.

David is now working with a group of highly experienced global IT professionals as an Independent Consultant with specific emphasis on Performance Management. He believes that through the adoption of Business Performance Management tools and procedures companies can run more efficiently and be more effective in reducing waste whilst providing a platform for growth and stability. His ambition is to provide the means for more effective and frugal management of organisations increasing their contribution towards a cleaner environment.