

# David Francis Levy

Email: [david.levy@sun.co.uk](mailto:david.levy@sun.co.uk)

## Profile

- Experienced and innovative Principal Consultant with proven results in leading-edge information technologies within fast moving, customer-centric environments.
- Highly articulate, confident and persuasive team-builder, able to motivate and communicate to achieve exceptional business performance.
- Persistent and flexible approach to the mutually beneficial achievement of business plans and goals of the customer and the organisation.
- High personal integrity.
- Extensive knowledge of the industry infrastructure and vertical sector software supply market.

## Areas of Expertise

- Solution Design and IT Architecture.
- Extensive technical problem solving expertise within Blue Chip banking and financial infrastructure providers.
- Team building and Leadership.
- Accountability for P&L, strategic planning, resource planning, and development.
- Technical needs assessment and solutions.
- Management of change within demanding and pressurised business environments.
- Interactive/Internet technologies.
- In depth knowledge in the development of commercial real-time computer systems.

## Achievements

- Programme lead for Sun UK's Consolidation and Migration team, focusing on data centre architectures and economics.
- Technical lead for the Data Centre Practice, creating methodologies for the consulting business, generating \$30m p.a. revenue for Sun.
- Sun UK's first Principal Engineer. (This is a peer reviewed grade).
- BCS Infrastructure Developer of the Year judge
- Project lead consultant/Technical Design Authority in many successful major client engagements, having authored numerous high profile platform solutions and documentation.
- Contributed significant & innovative documentation to improve the technical capability of the organisation, ensuring that projects are documented sufficiently for existing and new customers requiring the same or similar solutions.
- Wrote Sun Blueprint "Migrating to the Solaris OS"
- Developed programming and software development standards, adopted by employers.
- Recognised expert for Sybase engineering, undertaking engineering assignments or supervisory work on Sybase projects.
- Consistently advanced rapidly through a series of increasingly responsible positions throughout career.
- Built commercial real-time customer-facing early e-commerce system for an insurance broker, based on Unix and Relational Database Management Systems.

## Professional Experience

Client Solutions, Sun Microsystems, UK  
1997 - Present Principal Consultant

Recruited as a Solution Design Consultant to architect, design and propose workable and cost-effective solutions, based on in-depth analysis of customer requirements

- Provide technical support on proposals and during delivery to ensure that the content is both technically and operationally viable.
- Technical Manager, responsible for ensuring that the technical solution meets the customer and contracted requirements.
- Work with Business Managers to plan and deliver the business, including sales qualification, revenue planning, customer qualification, commercial negotiation and partner relationship and development.
- Recruited and developed a team of high performing consultants, with supervisory responsibilities to ensure continuing success.

Credit Suisse Global Treasury  
1995 – 1996 Database Administrator

Recruited to improve the performance characteristics of the foreign exchange trading application (Sybase). Acted as an advisor to the money market development team on database issues (Oracle), and developed operational procedures for all systems. Advisor on security, disaster recovery, performance and capacity planning.

Steel, Burrill Jones/Hillier Page Ltd UK

March 1995 – September 1995 Project Manager/Business Unit Manager

Managed the programme to install Steel, Burrill Jones 'London Market' technology solution. This included the installation of a large (300 user) Oracle Financials solution onto a Sequent Symmetry and connecting to the Lloyds' market's value added network, an early e-commerce solution. I also developed commercial skills by managing the procurements of software and hardware products, and negotiating joint marketing agreements with suppliers to Hillier Page.

Pet Plan Group Ltd

1991 – 1995 Information Systems Manager and Technical Director

A leading edge company that encouraged innovative thinking and growth in its employees. Joined as Information Systems Manager, and appointed to the board in 1995 as Technical Director. Made the decision to move back to problem solving roles to utilise skills fully.

Pyramid Technology Ltd

1989 – 1991 Database Consultant

Undertook personal performance work, including competitive performance demonstrations. The organisational structure was very flat and involved consistent communication with senior staff from Pyramid's blue chip customer base. Worked with all the leading RDBMS vendors, Oracle, Sybase, Ingres & Informix.

Janeen Services Ltd

1987 – 1989 Senior Systems Designer and Head of IT Management Services.

Undertook Oracle training to work as a Design Consultant. Developed a broad set of skills including Data management and administration, distributed processing and database planning, standards and project management support. Reporting to the Systems Director, prepared board level justification for non-mainframe systems procurement and a technical development strategy.

Department of Employment

1981 – 1987 Programmer, Senior Programmer, Database Administrator, Project Analyst  
Worked on numerous projects, developing technical skills.

