



## David Hunt

Principal Partner



### Independent Change Management Services

#### Independent Change Management Assignments:

- Business recovery
- Business planning and management
- Mergers and acquisitions
- New start-ups
- Sales and marketing management
- Project Management

#### Consulting assignments:

- Governance, Risk and Compliance (GRC)
- Business and market planning
- Sales performance improvement
- Commercial contract negotiation

#### White papers and articles:

- Put an end to the compliance blame game
- Save money by investing in security
- Effective GRC in JD Edwards EnterpriseOne
- Effective GRC in JD Edwards World
- Making money from intelligent customer service

### Contact Interimco

Email: [david.hunt@interimco.co.uk](mailto:david.hunt@interimco.co.uk)

Tel: +44 (0) 7771 550 968

[www.interimco.co.uk](http://www.interimco.co.uk)



## Maximising your business performance

In these tough economic times, how do you make sure you are getting the best out of your staff whilst protecting your business against fraud, which is on the increase due to financial pressures on your staff and your business?

- Do you have an effective Governance, Risk and Compliance policy with controls in place to protect your business against fraud and ensure you meet any compliance requirements for your business?
- Are your sales staff really putting across to your prospective customers the real value of your product or solutions?
- Is your marketing focused on the right market and with the right messages?
- Is your business structured correctly to attain optimum performance and flexibility?
- Are you trying to restructure and need an experienced manager to provide temporary assistance?
- Do you need access from time to time to business experience and knowledge?

These are just some of the areas in which David Hunt from Interimco can help you.

## Change Management for a Better Future

### Change Management

- David is regarded as a leading evangelist for security and risk management to help businesses implement Governance Risk and Compliance policies. He can help you build a more secure future.
- David specializes in troubleshooting services to SMEs to help identify business issues and develop change and improvement strategies and action plans to address market development, sales performance improvements, and process improvements. This is delivered on a part-time or "virtual" manager basis, typically 5 – 10 days per month.
- David has gained considerable business management experience across many organizations, large and small. You can benefit from this.
- David is free from any internal politics, does not require "company benefits", delivers results fast and takes care of his own tax and National Insurance contributions, so is often a lower cost to your business than an employee.

### Consulting Services

Consulting services can be provided on a retainer basis where you need access to knowledge and experience for advice or on a daily rate where you need "hands-on" delivery of a particular service.

## How can David help you?

David has personally delivered successful projects in all the areas listed in the panel to the left. More detail is overleaf. He could help you too.

**Adding value to your business**

## Customer Testimonials

"David Hunt has achieved more in 15 days per month than many people would have done working full time..... I know sales are in safe hands."

"I had not used an interim manager before, but I was so pleased with David Hunt, I had no hesitation in asking him to extend his contract."

"David performed his duties with great sensitivity in a challenging environment."

"David achieved all his objectives and much more. His skills, contribution and professionalism were regarded by all those who worked with him as of the highest standard."

"The business was on the verge of bankruptcy. David devised and implemented a business rescue plan that achieved a healthy profit within 12 months."

"Negotiations with HMRC were lengthy and complex. David negotiated a significant reduction in the HMRC debts and an affordable repayment schedule. He also helped the company achieve the profits needed to enable us to make those repayments."

"David was a natural choice to set up Cetacean Watch. His sales and marketing background, his flair and his attention to detail filled me with confidence. He has exceeded my expectations and I am pleased he has decided to continue to help me run this exciting business."



### A selection of Interimco assignments – David Hunt

#### Marketing Director

Q Software Global  
Independent Software Vendor – ERP Security & Compliance Solutions

Introduced web seminars to extend marketing reach whilst reducing costs. Trade-marked key assets and initiated a patent on the company's methodologies. Built relationships and status of Q Software as a partner with Oracle senior management and leading user groups around the world.

Wrote a number of white papers on Governance, Risk and Compliance (GRC) for both Q Software and Oracle, and has had articles on GRC published in influential Oracle user group magazines.

Provided sales training for in-house and partner sales staff based on SPIN selling methodologies.

#### Chief Executive Officer

QSSI  
Independent Software Vendor – JDE Security

Successfully negotiated with trade creditors re repayment of unpaid invoices and HMRC re unpaid taxes. Developed and implemented a business recovery plan and turned previous revenues of £800k and a loss of £750k into turnover of £1.1 million and profits of £250k in first year.

#### Marketing Director

Gemini Affinitas  
Help Desk Software

Implemented marketing and product development strategy to develop the business for a successful trade sale. Played a key role in the negotiations for the trade sale of the business.

#### Sales & Marketing Director

Independent Computer Solutions (ICOS)  
Independent Software Vendor

Build up revenues to assist a successful trade sale of the company. Established an alliance of partners to target the telecom sector. Founded 2 new business divisions, one to implement Customer Relationship Management (CRM) solutions, the other to deliver a portfolio of e-Business consultancy services, which David developed.

#### Team Leader

BT Mergers & Acquisitions  
Telecom

Led one of three inter-linked negotiating teams for BT on a \$500m Internet equity investment, personally responsible for successful negotiation of world-wide product distribution and partnership agreements.

#### Technical Marketing Manager

BT International Development  
Telecom

Provided a conduit between the BT technical networking staff and the marketing communications team to market a new pan-European fibre-optic network.

**Adding value to your business**

Professional  
Integrity  
Added Value