



# IAN GORDON

## Senior Associate



### CAREER OVERVIEW

Ian has 40 years of international manufacturing, engineering and executive experience in operations and maintenance, with companies such as ExxonMobil, Kodak, Siemens, and GE. He has led many initiatives in operational improvement that rely upon organizational capability to achieve business objectives.

His experience spans the disciplines of Operational Risk Management (including Safety and Due Diligence), Reliability Engineering, and Lean Manufacturing, all within the commercial context of enhancing manufacturing effectiveness and overall business performance.

Ian's most recent assignments have been as Vice President of Professional Services at Meridium Inc, and Senior Services Director at GE Digital for the Southern Africa, Asia and Oceania regions. In these roles he led teams of specialists and industry experts in the sales support, implementation and operational commissioning of software for the digital transformation of industry at enterprise scale.

### BENEFITS IAN PROVIDES TO CLIENTS

- **Wealth Creation.** Evaluation of underperforming industrial assets, and implementation of strategies to improve Return on Capital.
- **Business Productivity.** Transformation of industrial performance via synchronization of physical assets, virtual assets, and human assets.
- **Proven Practical Approaches,** that manage risk and assert governance of industrial operations.

### OVERVIEW OF RELEVANT EXPERIENCE

- **Wealth Creation:** Created world-class Asset Performance Management capability, consisting of enterprise-scale software systems, best-practices, and skilled people, and strong governance. Cost benefit of \$200m in Telecoms, \$50m in capex avoidance in manufacturing , achieved production records in power station generation.
- **New Business Development:** Formulated value-propositions that were critical to gaining new clients and/or extending contracts with existing clients. Pioneered the holistic value proposition of "Asset Performance Management" in Australia, across multiple industries, including demonstration of ISO55000 benefits.
- **Business Productivity:** Transformed manufacturing productivity to achieve lowest worldwide cost-per-unit for each of the three production businesses, (lower than China, Brazil, Mexico, and all other production facilities), applying Lean Manufacturing principles and practices.
- **Business Restructures:** Created "proactive" workplace cultures involving broad strategic re-education of management, engagement of workforces, and new Enterprise Agreements.
- **Digital Transformation:** Recruited and developed teams of software and subject-matter experts to implement and commission enterprise-scale Asset Performance Management software solutions for corporations with large and complex industrial assets.

### MELBOURNE BASED

### PROFESSIONAL QUALIFICATIONS

- Bachelor of Engineering (Electrical) Hons – UNSW
- Graduate Diploma of Naval Engineering RNEC (UK)

### ACCREDITATIONS/ CERTIFICATION

- Chartered Engineer

### CAREER HISTORY

- 1981 - 1992 Altona Petro-Chemical (Exxon-Mobil)
- 1992 - 1997 Kemcor (Exxon-Mobil, multi-site)
- 1997 - 2002 Kodak Australasia
- 2002 - 2011 Silcar - a Siemens-Thiess JV
- 2011 - 2013 Flagstaff Consulting Group
- 2013 - 2017 Meridium Inc
- 2017 - 2020 GE Digital
- 2020 – Present Flagstaff Consulting Group

## EXPERTISE AREAS

- Industrial Asset Management
- Operational Risk and Operational Performance
- Business Productivity
- Digital Transformation of Industrial Assets
- Operational-level Restructures

## SELECTED KEY EXPERIENCE

### **Flagstaff Consulting Group Senior Associate, Asset Management July 2020 - Present**

Responsibilities to develop a consulting business in asset performance management to complement other senior specialists in the Flagstaff Consulting Group.

### **GE Digital Senior Services Director, Asia Pacific 2017- 2020**

Responsibilities to extend the capability of Meridium APM Services into GE Digital's services infrastructure and customer pipeline, leading and expanding a team of software professionals and subject-matter experts in engineering and operations.

- Supported software sales, implementation and consulting for major industrial customers in Australia, Japan, Thailand, Singapore, Malaysia, Vietnam and India.
- Expanded team capability to include cloud-based technology developed by GE Digital.

### **Meridium Inc. Vice President Professional Services, Asia Pacific 2013- 2017**

Responsibilities Leading a team of 25 professionals to support business development in AsiaPac, including sales support, feasibility programs, project management, technical software implementation, and consulting support for operational-phase business improvements for Meridium customers.

- Building an international team of professionals to meet the demand of APM software sales, implementation and pre- and post-sales consulting support consisting of software engineers, project managers, engineering specialists and subject-matter experts (in customer operations).
- Supported sales, implementation and consulting for major industrial customers in Australia, Japan, Thailand, Singapore, Malaysia, India and South Africa.

### **Flagstaff Consulting Group Senior Associate, Asset Management 2011 – 2013**

Responsibilities to independently develop consulting business in asset lifecycle management to complement other senior specialists in the Flagstaff Consulting Group.

- Provided consultancy service in Risk and Reliability to various industrial and mining clients – Gold mining, Water Utilities, Petrochemical, and Rail.
- Conducted a comprehensive risk management review of physical assets and maintenance capability for a major Australian hospital.
- Designed and specified an enterprise-wide Production Loss Accounting system for a multi-site petrochemical company.

### **SILCAR Pty Ltd Manager, Technical Services 2002 –2011**

Responsibilities accountable to the CEO for developing innovative “hand-carved” value propositions, and developing the capability (systems, processes and people) to deliver the asset management service.

- Formulated value-propositions for major tenders, proposals and contract renewals including, Telstra (\$400m critical infrastructure), Koniambo Nickel (\$38m Power Station Operation & Maintenance), Airservices Australia (whole-of-life asset plans), Defence (Navy support ships maintenance), NSW Health (high-tech assets), Wellington Electricity, United Energy Distribution, TruEnergy Yallourn Power Station (China Light & Power), Yallourn Mine, Portland Aluminium, Australian Paper, BlueScope Steel.
- Pioneered Silcar's holistic value proposition of "Asset Performance Management" for new Clients, including service delivery via enduring “alliance” partnerships, and ISO55000 principles.
- Led a team of professionals to create a world-class enterprise-scale asset performance management capability, incorporating the Meridium® software platform, Silcar’s reliability engineering best practices, and cost estimation within whole-of-life scenarios that enable life-cycle cost and/or risk optimization, closely aligned to ISO55000 requirements.
- Collaborated with Meridium Inc (USA) as a partner in the “asset performance management”, and the “production loss accounting” modules of their enterprise software. Collaborated with Asset Performance Technologies Inc (USA) for the incorporation of asset knowledge libraries within the Silcar software system.
- Synthesized the disciplines of risk, safety, and asset management into a generic system of diligence and governance, consistent with ISO55000, for large-scale complex technical-commercial-human systems.