



AT A GLANCE

 **30+**

years' senior experience in digital health

 **100+**

national and international assignments

 **National**

Central Government and National Digital Services

 **Tier 4**

first UK-accredited data centre for NHS primary care

SECTORS

- ① NHS England & Wales
- ① Primary care
- ① Integrated care systems
- ① Health technology suppliers
- ① Defence
- ① Retail pharmacy

SPECIALIST SKILLS

- ① Five-case business cases (Green Book)
- ① Bid and tender leadership
- ① Agile (Scrum), DevOps and continuous integration
- ① Cloud – Google Cloud, AWS and Azure
- ① Interoperability and solution architecture

CONTACT

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Digital health and care IT specialist – turning complex technology into better services and patient outcomes

Russell brings over 30 years' senior management experience across the UK NHS and the health IT supplier community. A highly effective communicator with an extensive senior network, he works confidently across complex, multi-organisational and politically sensitive landscapes – shaping solutions for new models of care that work at scale and deliver better patient outcomes.

KEY EXPERIENCE

-  **Bids & Commercial.** Led and co-authored winning competitive tenders, including an MoD primary care system contract (£6m+); re-contracted national primary care contracts for Wales, England and Scotland.
-  **Business Cases & Investment.** Undertaking and completing a number of high-profile national business cases for Wales, including EPS full rollout, Connecting Care, Point of Care Testing and Cardiology PACS.
-  **Digital & Cloud Technology.** Technical justification and commercial strategy for Google Cloud Platform at DHCW; introduced agile, DevOps, continuous integration and AWS and Azure cloud services.
-  **Solution Design & Interoperability.** Interoperability strategy at Integrated Care System level; designed and delivered the first tier 4 UK-accredited data centre for NHS primary care; architecture deep dive on National Target Architecture components.
-  **Programme & Procurement.** EPS programme supplier liaison; procurement requirements and market engagement for cloud reseller and temporary workforce tenders.
-  **Leadership & Transformation.** Led a number of high-profile national and international digital platforms and transformation programmes, including leading a 125-strong development team at Vision.

CLIENTS INCLUDE

Digital Health and Care Wales · NHS England · Integrated Care Systems · Ministry of Defence · Primary care · Health technology suppliers



CAREER SUMMARY

In-Form Solutions Ltd *Associate Consultant* **NOV 2021 – PRESENT**

- ① Working with Digital Health and Care Wales (DHCW) on multiple assignments, with strong positive client feedback on the quality of deliverables and supporting materials (ongoing).
- ① Providing critical-friend evaluation and consultancy on strategic digital investments for NHS Wales, identifying opportunities for synergy and re-use (ongoing).

Independent Consultancy *Health & Care IT Consultant* **MAY 2020 – PRESENT**

- ① Supporting businesses entering the UK health and care market with technical, process, procurement and roadmap advice.
- ① Working as UK General Manager with an international start-up to develop a UK urgent care product – covering regulatory and assurance needs, stakeholder relations and product requirements.
- ① Working with NHS decision makers at Integrated Care System level to develop interoperability strategy.
- ① Led and co-authored major competitive tenders with a strong win record, including an MoD primary care system contract (£6m+) and an end-of-life care planning solution for London (as a subcontractor).

In Practice Systems Ltd (Vision) *Chief Commercial Officer* **JUN 2017 – APR 2020**

- ① Responsible for the company revenue target (over £20m), national contract management including bids, and sales and marketing.
- ① Surpassed the sales target by 15% in his first full year in the role.
- ① Re-contracted three national primary care system contracts for Wales, England and Scotland.
- ① Ran a sales campaign in Wales that secured a position worth around £18m over five years.
- ① Created new markets for Vision products, including life sciences, local authorities, GP federations and cross-supplier sales.

In Practice Systems Ltd (Vision) *CTO / Product Development Director / IT Director* **JAN 2000 – MAY 2017**

- ① Worked within the National Programme for IT with three Local Service Providers, from bid through to product delivery over three years.
- ① Designed, procured and delivered the first tier 4 UK-accredited data centre solutions for NHS primary care.
- ① Ran a multisite development team of 125 staff with a budget of over £5m.
- ① Introduced agile (Scrum), automation, continuous integration, DevOps and cloud services (AWS and Azure).
- ① Led the re-architecture of the product set and created a scalable open-source message broker used by a major retail pharmacy chain.

VAMP Health Ltd & Reuters Health Information Ltd *Support, Development & Project Management* **APR 1990 – DEC 1999**

- ① Held a range of support, development and project management roles.



ASSIGNMENTS & EXPERIENCE

CURRENT ASSIGNMENTS

Digital Health and Care Wales (DHCW), NHS Wales 2021 – PRESENT

Delivering business cases, technical review and commercial advice on strategic digital investments for NHS Wales, including:

- ① Five-case Green Book business cases (ongoing):
 - ① EPS full rollout.
 - ① Connecting Care.
 - ① Clinical Data Engine.
 - ① Welsh Point of Care Testing.
 - ① Cardiology PACS.
 - ① Integrated Care Viewer.
- ① Technical review, critical analysis and solution development:
 - ① WEDS requirements and development approach to deliver WECDS.
 - ① LINC commercial review.
 - ① Maternity requirements for Wales.
 - ① Technical justification for choosing Google Cloud Platform.
 - ① Cloud commercial strategy for DHCW.
 - ① Supporting development of the Primary Care Strategy for PCMH.
 - ① Integrated Care Viewer architecture options.
 - ① Architecture deep dive on the integration platform supporting the National Target Architecture for Wales.
- ① Programme team roles:
 - ① Supplier liaison for the EPS programme.
 - ① Commercial support for the Cegedim transition.
- ① Procurement requirements and market engagement:
 - ① Google Cloud Platform tender, competing the reseller market.
 - ① Temporary workforce supply tender for DHCW.

PREVIOUS ASSIGNMENTS

Ministry of Defence – Primary Care System COMPETITIVE TENDER

- ① Led and co-authored the winning tender for a primary care system contract worth over £6m.

London – End-of-Life Care Planning Solution COMPETITIVE TENDER

- ① Co-authored the winning tender as sub-contractor.

Integrated Care System INTEROPERABILITY STRATEGY

- ① Worked with NHS decision makers to develop an interoperability strategy.

International Health Technology Start-up UK URGENT CARE PRODUCT

- ① Developed a UK urgent care product, covering regulatory and assurance needs, stakeholder relations and product requirements.