

# Resume'

## Wayne Geoffrey Williams

BCA, CA, Dip. Tchng, MInstD.



### Summary

- Substantial experience from the professional, corporate and government sectors in New Zealand, Australia, United Kingdom and North America.
- Specialist expertise in governance, audit, financial management, transformational change and optimisation of business performance, applied to organisations such as KPMG, Land Securities Ltd, Gulf Oil Exploration UK Ltd, Ministry of Justice and Midlands Health Network.
- Trusted advisor to Chief Executives, Boards and Finance Audit Risk Committees.
- Leadership capability to grow businesses and enhance the value of the organisation for shareholders, staff and society.

### Professional memberships

- Member Chartered Accountants Australia and New Zealand.
- Member Institute of Directors New Zealand.

### Reputation

Renowned by industry and peers for successful achievement of innovative and challenging transformational projects, consistent challenging of the status quo and relentless pursuit of Return on Investment. Recognised by Boards for his independent opinion, fresh thinking, confident character and professionalism. Partners with CEO/Chairs in strategic growth and restructuring initiatives and interventions for increased organizational efficiency and effectiveness.

### Career Summary

#### Principal Williams Enterprises

2014 – Current

A corporate finance and management consultancy business providing solutions to Chief Executives and Boards, principally in the health, technology, tertiary, finance, agribusiness and private equity sectors. Capitalisation of start-up businesses, management and governance reviews in the health sector, multiple financial reviews and investigations for DHBs, facilitation of major transformational change, review of finance functions and assessment of best practice compared to national and international benchmark performance standards.

#### Midlands Health Ltd CFO / GM Corporate

2011 – 2014

Revenues \$150m, 150 staff. MHN is one of the 4 largest Primary Health Organisations in NZ, with almost 450,000 enrolled patients within 97 medical practices over a wide geographical region. MHN has a reputation for innovation and transformational change to ensure a more connected and accessible system for the benefit of patients. Restructured the finance function, applied Lean methodology to improve efficiency and effectiveness of core finance processes, reduced the MHN overhead structure and substantially reduced the monthly close-off cycle. Assisted develop a cloud-based complete IS service for medical practices, as a Joint Venture with Datacom.

**Ministry of Justice (Legal Services Agency) 2010**  
**Interim CFO (6 months)**

Reported to Board regarding data integrity issues, systems rectification and restatement of 2 years of financial statements, in conjunction with expertise from PWC.

**The People's Centre Trust 2007 – 2010**  
**Board Observer / Trustee**

For CMDHB, investigated the financial viability of a medical and dental practice located at 3 locations. Recommended a working capital injection of \$250k, recruited a new GM. Subsequently appointed as Trustee. At request of Board, worked with management team to identify business drivers, articulate KPIs and track improvements to lift overall performance.

**Enigma Publishing Ltd 2000 – 2007**  
**Finance Director**

Knowledge management & clinical decision support systems, health sector. Secured start-up capitalisation \$3.75m including USA investors, sold IP to Sutter.

**AgriQuality 1998 – 2000**  
**Establishment / Transition Manager**

Corporatised MAF Quality Management to AgriQuality, as SOE. Revenues \$52m, staff 1200. Rewrote strategy, determined new structure, transferred staff and IP, drafted new financial projections with PWC, determined enterprise value of the new business with Deloitte, negotiated Crown to Crown sale/purchase with Treasury. Reported to the CEO and Board of the new SOE. Pitched and won first commercial bid.

**Principal 1996 - 1998**  
**Williams Enterprises**

A corporate finance and management consultancy business.

**KPMG 1982 – 1995**  
**Partner**

7 Partners and 75 staff. Headed Audit and Health Consultancy practices, Managing Partner and Staff Partner roles.

**UK Corporates 1979 – 1982**  
**Contract Accountant**

Land Securities Ltd, Gulf Oil Exploration UK Ltd and Sea Containers Pty Ltd.

**Wilkinson Wilberfoss (Now EY) 1977 - 1979**  
**Audit Senior**

## **Contact details**

Cell: +64 21 994 370

Email: wayne-williams@clear.net.nz

33 Cricklade Tce

Windsor Park

AUCKLAND 0632

## **Referees**

Available from respected business leaders in New Zealand and Australia, on request.