



## Telecoms 2.0 Powering business change

### ZDnet webcast panel members

**Gary Flood**  
Chair, [ZDNet.co.uk](http://ZDNet.co.uk)

Gary Flood has been commentating on the IT industry for 20 years, following a phase as an IT professional for a major international consultancy. Gary has covered all aspects of technology as reporter, editor, columnist and blogger, most recently on the ZDNet UK website itself, working in both the UK and Silicon Valley. His primary research interests are the social impact of IT and the CIO agenda.

**Andrew McGrath**  
Commercial Director, ntl:Telewest Business

Andrew McGrath is Commercial Director for ntl:Telewest Business, a member of the Business Division's senior management team, with direct responsibility for strategy, marketing, business transformation and technical/commercial support.

Andrew is a seasoned telecommunications / IT industry professional with extensive global/international operational experience with leading service providers: Verizon, Cable & Wireless and Oracle Corporation.

In the two years immediately prior to joining the cable industry, Andrew headed Verizon's Marketing and Strategy functions in EMEA: strengthening Verizon's product portfolio; and developing strategic options for improved profitability.

Previously, Andrew worked for 12 years at Cable & Wireless, latterly as Global Head of C&W's Service Provider division - generating over one third of group revenues. Earlier he held various marketing, strategy and regulatory roles. He started his career in the IT sector - developing retail banking solutions with Olivetti Systems & Networks then as a Product Manager at Oracle Corporation.

Andrew holds an Engineering degree from Surrey University and an MBA from London Business School.

**Phil Tilley**  
**European Marketing Co-Chair, Metro**  
**Ethernet Forum**

Phil Tilley is the European Marketing Co-Chair for the Metro Ethernet Forum where he is working with vendors and service provider members to increase awareness and adoption of Carrier Ethernet, particularly with regard to next generation networks.

Phil also holds the position of Vice President, European Regional Marketing for Alcatel-Lucent's IP Division. His responsibilities include developing the market awareness of Alcatel-Lucent's IP product portfolio, working with service providers to ensure success with their business services portfolio and building the required IP skills within the company to support a IP portfolio.

Phil has more than 15 years engineering and marketing experience. He has worked closely with many carriers throughout Europe advising on the latest market trends and how these carriers can bring the technologies to market in a user centric manner. He is a regular presenter and chairman of industry conferences.

He joined Newbridge Networks in 1992, prior to its acquisition by Alcatel, starting as an approvals engineer. He subsequently held posts as product specialist, product manager and new carrier sector marketing manager.

Phil has a Bachelor of Science degree in electronic engineering from the University College of North Wales.

**Paul Rouse**  
**Head of Procurement and Contract**  
**Management, Cambridgeshire County**  
**Council**

Paul Rouse is Head of Procurement and Contract Management with Cambridgeshire County Council. In charge of a team of 17 staff, he has responsibility for the overall £500 million annual procurement activity within the organisation.

He has worked for Cambridgeshire County Council for 3 years. Prior to taking up his current role in April 2007 he was Head of IT Procurement, where he was responsible for managing the £60 million Private Finance Initiative (PFI) agreement for Cambridgeshire County Council's data network with ntl:Telewest Business, amongst other IT projects.

The network covers in excess of 430 locations and provides service for a wide range of user communities since its original deployment across 2002/3. Ensuring the continuation of high levels of availability has been key whilst 6 years into the agreement the network is evolving to deliver new services such as VoIP to thousands of traditional telephony users.

Paul has worked for 9 years in both the public and private sectors. He began his career in the private sector in various roles across ICT Procurement with employers including BT, Abbey and BUPA. His experience includes major projects dealing with business critical applications, a £90 million international resale agreement and a variety of service-based agreements.

Paul holds a Technology and Management degree from the University of Bradford and is a full Member of the Chartered Institute of Purchasing and Supply (MCIPS).