

Ian W Johnston

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The company

TechnologyWorks provides professional consulting services in a number of areas in Telecommunications:

- Network audit of both voice and data. These services include, the study of enterprise networks to ensure that full commercial and cost benefits are being obtained by the business in all areas of the network. Issues including billing reconciliation, voice call charging and rating, data services together with technology usage and replacement are included.
- Project management. Services include the management of both hardware and software projects in telco carriers as well as enterprise networks. Management of both large teams as well as geographically dispersed projects over a number of locations are key strengths of the TechnologyWorks.
- Business development and marketing. All areas of telecommunications are covered, including developing business plans across a range of carrier products, that include sales planning, goal and quota setting, seminar presentations, producing and delivering marketing programmes, management of business development staff and all aspects of marketing communication, both external and internal.

Ian has been trading as TechnologyWorks as founder since February 2006.

Examples of his work include, the engagement by the TRPC

(www.trpc.com.hk) to deliver telecommunications training to industry

professionals as well as the Jardine Matheson group in Hong Kong

(www.jardines.com), where he has been consulting on the group

telecommunications requirements in both voice and data throughout Asia.

Experience

Ian has 35+ years of experience in both public and private telecommunications. His skill set covers, network planning, network operations, large project management as well as business re-engineering, business process management, telecommunications consulting, business development and regional marketing for a large multinational company.

Ian is currently in Australia (Melbourne), engaged with Oracle Corporation as Director Telstra Key Account team. The role encompasses all commercial, contractual and collection activity for this major account. All contractual aspects of product licensing and support fall within this role. Telstra is the leading telecommunications provider in Australia.

His major career highlights are:

Worldwide experience in telecommunications gathered in the UK (British Telecom, BT), South Africa (Telkom), Australia (Telstra) and Hong Kong. This experience covers from the customer facing units to network operational systems.

Telecommunications consultant to the Public Transport Corp (Melbourne) in the consolidation of communications and IT services in the Train and Tramways groups. Ian managed the combined Rail and Tramways enterprise networks once consolidated.

One of the founding consultants in HP's telecommunications practice in Melbourne. This role saw Ian consult and lead a number of large projects in Australia, including the introduction of the middleware platforms in partnership with Ericsson.

Ian consulted at Telstra as they sought to re-architect their business and operational systems to accommodate new network technologies and business processes.

Bid manager for the HP's team that won the network operations and management project for Telekom Malaysia Bhd. Also as bid manager for the then VOD project for HK Telecom (now PCCW).

Managed the marketing of the Agilent Technologies telecommunication group as well as the equipment service & support group across Asia. In two years in this role, the sales figures were over quota (177%) on annual revenues of US\$55 million.

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Ian's dual skill sets of both technical/project management and business/marketing, give him unique insight into both the current technological advances, and the changing competitive business climate that exists today. He has experience in system architecture for major installations covering the range of business functions in telecommunications. Ian has excellent presentation skills and has received extensive training in both PR and all forms of media, including television. He delivered a major part of an Executive Certificate in Telecoms Business Development course in conjunction with the Telecommunications Research Project in Hong Kong. (TRPC). Ian currently consults via TechnologyWorks to the Jardine Matheson group in the area of telecommunications strategy and network optimisation.

Projects

Ian has headed up a number of projects in his career, including:

- Consulting to the Jardine Matheson Group in telecommunications services and audit of voice and data across a number of group companies.
- Implementing and executing a business and marketing plan to support the sales of the Agilent Technologies systems and support businesses in Asia.
- With HP in Hong Kong project managing systems bids for a number of telcos in Asia, including PCCW, Telekom Malaysia, PLDT and Celcom Timor.
- Reviewing business processes and architectures for Telstra in order to implement an flexible systems infrastructure.

Education

Apart from British Telecom specialized communications courses, Ian holds both a post-graduate diploma in Digital Communications as well as a Masters Degree in Computing. Both are from Monash University in Melbourne. (1992, 1996)

Personal Details

Ian holds both British and Australian citizenship. He also has permanent residency status in Hong Kong.