



Peter Anthony Jessup

Peter has thirty-five years of experience in executive, project management and project procurement roles in engineering construction companies: Amec Foster Wheeler, Amec, Global Industries, Acergy, KBR, Brown & Root, John Brown and Bechtel. Contributing to successful business results on large complex EPC Projects in Oil & Gas, Mining, Power & Process. Leading global teams of up to 1,500 personnel with an annual spend of circa \$5.5bn.

CEO Proactive Change LLC, a consultancy company providing practitioner expertise to assist companies in being more effective and efficient in the execution of Supply Chain Management and delivery of their goals. Identifying any opportunities for improvement, or areas of risk. Working with companies to design and deliver specifically tailored Procurement strategies and tactics.

Previously CEO Pro-Active Change Ltd

- Global Industries – Gap Analysis on Supply Chain Management capability
- UK Ministry of Defence – Alliance creation & execution techniques for £13bn project
- BP – Procurement Strategy workshop for deepwater installation contracts
- Malaysian National Oil Company Petronas – Organisational effectiveness
- Petrofac & BP – Kovytko Project Moscow team building workshops
- PFC Energy – Supply Market analysis and strategies for various projects
- Oxford University – Supply Chain Management training for Project Managers

Experience and Expertise

- Innovative Procurement strategies and, tactics, delivering significant cost savings
- Leveraging expenditure and mitigating risk with third party supply companies
- Development and implementation of Procurement/SCM procedures, processes and systems
- Conducting gap analysis on existing methodologies, processes and systems.
- Terms & conditions and forms of contract for subcontracting and purchasing
- Key performance indicators, measurement and balanced score card techniques
- Supply market analysis, strategies and tactics to mitigate risk created by third party supply
- Procurement/SCM role descriptions, technical and behavioural competencies
- Implementation of frame agreements for key goods and services
- Alliance Project execution and facilitation

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- Project interfaces with clients, engineering, project management, project controls and construction
 - Procurement planning and scheduling sensitivities created by the engineering schedule and construction need dates
 - Subcontracts, purchasing, material control, expediting, inspection, and shipping and logistics
 - Post award management and risk mitigation strategies for critical path awards
 - Undertaking audits on total project execution to address gaps and risks, capturing lessons learnt and dissemination
 - Procurement category management
 - Establishing KPIs and execution analysis
 - Design, delivery and facilitation of workshops focused on:
 - Team building
 - Creation and delivery of change management and the challenges
 - Continuous process improvement
 - Methodologies for the creation of aligned relationships and alliances

Academic and Professional Attainment

- Author “Guiding Principles for Engaging Total Contribution of Suppliers”, focused on cost reduction and improving performance in the supply chain
- Member of the Chartered Institute Procurement & Supply
- Lecturer at Texas A&M on International Sourcing
- Fellow of the International Institute of Advanced Purchase & Supply
- Graduate of JMW “Manager of The Future” programme to aid extraordinary performance
- Associates in Process Improvement (API) Continuous Improvement programme
- SOMA Leadership and Motivation and Strategic Innovation 7 Levels of Change

Industry Engagements

- Member of the Procurement Executives Group (PEG) a forum for the executive leadership of procurement and supply chain management in the engineering and construction industry
- Designed and facilitated with Shell and BP the first UK oil and gas industry supply chain management conference attended by the Energy Minister
- Oil & Gas Pan Industry group “Cost Reduction in the New Era” initiative which delivered a supply chain management tool kit
- Director of 1st Point Assessment oil & gas pan-industry company – providing a database on the capability and performance of suppliers
- Chairman of the UK Oil & Gas Pro-active Suppliers pan-industry work group on supply chain
- Director of Industry body, Stretch Performance Network, focused at performance improvement
- Member of the Board of Directors of a UK Energy Industries Council
- Member of the judging panel for the annual Scottish Offshore Achievement Awards