

# Gary Willock BSc (Hons), CISSP, MCP

Citizenship : English • Date of birth : 9<sup>th</sup> September 1976

Location: Liverpool, Merseyside

## Contact

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## For Information

For an Interactive online version of my CV, please visit:

[www.garywillock.co.uk](http://www.garywillock.co.uk)

## Abstract Summary

**Abstract** An accomplished and experienced technology leader, with a very wide (and very deep) range of technology experience. Enterprise Architecture, Solution Architecture, Stakeholder / People Management, programme delivery skills, and equally at home delivering robust and justified enterprise strategy as I am defining and delivering complex technical programmes and initiatives.



Technical specialisations in **Microsoft Azure** and **M365 Services**, **Cyber Security**, **Artificial Intelligence (AI)**, **Enterprise Architecture**, IT Strategy, and Solution Architecture. Certified Information Systems Security Professional (**CISSP**), Certified Azure Architect, Certified TOGAFv8, Certified ISO27001 Auditor, and First Class Business Information Systems degree.

Worked own way up from hands-on systems engineer, to solution architect, enterprise architect, team leadership and ultimately to senior leadership level roles. Created and established a Cloud and Security Consultancy (Magma Cloud Limited) and secured work across a number of market verticals, including Local Government, NHS, Automotive, Higher Education, Service Providers, Retail and Financial services.

*"Ultimately, I feel that my progression has always been underpinned and enabled through a love of all things 'Technology' and particularly with how IT interacts with and enables business. I don't just get things done, but get them done properly."*

### Certifications and Core Skills

- 20 yrs+ experience of IT – extremely wide and deep technical experience.
- 8 yrs+ direct experience **Azure Services** (*Certified Architect*).
- 8 yrs+ direct experience **Microsoft Modern Workplace** (SharePoint, Teams, etc.)
- 8 yrs+ **Microsoft Security technologies** Defender, Sentinel, API, Front Door, etc.
- **Security Architecture** and Strategic Development (*CISSP, ISO27001 Auditor*).
- **Artificial intelligence (AI)** and **Machine Learning (ML)** design.
- **Cloud Data Management** – ETL, data lake, analytics, presentation, structure.
- **People leadership** and all levels of **stakeholder management**.
- **Enterprise Architecture** (*TOGAFv8 certified*),
- Solution, Project and **Technical Architecture** Services.
- BSc Honours (1<sup>st</sup> Class) – Business Information Systems
- Previously SC Security Cleared (*expired*)

### Primary Achievements in the recent years

*Defined, designed and delivered.....*

- Security technology review with strategic roadmap recommendations.
- £5m+ of signed-off business case investment proposals (cyber/cloud).
- 16,000 word comprehensive and Cloud Transformation strategy and business case.
- Azure High Performance Compute (HPC) AI/ML platform for university research.
- Strategic data centre migration project to Microsoft Azure Cloud and VMware.
- Cloud Data Analytics & BI platform for data-centric automotive research company.
- Drains-up Enterprise Architecture function review for large data research company.
- Multi-million Cyber Security Transformation Program for Russell group university.

- An Azure Cloud Centre of excellence service delivered for multiple clients.
- A secured, standardised and optimised Azure based integration service platform.
- A comprehensive IT Security Strategy (with roadmap) for a City Council.
- A substantial cloud transformation project (worth over £2m+) for Insight Services, with over 750 servers moved to Cloud, and with CI/CD and transformational technical services introduced.
- Developed and delivered profitable packaged Service offerings for Insight EMEA Hybrid Cloud, Modern Workplace and IT Security Services, with comprehensive related training and Go-To-Market strategies.
- Proposed and delivered multi-year Security Roadmaps for a number of Public Sector Clients in the UK via SOCITM associate agreement.
- Delivered a comprehensive 5 year IT Security Strategy (with related delivery roadmap) for The Co-Operative Group, as they separated from Co-Operative Bank.

## Detailed History

**Magma Cloud Limited**  
**Enterprise Cloud and Security Architect (Director)**

**Director**  
**June 2015 – Date**

### **General / Adhoc Deliverables of note (various clients – recent work)**

- ✓ AI Adoption Roadmap and Strategy for Component Engineering business.
- ✓ AI Adoption Roadmap and Strategy for MSP Technology business.
- ✓ Moved 100TB file share to Microsoft Online (SharePoint, Teams, Azure) services from NetApp Filers.
- ✓ Data Management Strategy Review – technology, topology, strategy, process.
- ✓ Purview data classification project and insider risks for accountancy business.
- ✓ Significant security tender design for end-to-end managed service (public sector client)
- ✓ Significant BCDR “Tyre kick” for a large and complex university.

### **‘Enterprise Architect’ Deliverables with Liverpool City Region Combined Authority (Sep 2024 – Date)**

- ✓ Working directly to fractional CTO to develop technical strategies to underpin business goals.
- ✓ Supported re-org activities - currently being led by the CTO - and helped land changes with teams.
- ✓ Proposed, business-cased and established the Cloud Centre of Excellence (“CCoE”) Function.
- ✓ Introduced, piloted and showcased Agile working practices via the new CCoE service.
- ✓ Reviewed end-to-end design governance processes and recommended best practice changes.
- ✓ Established and solidified the Azure CAF Architecture against wider business goals and needs.
- ✓ Reviewed Data Centre hosting strategies and strategic direction.
- ✓ Reviewed technical cyber security services and directly owned RFI/ITT for a joined-up refresh.
- ✓ Led a drive for AI to be not only supported and enabled by IT, but to be a core part of IT thinking.
- ✓ Developed comprehensive Cloud Transformation business case – data, apps, integration, adoption.
- ✓ Two large tenders defined, released and evaluated for Cyber Security Services.
- ✓ Comprehensive Sentinel Roadmap and adoption plan.

### **‘Enterprise Architect’ Deliverables with Manchester Metropolitan University (Sep 2022 – Sep 2024)**

- ✓ Lead Architect on delivery of a comprehensive **Cloud Research Platform for AI/ML** research
- ✓ Drains-up review of **Cyber Security Technology services**.
- ✓ Drains-up review of **unstructured data management platform** and strategic architecture development
- ✓ Part of the project leadership function defining £5m+ of investment priorities across IT and Digital Services.
- ✓ Authored several board approved business cases for the above investments.
- ✓ Worked directly alongside the Programme Office lead to ‘bring these projects to life’ and provide governance.
- ✓ Lead and mentored the technical teams across multiple programmes and projects (community lead)
- ✓ Reviewed, selected and designed an alternative ‘second data centre’ (co-locate) solution.
- ✓ Resuscitated a stalled Azure Migration project delivering full (80%) cloud migration in 6 months.
- ✓ Designed and delivered a full CAF Aligned Azure Landing Zone architecture.
- ✓ Designed and delivered Azure VMware Solution (AVS) service with HCX Stretched networks.
- ✓ Designed and delivered new vSAN 8 / ESA Private Cloud Infrastructure (8 node stretch cluster)
- ✓ Designed migration waves and end-to-end designs for supporting services such as AD/DNS.
- ✓ Developed migration runbooks to ensure ‘repeatable’ process.

- ✓ Developed comprehensive strategic roadmap for phase 2 transformation (PAAS, Azure Native, etc.)

#### **'Enterprise Architect' Contract with JATO Dynamics (Mar 2022 – September 2022)**

- ✓ End-to-End and comprehensive review of Client Enterprise Architecture (EA) function.
- ✓ Roadmap and proposal for new strategic EA function, and assistance recruiting and establishing.
- ✓ Design and Delivery of Strategic Data Lake and Data Warehouse service.
- ✓ Design and Delivery of multi-tiered CI/CD BI and Data Analytics Platform Service.
- ✓ Design and Delivery of Azure Synapse Analytics Service
- ✓ Design and Delivery of Power BI Integrations.
- ✓ Dynamics 365 Integration with Data Lake and BI Platform.
- ✓ Migration of Financial reporting from legacy platform to new BI Services.

#### **'Enterprise Architect' Contract with University of Leeds (Oct 2020 – Mar 2022)**

##### **Contract part 2 – Cyber Security Enterprise Architect**

- ✓ Taking a multi-million, multi-faceted security business case from concept to formal delivery.
- ✓ Developing and co-ordinating the delivery and resourcing plan across multiple internal and external teams.
- ✓ Designing and delivering next generation EndPoint Detection and Response (EDR), Asset management (AM), Secure Web Gateway (SWG), Privileged Account Management (PAM) and Identity and Access Management (IDAM) services.
- ✓ Ownership of substantial Security Operations Centre (SOC) service / MSS Tender (including on-boarding).
- ✓ Chaired University wide Design Authority board.
- ✓ Identifying, establishing, maintaining and evangelising Enterprise Architecture.
- ✓ Securing Azure and M365 Services specifically, and general cloud security architecture.

##### **Contract part 1 – Enterprise Architect**

- ✓ Chaired, owned, ran and improved the Universities Design Authority ("DA") board.
- ✓ Resetting a stalled Cloud migration program through process, people and architecture change.
- ✓ Proposing, developing, recruiting and establishing Cloud Centre of Excellence (CCoE) service.
- ✓ Securing, standardising and optimising the substantial Azure service (over £2m pa spend)
- ✓ Ensuring sensitive research services are able to leverage modern hybrid cloud services.
- ✓ Establishing Platform for Secure Application Development and data integration services.
- ✓ Developing a strategy for data storage, lifecycle and compliance management (7 PB+).
- ✓ Standardising services against Microsoft Enterprise Scale Framework and CCOE models.
- ✓ Working closely with vendors and service providers to identify requirements and deliver added value.

#### **'Cloud Architect / Cloud Technical Lead' Contract with Manchester Metropolitan (Jan 2020 – Oct 2020)**

- ✓ Securing, standardising and optimising the substantial Azure service (£20m+ investment)
- ✓ Supporting large agile development project focused on Data Management and Integration specifically.
- ✓ Establishing Platform for Secure Application Development and integration services.
- ✓ Supporting introduction of advanced cognitive services and interactive AI based web chat.
- ✓ Training and Mentoring internal teams to transition from traditional IT management to modern cloud service.
- ✓ Developing Windows Virtual Desktop proof of concept to support Agile working under COVID.
- ✓ Collaborating closely with Development teams locally.

#### **'Enterprise Security Architect' Contract with SOCITM / Birmingham City Council (Mar 2019 – Jan 2020)**

- ✓ SOCITM were assisting BCC in exiting a 10 year strategic outsource. They required ownership in reviewing the current cyber security services, and establishing a 5-10 year cyber security development roadmap across technology, people and processes. This would enable BCC to secure their core services internally, and plan appropriately for the Commonwealth games event. This was successfully delivered, and signed off by the BCC CIO, within a 9 month period.

#### **Enterprise Architect, Cloud and Cyber Security Contracts with Insight Services (Oct 2015 – Oct 2019)**

- ✓ Reporting into EMEA Leadership team directly defined, designed and engineered a roadmap of packages services offerings (Cloud / Cyber Security) as Insight (a \$6bn+ pa Global Services company) transformed from a reseller business into to a services business.

- ✓ Direct strategic technical consultancy to all levels of client from EMEA President to in-country delivery teams.
- ✓ Working with regional sales leaders and end clients directly to document needs, demand and opportunity.
- ✓ Enabling sales and technical teams through structured training and consultative mentoring.
- ✓ Developing repeatable, scalable and profitable packaged services to deliver against needs and demands.
- ✓ Developing services to offer genuine differentiation within the marketplace.
- ✓ Working with leading vendors such as Microsoft, Cisco, VMware, Symantec, etc. to develop service offers.
- ✓ Working with professional services delivery partners to ensure service scalability and portfolio coherence.
- ✓ Working with technical and business leads across EMEA and global to standardise / align service portfolio.
- ✓ Working with sales, marketing and training to ensure new services can be sold and delivered.
- ✓ Supporting pilot delivery of new services, in order to refine, improve and showcase service offering.
- ✓ Defining commercial targets for services and establishing aligned business plans to deliver against them.
- ✓ Leading hybrid cloud community collaboration and shared learning services (Teams / Yammer/ SharePoint)

#### **Security Enterprise Architect Contract Co-operative Group (Jun 2015 – Oct 2015) – Security Enterprise Architect**

- ✓ The Co-operative bank was separating from the rest of the group (Funeral Care, Retail, Insurance, etc.) and taking a large element of the technical security services with them. I was engaged to help develop a technical investment roadmap for ICT security services, working across all internal groups/teams to ensure a joined-up vision for how security services would be developed and sustained. The roadmap was fully documented, agreed and signed off by senior management teams within a 3 month period.

#### **Miscellaneous Other Engagements during the Self-Employed Period here.**

- ✓ Leading role in moving a data-centric Automotive clients (JATO Dynamics) Cloud Transformation project, moving approximately 750 Servers to Azure, as well as transforming primary services to modern, secure and cloud native based solution and utilising modern concepts such as DevOps, Containers, API(s), Server less Functions, CI/CD, and CosmosDB. (Part of Insight Work)
- ✓ Delivering a number of Hybrid Cloud and Security Assessment services across (mostly across Local government and Housing associating clients) via associate relationships with Tetras Solutions Limited and Costratify Limited.
- ✓ Delivering Security Assessments and Roadmaps for multiple UK Local Government Councils via SOCITM Associates agreements.
- ✓ 5 years plus end-to-end Managed services for local Component Engineering Company, managing all elements of their ICT Service and taking them to both AWS and Azure during this time, as well as moving them to Office 365 services.

#### **British Telecom (BT Lancashire Services Limited) Head of Information Security**

**Full Time  
November 2013 – June 2015**

BT Lancashire Services is a Joint Venture Partnership between BT Global Services and Lancashire County Council. Leading and managing a team of Security Specialists, the primary objectives of the role was to drive transformation, strategy and service improvements within BTLS Partnership, and for the Partnerships stakeholders, customers and partners. Key achievements and ownership include:

- ✓ Ownership of the formal role of **Head of Information Security** for the BT / Lancashire County Council Strategic Partnership, whilst maintaining my formal and substantive BT Global Services role as an **Enterprise Architect**.
- ✓ Architectural Ownership of the successful SIA Data Centre Migration Project.
- ✓ Defining and delivering comprehensive ISMS services, with supporting technical and business architectures, and achieving ISO27001 readiness and formal PSN accreditation.
- ✓ Definition and delivery of the security architecture roadmap to deliver services that supports business transformation and provides for cost savings and business growth
- ✓ Preparing requirement analysis, Security Architecture Design, and conducting gap/risk assessments.
- ✓ Preparing and executing solutions for internal and external customers as required.

- ✓ Definition and delivery of the reference architecture, establishment and governance of technical and business standards, and adoption of robust commercial solutions.
- ✓ Ensuring all solutions take into consideration strategic mandates via knowledge sharing, peer group reviews and governance controls that ensure compliance.
- ✓ Provision of security consultancy and security management for the design and delivery of IT initiatives for customers and senior internal stakeholders.
- ✓ Formal ICT Management of suppliers (all projects – not just Security) providing the direct interface between customer and BT Commercial teams.

**British Telecom Global Services (One Connect Limited)**  
**Enterprise Architect / Solution Architect Lead**

**Full Time**  
**April 2011 – November 2013**

- ✓ Direct Line Management and governance responsibilities for a team of Solution Architects, Service Designers, and Technical Design Authorities (TDA's) within the Infrastructure disciplines
- ✓ Responsible for identifying and achieving savings across the partnership – with over £1m of directly cashable savings identified and achieved in this role.
- ✓ Responsible for defining and developing the ICT shared services agenda in partnership with Liverpool Direct Limited and One Connect Limited. Identifying business led opportunities for innovation and efficiency across multiple distinct organisations.
- ✓ Responsible for identifying savings in One Connect Limited - contributing towards £10m per annum direct savings, and £40m per annum 'consequential' - across Infrastructure ICT Services.
- ✓ Ownership and involvement in Technical, Systems, Information and Business Strategy formulation and evolution – establishing and defining an Architecture Framework, introducing governance principles and reference models, and aligning ICT strategy with wider business strategy.
- ✓ Understanding, aligning and monitoring ICT programs, projects, initiatives and transformations with ICT Infrastructure and Business strategy – ensuring that 'in flight' initiatives continue to be delivered against requirements and within strategic framework.
- ✓ Working directly with external Clients and Partners (Police, Fire and other beneficiary organisations) to provide proposals and solution governance on large and complex proposals and deliverables, and to help develop the business of One Connect
- ✓ Producing Technical Roadmaps for core ICT infrastructure and key Line of Business applications – identifying innovations and looking for cost transformation in current processes and systems
- ✓ Working directly with customers and users to ensure that systems offered and delivered meet or exceed the expected Quality.
- ✓ Assisting and participating in BT initiatives and ensuring governance and best value via initiatives such as ACF and Preferred Suppliers
- ✓ Defining and evolving charging mechanisms and cost transformation for core shared infrastructure to facilitate rolling refresh and growth opportunity.
- ✓ Presenting, communicating and evangelising Strategy, knowledge and Ideas to all areas of the business.

**Liverpool Direct Limited, Liverpool, England**  
**Senior Solution Architect**

**Full Time**  
**September 2009 – April 2011**

- ✓ Directly responsible for managing £3m per annum ICT investment budget - prioritising suggestions from all business areas and ensuring costs and business cases are accurate and realistic and align to Business and ICT Strategy.
- ✓ Direct ownership and involvement in Technical, Systems, Information and Business Strategy formulation and evolution – establishing and defining an Architecture Framework, introducing governance principles and reference models, and aligning ICT strategy with wider business strategy.
- ✓ Understanding, aligning and monitoring ICT programs, projects, initiatives and transformations with ICT and Business strategy – ensuring that 'in flight' initiatives continue to be delivered against requirements and within strategic framework.
- ✓ Direct Technical ownership of £14m Building schools for the Future (BSF) delivery initiative – Managing a virtual team of up to 15 technical and non-technical staff to ensure project delivered on time, in budget and against customer needs.



- ✓ Providing escalated ownership of problems and recurring issues – establishing patterns, and providing short and long term resolutions and directions to technical teams
- ✓ Producing Technical Roadmaps for core ICT infrastructure and key Line of Business applications – identifying innovations and looking for cost transformation in current processes and systems
- ✓ Working directly with Key suppliers - such as Vistorm, Microsoft, O2, Computacenter and EMC to build and strengthen the strategic relationships and enhance value.
- ✓ Working directly with key customers to identify their own short term and long term objectives and vision and ensure services offered and delivered align with these goals.
- ✓ Working directly with customers and users to ensure that systems offered and delivered meet or exceed the expected Quality.
- ✓ Assisting and participating in BT initiatives and ensuring governance and best value via initiatives such as ACF and Preferred Suppliers
- ✓ Defining and evolving charging mechanisms and cost transformation for core shared infrastructure to facilitate rolling refresh and growth opportunity.
- ✓ Presenting, communicating and evangelising Strategy, knowledge and Ideas to all areas of the business.

**Liverpool Direct Limited, England**  
**Solution Architect**

**Full Time**  
**January 2007 – September 2009**

- ✓ Providing a Lead role in numerous large programs and projects – For example: Arena and Convention Centre, Liverpool; I2E and Web Hosting Refresh Project (£2m+) Building Schools of the Future (£14m+) Design/Bid, Flexible Network and Internet for Education (£1.5m+), Multitenant Email (£1m+), Stockport Schools Education and Learning Network Internet and Hosting Service (£3m+).
- ✓ Designed, delivered and monitored over 500 successful customer solutions
- ✓ Participated directly in all stages of several large (multi million pound) and successful bid processes
- ✓ Ensuring that Design Governance is aligned with both Business and ICT Strategy, and where necessary influencing Strategic change.
- ✓ Being a technical authority, role model and decision maker in several areas of ICT (Infrastructure, Networks, Firewalls, Security and applications) and providing clear direction for the day to day technical teams
- ✓ Providing escalated ownership of problems and issues – establishing patterns, and providing short and long term resolutions and directions to technical teams
- ✓ Working directly with Key suppliers - such as Vistorm, Microsoft, O2, Computacenter and EMC to build and strengthen the strategic relationships and enhance value.
- ✓ Working directly with key customers to identify their own short term and long-term objectives, vision, and ensure services offered and delivered align with these goals.
- ✓ Creating, and proactively initiating, internal and customer initiatives aimed at improving services or processes.
- ✓ Understanding the technical marketplace and identifying initiatives and innovations with the potential to bring savings or cost transformation
- ✓ Defining charging mechanisms and cost transformation for core shared infrastructure to facilitate rolling refresh and growth opportunity.
- ✓ Presenting, communicating and evangelising Strategy, knowledge and Ideas to all areas of the business.

**Liverpool Direct Limited, England**  
**Senior Systems Engineer**

**Contractor Role**  
**October 2005 – January 2007**

- ✓ Managing Active Directory, Exchange, SQL, Server and Desktop Infrastructure for over 7500 corporate users
- ✓ Managing and providing WAN, LAN and Internet Services to over 75,000 users
- ✓ Key involvement in implementation of multi-million-pound Internet, Hosting and security initiative.
- ✓ Directly responsible for Managing, monitoring, securing and optimising Liverpool City Council Web Hosting Services (led to SiteMorse award for performance)
- ✓ Directly responsible for Liverpool City Council integration with Government Connect Single Sign On initiative. (Government Gateway)
- ✓ Directly responsible for Firewall, Proxy and Application Presentation devices and configuration.

- ✓ Directly involved in implementing Web Hosting, Internet Security, Mail Filtering and Firewall infrastructure for 50,000 Stockport education users.
- ✓ Directly involved in introduction of Virtualisation implementation (250+ servers virtualised on VMWare)
- ✓ Directly responsible for introduction/implementation of enhanced SQL clusters for database management

**Self Employed Contractor**  
**ICT Systems**

**Contractor**  
**December 2004 to October 2005**

- ✓ Successfully designed and delivered significant ICT refresh project to clients such as Rapid Precision Engineering Limited, BluelineUK.com, Arena Housing and Kings Dock Group
- ✓ Successfully designed and delivered Internet and Intranet (web sites, FTP, Extranet and DTS) projects for Sunshine Homes, BluelineUK, Brooklands Farm, Katheryns Online and Kings Dock Group

**Network Partners Ltd (now Calyx Group)**  
**Systems Engineer**

**Full Time**  
**March 2003 to March 2005**

- ✓ Managing, monitoring and administrating Active Directory and Exchange
- ✓ Managing, monitoring and administrating SQL and Siebel Databases (BT Contract Central)
- ✓ Managing, monitoring and administrating Siemens Voice System (including VoIP link)
- ✓ Managing, monitoring and administrating Calculus Carrier Services Billing System
- ✓ Managing, monitoring and administrating Desktop, Server, Laptop and Blackberry estates
- ✓ Developing and maintaining MIS Reports
- ✓ Developing and maintaining Intranet and Internet Web Sites
- ✓ Developing and maintaining Access based CRM system
- ✓ Developing and maintaining E-Marketing email campaigns
- ✓ Providing 1st and 2nd Line support services to Managed Carrier Services clients

**Self Employed Driver**  
**Private Hire Taxi Driver**

**Self Employed**  
**March 1997 – March 2003**

- ✓ Working as a private hire taxi driver, primarily to support full time studies

**Pizza Hut, Aintree, Liverpool**  
**Staff Trainer and Kitchen Supervisor**

**Full Time**  
**September 1995 to March 1997**

- ✓ Training Staff to NVQ level 2
- ✓ Establishing and Maintaining Health and Safety procedures
- ✓ General Kitchen duties

**Brooklands Farm**  
**Driver and Office Admin Duties**

**Self Em|**  
**June 1993 to September 199**

- ✓ Book Keeping, Letter writing, Filing, customer contact and delivery work

## Formal Education

<b>2000 to 2003</b>	<b>First Class BSc Honours Degree - “Business Information Systems”</b> Edgehill University/Lancashire University, Lancashire, England.
<b>1999 to 2000</b>	<b>Access to Higher Education (Adult Student of the Year)</b> Hugh Baird College, Bootle, Liverpool

**1988 to 1993**

**10 GCSE's (including English, Maths and Science)**

Maghull High School, Maghull, Liverpool, England

### Activities and Interests

**Family** I have 3 young children of school age, and there is nothing more important to me in the world than having fun with them.

**Sport** I enjoy any sport, with Football being my favourite. I am an ardent follower Everton Football Club.

**Reading** I am an avid reader of both vocational and none vocational titles, recent vocational books and interests have included 'The Phoenix Project (DevOps)', Kanban, Agile Methodology, Visible Ops, and the 7 Habits of highly successful people.

**Walking and Weights** Outdoor walking with is my ultimate method of unwinding, but I also enjoy basic weight lifting in the gym (until covid of course).