



PSP Associate Partners

Our Partners and Associates work directly with clients supporting the implementation of all PSP services including DealGym™, Independent Win-Loss Review, Account Growth Program and Executive Customer Satisfaction.

Eric Wright

<https://uk.linkedin.com/in/ericwright62>

Eric is a seasoned, results driven Senior Commercial Manager with a depth of experience leading services contracts to “blue chip” clients in Europe and Asia for a worldwide IT outsourcer. He has worked in the UK and Australasia with both Public and Private sector clients covering a variety of industries, including Financial, Insurance and Telecoms. Eric has strong strategic, analytical and communication skills primarily focused on operational, process and contract management. He has a track record in setting up efficient processes and overseeing successful delivery in complex environments.

Chris Bartlett

<https://uk.linkedin.com/in/chrisbartlettuk>

Chris has more than 30 years’ experience in the IT, sales, leadership and secure government industries, gained with the Civil Service, Experian and EDS where he worked with a variety of client groups including both public and private sector, but specialises in working with the heart of government.

He has directly led organisations from 2 to 200 people, and matrix led much larger ones, directed bids for multi-£m opportunities, developed sales strategy for long term business development activity, led service transformation programmes, coached senior leaders and developed a deep understanding of public sector clients and their political imperatives.

Martin Dennett

<https://uk.linkedin.com/pub/martin-dennett/18/197/b28>

Martin is an experienced Bid Director regularly advising on, writing or managing bids in the £100's of Millions for companies in the UK and Internationally. A former Civil Service Programme Manager in complex procurements, Martin was the first person to lead a Category B competitive dialogue process in Wales. In the last 4 years Martin has set up a specialist consultancy that provides Bid Writing and Management expertise as well as having developed & delivered a number of training courses which are ILM certified. Courses include Bid Writing, Contract Management and Competitive Dialogue & Negotiation in Procurement.

Andrew Ferguson

<https://uk.linkedin.com/in/andyferguson>

With over 25 years of experience in the Retail industry Andrew has led operational teams and major transformational changes across a number of companies. By creating a clear vision and an approach focusing on people, processes and systems, he has developed and delivered numerous Multi-channel, buying, merchandising and operational support programmes. An experienced change manager, qualified project manager but bringing the pragmatism of a business background, Andrew describes himself as working in the gap between the commercial and IT teams and brings insight from the "buyer side" of the bid process.



Martin Pickering

<https://uk.linkedin.com/pub/martin-pickering/14/7b9/504>

An experienced IT Service professional with a 30 year career in IT sales, solution definition, account management and contract negotiation. Worked on new business organisational and process transformation project for major service providers. Provided coaching and mentoring to very large outsourcing transactions bid teams. A practical hands-on leader of large scale service transactions. Experienced in multiple geographies; service disciplines, across most industry verticals

Gwyn Thomas

<https://uk.linkedin.com/in/insightintelligence>

Gwyn is a marketing specialist having driven business growth across the Private, Public and 3rd sectors. He earned his stripes from a distinguished 24 year career at Tesco where he was involved in new store launches, store turnarounds, Tesco.Com and Tesco Personal Finance. Gwyn received an invitation from Sir Terry Leahy to launch and run Britain's No 1 Retailer's first regional marketing office, managing brand execution and communication across all media platforms, promotional activity and events. He went on to launch the Commercial & Marketing Directors role at the Welsh Rugby Union & Millennium Stadium where he secured commercial partnerships with global brands including SEAT, BT, Reebok, Coca-Cola, Nestle, SA Brain, BBC, Lloyds TSB, Compass Group.