

EDUCATION

1988 MA in Geography, Cambridge University

2014 Business Growth and Innovation Programme, Ashridge Management College

2019 Business Growth Programme, Cranfield School of Management

KEY SKILLS

Commercial and corporate development & negotiation, strategy development, stakeholder engagement and advocacy, innovation, financial modelling, partnership development, bidding and bid evaluation.

EMPLOYMENT

January 2015-current CEO, FCP Ltd

2015-current Senior Advisor, Synaps Partners

2019-current Reserve Officer, 77 Brigade, British Army

2014-2016 Non-Executive Director, Wilson James Limited, UK

2013-15 Bid Director, Abellio Group, UK

2010-2013 Managing Director, G4S Global Events

2002-2010 Management Consultant and Interim Executive, Horseman Sewell Associates

1998-2002 Business Development Director, MGT plc, UK

1996-1998 Head of Sales and Marketing, Excell Global Services LLC, UK (Glasgow) and USA (Phoenix)

1993-1996 Business Continuity Advisor, Safetynet plc, UK

1991-1993 Climate Modelling Research Student, Natural Environment Research Council, UK, USA and Niger

1988-1991 Fast Stream Diplomatic Service Officer, FCO, UK

LANGUAGES

English, intermediate German, basic Arabic and French.



Ian Horseman Sewell leads the FCP business and its development. He is an internationally experienced and innovative business leader with strengths in initiating, developing and managing B2B and B2G relationships. Having worked initially in the public sector (FCO), Ian's career to date includes senior and high-level roles in several sectors, most recently transport and transit.

Ian is recognised for his ability to innovate and to negotiate complex commercial situations under intense scrutiny and pressure – by clients and stakeholders in both the public and private sector, including national and local governments and some of the world's largest companies.

Ian's most recent work has included personally leading:

- Bid delivery for Hitachi Rail's joint bid with Bombardier for the £2.75bn HS2 rolling stock fleet;
- Metroline Rail's successful PQQ Passport application;
- FCP's advisory services to Finland's Ministry of Transport & Communications in support of their work to develop and implement plans for liberalisation of the Finnish passenger rail market;
- Hitachi Rail's bid to TfL for the NTfL "deep tube" contract and their pre-qualification submission to HS2;
- Abellio's preparation of proposal documents for DfT during its Direct Award for the Greater Anglia franchise;
- Abellio's successful pre-qualification for the Northern franchise competition;
- Metroline Rail's bid for the London Overground concession, successfully pre-qualifying a complete new entrant at their first attempt;
- Mentoring Stagecoach Rail's SouthEastern Bid Director and building Stagecoach's alliance plans with Network Rail;
- Overseeing FCP's Third Party Funding report for the DfT;
- Leading due diligence for a PE-backed MBO of a Tier 1 Network Rail supplier; and
- Rail strategy development for a new entrant from the Oil & Gas sector into the UK rail market.

SELECTED EXPERIENCE

Hitachi Rail Europe – HS2, 2016-2020 Devised and led FCP support to Hitachi in all aspects of the development of its pre-qualifications and bids to HS2 for the provision of high speed rolling stock and command & control services.

Stagecoach Group – 2017-2019 Led FCP's support to three franchise bids – South West Trains, SouthEastern and East Midlands, delivering leadership of bid plans covering rolling stock and infrastructure management, as well as development and negotiation of alliancing plans with Network Rail. Also delivered innovations in customer experience and carbon reduction for inclusion in each bid.

Finnish Ministry of Transportation & Communications, 2018 to date Led FCP's team selected to technical and commercial advice to the Ministry's work on liberalisation and procurement planning and management at the Ministry.

London Overground – Metroline Rail, 2015 Assembled and led the Metroline Rail bid team for London Overground. From a standing start, the team successfully pre-qualified Metroline Rail, despite their being a complete new entrant in UK rail. At bid stage, though not successful, Metroline Rail submitted a fully compliant bid which passed all financial robustness tests at TfL.

Hitachi Rail Europe – East Anglia, 2015 Devised and led the development of a stakeholder engagement programme for Hitachi Rail Europe in support of their plans to secure new business with the new East Anglia franchisee.

Northern Rail - Abellio, 2013-2014 Tasked by Abellio to pre-qualify – without Serco – for the Northern Rail competition and to develop supporting partnerships which would deliver

material differentiation for Abellio. Successfully achieved both new partnerships and pre-qualification.

Abellio Greater Anglia, 2013 Led Abellio's day-to-day commercial assurance for AGA's development of proposals and terms for its direct award to 2016 of the Greater Anglia franchise. Established detailed and close collaboration with DfT subject matter experts (stations, retail etc.) and commercial negotiators.

SELECTED FURTHER EXPERIENCE IN PUBLIC-PRIVATE PARTNERSHIPS

London 2012 - LOCOG and G4S, 2010-2013 Appointed by G4S's Regional CEO to lead all commercial dealings with both LOCOG, the Home Office and Other Government Departments in the procurement and development of a £250m security services contract for the Olympic Games. Though not responsible for contract delivery, Ian's work in developing this contract gave him valuable experience of both effective and ineffective contracting models in high profile public-private partnerships.

DBD Nuclear, 2008-2009 At DBD Nuclear, a specialist nuclear engineering firm, Ian led DBD's development of service propositions for the delivery of outsourced engineering services at key nuclear sites such as Sellafield. With the DBD MD, Ian also developed the company's relationship with the Atomic Weapons Establishment. Throughout this work, Ian had to maintain a detailed understanding of and relationships with the Department for Energy and Climate Change, the funder of decommissioning projects that DBD supported.

UK Visas, 2007-2008 Ian was on the G4S top table team in their bid to, and competitive dialogue with, the UK Government during its £1bn+ procurement of global biometric visa application processing. During the dialogue, Ian led all operational and financial modelling for the customer contact component of G4S's solution.