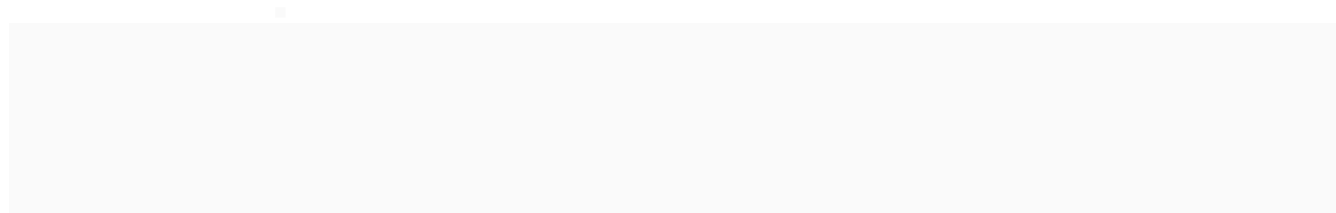


# MDA Executive Resourcing



Business Services  
for  
Global Outsourcing



## OUR SERVICES

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### **Overview**

#### **Business Solutions Service**

*Business Transformation*

*Mergers and Acquisition*

*Outsourcing and Offshoring*

*Systems Integration*

*Contract Negotiation*

*Bid and Programme Management*

*Vendor Selection and  
Management*

*Dispute Resolution*

*Transition and Supply Chain  
Management*

#### **Resource Management and Recruitment Service**

*Human Talent Analysis*

*Resource Planning*

*Talent Management*

*Executive Search*

*Team Hires*

*Interim Management*

*Project Management and  
Resourcing*

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**MDA is an established privately owned company that provides expert business solutions; human capital resource management planning; and the sourcing of top talent for the global outsourcing industry.**

Its professional approach and rigorous scrutiny of clients business needs ensures that MDA are trusted partners through times of growth, transformation and change.

MDA's business support team comprises highly experienced professionals with a proven track record in their areas of expertise. Each team member is carefully vetted and selected on their ability to strategically deliver pragmatic, results driven, business savvy solutions.

MDA provides and manages a cross-section of subject matter experts and ensures that their industry and business experience is complimentary to individual clients' needs.

**Vital to the success of any business is to have the right people in the right place at the right time, and this is never more important than during a major outsourcing, offshoring or strategic change programme.**

MDA has the experience and capability to understand the resourcing requirements for the lifecycle of an outsourcing programme. MDA assess the existing talent pool and identify any skill gaps.

By defining and working with relevant stakeholders across the business MDA gains an exceptional knowledge of the clients' business, their resource requirements and culture. This ensures MDA are well placed to handle executive recruitment and on-board new hires.

By applying the appropriate recruitment solution MDA are equally successful in conducting searches at Board and Senior Executive level, as well as providing Interim Managers, Programme Directors or Team Hires.



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## OUR EXECUTIVE TEAM

**Yvonne** is the owner and Managing Director of MDA. She is considered a subject matter expert within Outsourcing, and has advised major global suppliers, end-users, outsourcing consultancies, and legal firms. She has led and managed strategic growth programmes and built teams to deliver across the outsourcing sector including technology and business process outsourcing, as well as all related business and commercial functions.

Additionally, she is a board director for the National Outsourcing Association responsible for the training initiative. Yvonne is a regular Key Note Speaker: UK, China, Central Europe outsourcing conferences and she also chairs the HR/Talent Management special interest group.

She has recently contributed a chapter on resource management and recruitment for a book entitled “The Human Side of Outsourcing” – Psychological Theory and Management Practice.

**Ray** is the Commercial Director of MDA. He is a qualified Commercial Lawyer who has extensive experience as a Global Outsourcing transaction specialist. He has led and managed complex negotiations for major blue chip organisations and start up companies; including contract (re)negotiations, programme turnarounds and restructuring.

Having also successfully led many high-profile major disputes he has earned his reputation as an outsourcing guru within ITO, and BPO. His vast experience also covers Mergers and Acquisitions, including JV's across industry sectors including, Construction, Engineering and Manufacturing, Aerospace, Telecoms, Pharmaceuticals and Professional Services.

Utilising both his practical and strategic experience, Ray now leads the business support practice for MDA and is very much in demand as a global trouble-shooter.

Typical Major engagements with IBM, Invensys, Nokia, Finnair, Boots, Pfizer, Cisco, BT, Accenture, AT&T, Perot, UBS, EADS, EDS, UK/US Government and agencies, Nortel etc. Ray's global coverage includes Europe, US, India, China and Australasia.

## OUR VALUES

***Creating sustainable and profitable business by:***

***Being a critical friend***

***Stakeholder management***

***Providing life cycle management experience***

***Working with integrity and independence***

***Strategic leadership and team building***

***Being socially responsible and culturally aware***

***Understanding and Reflecting clients ethos and values***

***Maintaining competitive edge***

***Rapid response***

***Being practical and pragmatic***

Globalisation through outsourcing, has without doubt brought many benefits to business, but with these benefits come ever more complex challenges in meeting and exceeding market expectations.

Having been at the forefront of change for in excess of 20 years MDA strives at all times to be a trend spotter. By staying ahead of the curve MDA has become a critical resource and trusted friend to clients.

MDAs network extends throughout the globe and its executive team has made valued contributions to global outsourcing conferences and events in London, Beijing, New York, and many European capitals including Frankfurt and Zurich.

MDA capabilities are specifically tailored to meet clients' needs. It ensures that the client's own brand and values are appropriately reflected to all external stakeholders.

MDA is fervent about creating sustainable business solutions and adding real value. Its business support teams are specifically chosen to bring immediate and direct impact based on world-class skills, honest appraisals and meeting realistic targets.

Clients value the contributions MDA have made to their business. They see MDA as trusted partners, capable of finding business solutions and sourcing the best people to help them to succeed.

MDA is a results driven organization that *will* add true value.