

NIGEL WALKER

Well I am still alive and well and still working in the USA in Plano, Texas!!

I joined UCSL in 1975 working initially in Wembley with Alec Gladwin and Rod Hellings in the Engineering team putting together Project Management systems and other delights like Pipe Stress analysis. When Alec set up the larger Engineering team I became the sales lead but also functioned as an Account Manager. After we won the contract with the European PetroChemical Association (EPCA) in 1981 I worked on putting together the trade statistics database with the likes of Jan Penn, Max Braunold (sadly recently deceased) and John Harper things started to change for me. When the Wembley office closed we moved to the Watford office and extended the database to all commodities. Shortly thereafter EDS acquired UCSL and the world as we all knew it changed forever. After the transition to EDS in 1984 I moved to the Harrow office in 1985 until I spun off the TRADSTAT database service that I was running at the time to another company but retained them as an EDS client. I then performed a variety of roles until it was decided I would move to the USA with EDS. The plan back then was to move to the USA for 12-18 months to learn about EDS and then bring back all that information to be utilized in the UK and Europe. But after nearly 25 years I am still living in Plano, TX.

In 1986 EDS moved me, my wife Ann and two kids to Plano where I progressed through a series of different roles either in Business Development, Sales Support, Account Management or Regional management, it was quite a positive experience actually. Eventually I left EDS in 1998 when I was VP of Business Development in the Energy SBU. From there I took a gamble and joined a small consulting company called TPI, which had only around 25 employees back then. Luckily I helped them grow fairly rapidly and TPI is now the largest sourcing advisory or third party intermediary firm in the world. A few of you might have had to respond to some of our request for proposals (RFP's) over the years!! We grew to around 400 people over the years and then we were acquired by ISG, a public company, in late 2007 just in time for the markets to collapse. I am still at TPI and am one of the Partners handling a few of the industry verticals. Our parent ISG recently acquired the UK benchmarking company Compass and an Austin, TX, company called STA Consulting so we are now around 750 employees.

My wife Ann and I have traveled extensively since being over here and our daughter married in Plano in 2002 and last year had our first grandson, so I guess we are definitely staying stateside. Over the years a few UCSL people stopped by Plano and EDS but that has tailed off in recent years and maybe Peter Woods was the last to visit in the late 1990's. If your travels happen to bring you to the Dallas area just let me know and I can show you around and take you out for a decent dinner, yes believe it or not we do have excellent restaurants in Big D.

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