The rise of the RFP: How to embrace and get the most out of your RFP processes

Thursday 31 October 2019

Speaker Biographies

Nancy Roberts, Director, Business Inclusivity and Founder & CEO, Umbrella (Chair)

Nancy worked in publishing for over 20 years in a variety of production and operations roles, following on from the completion of her postgraduate publishing diploma at West Herts College. Until 2017 she was Global Operations Director, Academic, at Cambridge University Press. Nancy founded Business Inclusivity in 2017 to support publishers in thinking about how we can use diversity and inclusion to solve business problems and deliver a sustainable industry. Business Inclusivity is a social enterprise meaning profits are reinvested in the business to enable broader access to support. In May 2018 she also launched Umbrella, a data analytics platform currently in development, which will allow businesses to quantify diversity and inclusion and take concrete actions. As well as working on diversity and inclusion strategies, she also provides personal coaching and leadership development, and is Head of Technology and Content at Maverick. She has a PhD in Postcolonial Feminist Literary Theory and is currently an EMBA student at Cranfield University.

Catherine Harding-Wiltshire, Director of Operations, BMJ

Catherine is currently the Director of Operations for BMJ. She has worked in STM publishing for over 25 years in an operational and production capacity. Catherine and her team promote an open and honest working relationship with vendors and believes that the relationship must be a partnership in order to achieve a positive outcome.

Operations are pivotal to the success of any business from protecting the current business processes, looking at innovation and future proofing. Everyone in her team has a voice and she endorses them using it to resolve issues, remodel methods and formulate advancements in process.

Simon Crump, formerly at Cambridge University Press

Simon Crump has been in publishing for the last 24 years. He has worked for a number of publishers, including over 3 years in the USA working for Elsevier. Since returning to the UK in 2006 with Elsevier, he subsequently worked for Cambridge University Press for the last 9 years until that ended in July 2019.

During this time, he has worked in project management across all aspects of book production. Over the years this has moved to focusing on the manufacturing of books and working with printers all over the world.

Simon’s emphasis has always been to use all printing technologies available to him to produce books to the best appropriate quality. In this modern world, this is an ever changing field that requires the constant updating of knowledge and understanding of printing.
Andrew Copley, Sales Development Director, Clays

Andrew is Sales Development Director with responsibility for identifying and developing new business in both the trade and non-trade markets. He started his career at Clays as a graduate sales trainee before moving to the wider St Ives group and commercial print services. He returned to books printing as Sales Manager for Antony Rowe Ltd in the pre-CPI days where he worked for 4 years.

Andrew was then asked to return to Clays to run the US sales operation, focussing on thin print products primarily in the bible and testament markets. He worked in the US for 3 years before returning to the UK. Andrew has held his current position for two years, during which time he has witnessed the increased role of procurement teams and a corresponding rise in the number of RFPs being issued.

Rod Cookson, Managing Director, IWA Publishing

Rod currently runs IWA Publishing, which spreads knowledge about our most valuable resource, water. He spent eight years at T&F as Editorial Director, transforming the Earth, Biological & Environmental Science journal division and bringing Medical journals back into the company. He has also worked for Blackwell Publishing and Reed Education. He is an entrepreneurial publisher who delivers profitable growth and organisational improvement.

Erin Osborne-Martin, Senior Society Partnership Development Manager, Wiley

Erin began working in academic publishing at a learned society in Edinburgh more than 15 years ago, where she went from editorial assistant to managing their self-published books and journals program. Erin moved to Wiley in 2016 and has worked with dozens of societies and non-profit organisations in her role as Senior Society Partnership Development Manager there.

Mark Carden, Consultant and former EVP Sales at Ingenta

Mark is a Managing Consultant at Mosaic Search & Selection, providing executive recruitment services in the academic publishing sector. He is also a sales management and publishing consultant, having held senior international sales leadership roles in the publishing and libraries sector for nearly 20 years, including as EVP Global Sales & Marketing at Publishing Technology (now Ingenta), and VP EMEA at Ingram, Innovative Interfaces and Dynix. Previously, he worked in IT and project management, notably at Barclays and Accenture. He is a frequent public speaker, and chairman of the annual Researcher to Reader Conference.
Alan Croston, Business Manager, Virtusales

Alan Croston is a Business Manager at Virtusales Ltd and has been a part of the company for 14 years. Initially recruited as a programmer, he is now involved in project and product-related activities including initial client contact and the RFI and RFP processes across a number of different types of publishing. Alan completed a bachelor’s degree in Computing Informatics at the University of Plymouth and a master’s degree in Information Technology for E-Commerce at the University of Sussex. He also has a background in medical and financial information technology sectors and has Prince2 project management and BCS business analysis professional qualifications.