

Mike Cunningham
Director and Founder
Elevate Your Business Ltd



Mike is an independent Business Advisor with over 40 years diverse experience delivering Operational Excellence and Strategic Business Development, within Halliburton's upstream drilling business.

- Led global digital transformation initiatives, ensuring the successful global deployment of SAP & CRM, impacting all Sales & Operations functions.
- Helped to manage the cultural change, following the merger of Dresser & Halliburton, designing and implementing Halliburton's business workflows.
- Recruited and developed personnel, building leadership capacity up to Vice President level

Following the merger between Dresser & Halliburton Mike was the Middle East Regional Manager for Operational Excellence, responsible for the organisational and cultural change required to implement best practices and business processes throughout the region.

As a functional manager for the global digital transformation, deploying SAP & CRM, Mike was responsible for identifying global best practices and integrating these into our SAP & CRM systems. Updated workflows, covering all aspects of business, were then integrated into our organisations and business processes. The changes were communicated to Global & Regional Management teams, to ensure commitment and KPIs were agreed, to track compliance. These deployments successfully transformed Halliburton's organisation and business processes to create value through increased visibility of key data and operational excellence.

As Global Manager for Market & Business Strategy, based in Houston, Mike advised the Global Management team on tender opportunities contracting strategies, and asset requirements. Mike also supported management in Red Team Reviews and in the development of annual strategic business plans. A key change in contracting was from discrete service contracts to full integrated service well construction contracts. These major contracts involved creating mutually beneficial alliances with different Product Service Lines and third party vendors. The Drilling Services Division had a global turnover of circa £600m in a very dynamic industry requiring continuous change management.

As Country Manager Mike established successful businesses in major geomarkets, including Saudi Arabia, Iraq, Egypt, Indonesia & Nigeria with direct responsibility for contracting, P&L, balance sheet and cash flow management for Halliburton's Sperry Drilling Services product line.

Mike developed a reputation for driving results, & strategic changes, creating the strategic and financial roadmaps required to obtain authentic buy-in from the board while creating an understanding that through good governance and authentic commitment, change does happen.

Mike has a B.Ed (Geology & Education) from Lancaster University & attended many internal training schemes in Halliburton, including:

- Advanced Profit Centre Management.
- SAP implementation - Accenture Consulting
- CRM implementation - Microsoft Dynamics