

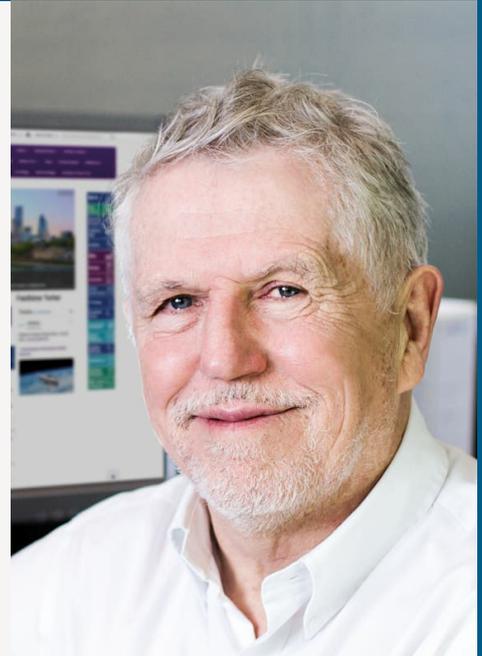
PARTNER, CONSULTING

Ian Busby

I have a long-standing consulting background, stretching over 25 years, and was a senior consulting Partner in Deloitte, advising public bodies on change, including the build of new enterprises in the public sector and their transition to commercial operations.

+44 (0)20 7861 4000

✉ Ian.Busby@fieldfisherconsulting.com



I've also built and run, as CEO, a highly successful public sector focused shared service business with a customer base of over 150 public sector bodies that also involved the merger and acquisition of public-owned and commercial provider competitors.

I have a strong interest in healthcare. Following the publication of the "Lansley Reforms", I co-founded a "think tank" of healthcare professionals from primary and secondary care backgrounds through which he authored a series of practical policy papers to Ministers, senior officials, and Professor Stephen Field's "listening review" proposing workable structures for providing commissioning and commissioning support services.

I then became the pro-active Chairman of NHS Oxfordshire CCG, one of the largest NHS Clinical Commissioning Groups, where I helped lead the CCG through: challenging transitional processes; the formal CCG authorisation process; the setting up of effective governance and executive arrangements; and difficult financial and commercial negotiations with NHSE and major clinical providers. I was a prime mover in promoting a mature and long term shared services customer/provider relationship between other regional CCGs and the incumbent CSU to enable the development of an effective CSU shared services model for CCG support, and chaired the strategic CSU:CCG Customer Reference Group. I'm a member of the NHSE Governance Project, the NHSE Outcomes Based Commissioning Project and is a member of the Kings Fund. I am currently a lead contributor to a project to assess whether Medicaid and Medicare commissioning models in the US are translatable to NHS environments.

I have a deep experience of leading successful shared services delivery in the public sector. During the 2000s, with private equity backing, I built from scratch a technology-based shared services business that supported 150 public bodies including London Boroughs, County Councils, major Universities, and regional Police Forces. I've raised venture debt and capital for this business, acquired and merged two competitor businesses, and took the business through to the point of a public listing on the London Stock Exchange which required, inter alia, building London Stock Exchange and Companies Act compliant governance and financial structures, prospectuses and business plans. The business was subsequently sold as a going concern to a publicly listed company.

I'm a lead adviser, helped design, negotiate and implement: privatisations in the UK and Europe; Next Steps Agencies; Joint Venture Government/Private Sector companies; resource accounting in central government; commercial charging regimes for public service providers; and complex PFI and PPP deals. As a former Partner in Deloitte Consulting and a Divisional Director in Capita plc, I worked on business and commercial projects for clients as diverse as the Executive Office of the US President, BNP Paribas, Swedish State Railways, the European Bank for Reconstruction and Development, the European Court and the European Commission, as well as a large number of UK government and local government bodies.