

Curriculum vitae



Wes Sonnenreich

Chief Science and Technology Officer, Sirius Minerals, plc

Principal, Intersective Learning

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Background

Wes Sonnenreich has over 15 years of leadership experience in a diverse range of industries including resources and mining, energy, pharmaceuticals and information technology. He is currently Chief Science and Technology Officer for Sirius Minerals, a junior potash mining company listed on the London stock exchange (SXX.L). He looks for technologies that can help develop potash and salt resources in the most sustainable manner possible. This includes innovations in agricultural science, material science, renewable energy, carbon capture and sequestration, mine and processing automation, geoscience, data analytics, transportation and logistics.

Wes is also a Principal and co-founder of Intersective Learning, which develops and delivers unique experiential learning solutions that build meaningful connections between students and employer's of choice. Intersective's programs complement the core curriculum of educational institutions and corporate training programs. It's clients include Deloitte and the University of Sydney.

In the past five years Wes has led significant projects for Rio Tinto, Woodside, Horizon Power and Wesfarmers. He has also served as Director of Deloitte Australia's innovation and commercialization program, reporting directly to the CEO and executive team. Wes is a graduate of M.I.T. and Harvard Business School's executive MBA program and is also a widely published author and speaker.

Skills and expertise

Innovation & Commercialisation: Enterprise-wide Program Strategy & Implementation, Funding Models and Portfolio Management, Mentoring and Concept Acceleration

Information Management: Knowledge Management, Data/Systems/Network Architecture

Information Risk Management: Assessment, Risk Metrics, Governance & Compliance

Industry specialisation

Professional Services, Energy and Natural Resources (inc. Utilities), Pharmaceuticals & Healthcare, IT

Major clients served

Deloitte, Wesfarmers, Woodside, Rio Tinto Iron Ore, Argyle Diamonds, Horizon Power, South East Water, Pfizer, Novartis, Aventis, Monsanto, GlaxoSmithKline, Wyeth, Travelers Insurance (Citigroup), U.S. National Opera (Washington D.C.), Disney/Infoseek Corporation

Professional and academic qualifications

Harvard Business School (2001): Executive Education Program for Global Leadership

Massachusetts Institute of Technology (1996): Bachelor of Science in Computer Science and Music

Innovation and Commercialisation Experience

Deloitte

Director of Innovation, 2007-2010

Ran Deloitte's innovation program, a national program responsible for accelerating Deloitte's competitive position in the market by exploring and commercialising fresh ideas that create value. Responsible for the program's strategy (through 2015), investment fund and operational budget. Directly reports to the national executive investment and growth team (CEO, COO, CFO, and MP Asia Pacific Consulting).

During tenure in the role, the program has grown substantially through several successful initiatives:

- Extensive use of social media to build deep connections with innovators throughout the business
- Aggressive management of the commercialisation investment fund and idea pipeline
- New partnership models, e.g. using universities and external solution providers as enablers and accelerators.

This leadership position regularly requires:

- Managing a national core team of 6-10 people and an extended part-time team of 30+.
- Communicating with the firm through national events, emails, regional workshops and online activities
- Working with funded project teams to ensure successful commercialisation outcomes
- Developing and presenting thought leadership to external forums and key firm clients

The program has maintained a 350% ROI and also has catalysed sustained innovative growth outside of the program. Deloitte regularly wins major awards and accolades due to its innovative services and offerings. E.g. CFO Awards Accountancy Firm of the Year, BRW's "best companies to work for 2009 (#11)", Australia's Leading Organisation for the Advancement of Women (>500 employees).

SageSecure, LLC

Founding Partner, 2003-2007

Created and commercialized SecureMark, an information risk management service for executives. Clients included Rio Tinto Iron Ore, Argyle Diamonds, Travelers Insurance and several legal and accounting firms in New York. The business was privately funded and drew operating capital from consulting initiatives.

Pharmatrak

Co-Founder, Chief Technology Officer, 1998-2001

Created and commercialized Pharmatrak, an Internet metrics tool for Pharmaceutical companies. Led a 25 person team of developers, project managers, and production staff. Directly sold the pharmatrak product and deliverables to senior executives of clients including Pfizer, Novartis, Monsanto, Hoechst/Aventis, GlaxoSmithKline, Wyeth and numerous others. Took the company through a capital raise; the company was externally valued at over \$100m by PaineWebber.

The Academy of Applied Science

Project Director, Distance education initiative, 1995-1998

Designed and launched the Global School District, a distance education initiative designed to connect students across the world via the Internet. The underlying technology was patented and a deployment model was developed. The project was not intended to be commercial as the Academy of Applied Science is funded by grants.

Wesfarmers Insurance Division

Project Director (Deloitte Consulting), Innovation Program

Engaged to help Wesfarmers Insurance Division (WID) build its capability for innovation in its existing businesses (three general insurance companies and two insurance brokerage businesses).

Worked with Chief Executives and the executive teams at the Divisional level as well as within each corporate unit (Lumley AU & NZ, OAMPS AU & UK, WFI, Crombie Lockwood). Designed and implemented a sophisticated idea capture, assessment and development platform that encourages collaboration and exchange of knowledge and know-how between business units which have historically operated autonomously (and in some cases have directly competed). The platform leverages a sophisticated enterprise content management system and has complex workflow.

Woodside

Project Director (Deloitte Consulting), Innovation Program

Developed a program to increase Woodside's innovation capabilities. Worked with the Chief Science and Technology Officer and other senior executives to assess the effectiveness of Woodside's current innovation process and augment it with best practice tools and techniques from Deloitte's award winning innovation management framework.

Other key activities included: coordinating with the Continuous Improvement initiative team to ensure program alignment and reinforcement of key messages, developing an idea capture, management and communication platform by extending and integrating an enterprise content management system to fit the specific needs of Woodside's Innovation Program and IT environment, providing advisory support to the Innovation and Improvement steering committees, helping to develop a communications and change management strategy surrounding the new innovation capabilities.

Selected Other Professional Experience

Horizon Power

Project Director (Deloitte Consulting), Executive Strategic Planning Workshops

Engaged with Horizon's CEO to create a series of strategic visioning sessions for the executive team. Sessions were structured to bring the executive team out of their operational 'crisis' mode of thinking and into a place where long-term goals can be explored in-depth. Innovation was examined as a strategic enabler and how innovation works in comparable companies was a key theme. Case studies and future scenario modelling techniques were also used.

Rio Tinto Iron Ore

Project Director (SageSecure Consulting), End-to-end information risk assessment for the Managing Director and CFO

Assessment involved gathering quantitative and qualitative data from senior executives, department heads, and technology staff (including system architectures from all critical system).

Integrated and analysed data from critical IT processes across RTIO's major Western Australian mine sites, ports and rails systems, the Expansion Projects division and the Shared Business Services division (providing IT support for most of the Australian divisions of Rio Tinto).

Closely examined a number of specific processes and systems for gaps in information flow and data security vulnerabilities (including accounting, payroll, ERP and mine control systems).

Argyle Diamonds

Project Director (SageSecure Consulting), Investigation into suspected information risks and vulnerabilities for the CEO and head of security

Evaluated and addressed concerns of organized crime and terrorism risks, which involved examining information flow and business processes at the mine site, the processing facility, and all IT service providers.

Waterfront Media

Project Director (SageSecure Consulting), IT strategy review and risk assessment, reporting to CEO, CFO, CIO

Conducted a comprehensive information risk assessment focusing on management practice, IT infrastructure, development practices and the off-site call center. Prepared detailed reports identifying risk factors, particularly in relation to employee practices, which provided recommendations for eliminating risks and improving processes.

Travelers Insurance

Project Director (SageSecure Consulting), Expert testimony services

Performed independent expert investigation services and expert-witness testimony for a \$10m claim/lawsuit. Examined documents and testimony to determine the value of damaged equipment at the time of the claim.

Novartis, AG

Project Director (Pharmatrak Consulting), Data mining application design & development

Led the design, development and production of Netwatcher, a data mining application that scanned the Internet for new content on topics of interest. Particular concerns included detecting activism organized over the Internet, competing products, illegal use of trademarks or other intellectual property.

Led the design & development of a prototype system architecture for the delivery of real-time health news and information to the professional medical community (HealthCast).

Monsanto

Project Director (Pharmatrak Consulting), Enterprise portal design & development

Led the design and development of a web-portal project that gave medical associations the ability to provide their constituents sophisticated medical practice websites with useful patient information and communication/scheduling tools.

Medicine In the Public Interest & Tufts School of Nutrition

Project Director (Pharmatrak Consulting), Healthcare information portal

Led the design and development of MIPILinks, a web portal containing useful public health information vetted by leading doctors. Also designed and developed DrugCompare, an online tool for comparing prescription drug by indications, side-effects, off-label usage, pharmacology, and other attributes.

Selected Publications & Lectures

UTS Executive MBA – Innovation Track (2009)

Gave a half-day workshop/lecture on the practicalities of implementing innovation in business.

High Resolves – Program Conclusion Event (2009)

Half-day lecture/Q&A session on innovation to student participants in the High Resolves development program.

Curtin Business School – Think like a CIO (2008)

80-hour intensive course taught to IT-focused MBA students on how to think about IT like a business executive.

The Rosetta Stone – A framework for comparing security regulations and standards (2006)

Computer Security Institute

Presented at the 2006 annual CSI conference in Orlando, Florida.

“Return on Security Investment (ROSI) – a practical quantitative model” (2006)

Journal of Research and Practice in Information Technology, Vol 38

Presented at the 2005 Workshop on Security in Information Systems.

“Network Security Illustrated” (McGraw-Hill, 2003)

co-author with Jason Albanese, sold 10,000+ copies to date

Provides decision-makers with essential knowledge about security concepts and technologies. Now being used as a course textbook at Curtin School of Business.

“Building Linux and OpenBSD Firewalls” (Wiley, 1999)

co-author with Tom Yates, sold 40,000+ copies to date

A step-by-step guide for building and operating a firewall using open source technology.

“The Web Developer's Guide to Search Engines” (Wiley)

co-author with Tim Macinta sold 10,000+ copies

Helps webmasters choose, install, and configure search engines for their web sites.

US Patent 5,974,446 (Issued: Oct. 1999)

An Internet based distance-learning system.

Recent Pro-Bono, Philanthropic & Interests

High Resolves, Camp Quality, David Wirrapunda Foundation, Leave No Trace

Activities through the Deloitte Foundation

Other Interests

Has played piano and trombone for many years and has performed in New York and New Orleans jazz clubs with members of Basie's and Ellington's bands, as well as in various rock venues such as the House of Blues in Boston.

Also performs Capoeira, a Brazilian martial art that disguises combat as an acrobatic dance set to tribal music.

Through his work, music and Capoeira he has been involved in numerous community activities including charity performances and mentorships.

Selected Australian References

Roy Green

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