

Mike Stoke

Mike Stoke understands the importance of strategy in generating business value, and has the experience, skills and processes required to develop, implement and manage strategy. He has particular awareness of the impact of emerging technologies.

Mike has worked as a business consultant since 1985.

Qualifications:

B.Sc. Eng (Elec), Cape Town
Cert. Company Direction (IoD NZ)

Societies:

AICD

Employment History:

- 05 - MSA Pty Ltd
- 96 - 04 SCS Ltd (NZ)
- 96 - 03 Martech Consulting Group - Principal
- 85 - 96 PA Consulting Group
- 84 None (travel)
- 78 - 83 McKenzie & Holland (NZ) Ltd - Design Engineer
- 72 - 77 ESCOM (Rhodesia)

Countries Worked in:

NZ, Australia, Laos, Hong Kong, Zimbabwe

Citizenship:

New Zealand, Great Britain

Languages:

English (fluent)

Family Status:

Married, three children



“Business value depends primarily on cash flows from future business opportunities. Strategy identifies these opportunities and the best way to realise them. It is essential for any business to manage strategically.”

Mike Stoke

Work Activities:

Mike has assisted his clients develop and implement strategies to improve their business performance and value. He has:

- developed strategies to optimise the value of intellectual property
- valued existing businesses and advised shareholders on strategies to optimise value
- audited and evaluated the effectiveness of innovation in organisations and sector-wide
- evaluated proposed business ventures; developed strategies to reduce risk and maximise returns available
- advised on information needs at the top levels in organisations
- advised on the strategic use of the internet
- undertaken comprehensive audits and reviews of business processes and supply systems
- designed, developed and introduced pilot workflow automation systems
- undertaken performance reviews of organisations
- advised on institutional restructuring of quasi-Government bodies.

Expertise:

He has an excellent grasp of strategy, a very good understanding of the business environment, a focus on value creation, clear thinking and strong facilitation skills.

He focuses on the generation of business value for his clients, and includes client staff wherever possible to build support, enthusiasm and ownership.

His expertise in identifying and valuing future growth opportunities, and developing strategies and action plans to realise that value, has led directly to a significant enhancement in net value for many clients.

Many of Mike’s clients retain him for further work, indicating their regard for his services.

Industry Experience:

Central government: Information and business strategies, performance-based reporting, work management procedures, review of work processes, information management, development of fee structures, cost/benefit analyses, project management, valuation of intellectual property, review of research effectiveness, performance reviews, institutional restructuring

Local government: Information and business strategies, business planning, restructuring along business unit lines, service level agreements

Research Providers: Strategy development, revision of business processes, valuation, impact assessment and related research

Utilities (gas, power): Performance-based reporting, information and business strategies, strategic management, business modelling and demand forecasting, performance improvement, institutional restructuring

Primary Sector: Strategy development, business modelling, valuation, capital raising, performance management, review of research effectiveness

Manufacturing: Performance improvement, production control, performance reporting, information strategies, business valuation

Retail and Distribution: Information and business strategies, business valuation, performance improvement, outsourcing

Banking and Insurance: Performance improvement, reviews of communications, outsourcing, service level agreements, internet strategies, performance reporting

IT / Telecommunications: Cost/benefit analyses, audits, strategy development, business and venture valuation, information memoranda, process redesign, workflow automation specification and pilot development.

Tourism: Business and internet strategy, venture evaluation.

Health: Strategy development, capital raising.