



Mark Harris  
BUSINESS DIRECTOR



# Talaris

December 2010 – September 2012

## Programme Director

*"Mark did an excellent job in programme management of the development of a market leading product at a critical time for Talaris."*

*Dean Shaw, Group  
Operations Strategic  
Director, Talaris*

### Challenge

Global cash-handling equipment company Talaris had been planning the development of a class-leading signature product for bank front of house. The cost of the product needed to be two thirds of the price of its existing machine, with increased user functionality, digital connectivity and class leading forgery prevention. The personnel for the product development stretched across three continents and included completely new teams in China and Singapore.

### Strategy

Working with a budget of £15m, Mark managed the set-up of a completely new manufacturing supply chain in China and Singapore and brought rigorous leadership to a 50-strong international technical project team. Rotating between the UK, Switzerland, Singapore and China, Mark managed cross-functional conflicts and resolved project-critical personnel issues to restore project direction. In 18 months Mark took the project from clean sheet to fully working product.

### Outcome

In this challenging, venture finance-driven environment, Mark achieved aggressive budget and timescale objectives to deliver a leading global bank cash storage product and digital platform, paving the way for Talaris' eventual acquisition by Glory Global Solutions.



Budget delivered



Clean sheet to delivery