

ROBIN HUTCHINSON

Global Managing Partner · CTO & AI, Customer Success & Commercial Strategy

27+ years building, scaling, and commercialising technology — from firewall startups to global AI platforms.

CONTACT

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AT SCALE

\$2B+
P&L responsibility

80+
platform products built

60K+
GDS workforce scaled

\$13.3B
CRM pipeline generated

PLATFORMS BUILT

- ▶ EY Fabric (components)
- ▶ MyEY
- ▶ Account LENS
- ▶ Commercial Hub
- ▶ Dynamics 365 (global CRM)

EDUCATION

University of Texas at Austin
Artificial Intelligence
1988 – 1991

McMaster University
Bachelor of Arts
1984 – 1988

PRIOR EXITS

EXECUTIVE SUMMARY

Technology executive with 27+ years as an EY partner, and 40 years in technology, leading our CTO organization including the global commercialisation strategy for AI, platforms, and digital products. P&L responsibility exceeding \$2 billion, working daily with regional CTOs across ten super-regions and 4 service lines. Architect, Innovator and Engineer of dozens of successful commercial platforms. Two prior successful exits as an operating CEO, advisor to many boards and passionate about

EXPERIENCE

Global CTO — Customer Success & Commercials, Client Technology Jan 2020 – Present

EY · London & Toronto

Lead the global function for technology product adoption, commercial strategy, and value realisation across EY's Client Technology division. All Service Line technology officers report into this organisation.

- **\$2B+ P&L** — daily collaboration with regional CTOs across ten super-regions; architect of EY's core platform portfolio.
- **EY Fabric:** global engineering platform powering 80+ platform products; 60% of consumption is client-facing solution development.
- **Commercial Hub:** SKU, pricing, ordering and billing engine — value-based pricing and revenue capture for technology, data, and AI agents.
- **Dynamics 365 CRM:** led enterprise-wide modernisation generating 35,000 new opportunities valued at US\$13.3B; 25,000 licences issued.
- **Everest transaction:** led the technical side of the proposed \$100B AssureCo / NewCo separation — Azure tenancing, legal-entity work, disposition of 4,000 applications across 16 months.

COO, Global Markets 2011 – 2020

EY · London

Led global market operations and the build-out of technology consulting capabilities firm-wide. Continued GDS expansion and integration of offerings across all service lines on a global scale.

- **Velon partnership:** built real-time telemetry (heart rate, power, GPS) for 18 top professional cycling teams; live IoT data delivered to fans, team managers, and broadcast partners including Eurosport.

Border Network → Secure Computing

\$190M acquisition · 1996

eSecurityOnline → Computer Associates

All-cash deal · 2003

Markets Implementation Leader, Americas Operating Committee

2009 – 2011

EY · New York

Sat on the Americas Operating Committee to steer growth, investments, and strategic direction; drove uniformity of offerings across service lines to support global expansion.

Deputy to Head of AABS / Deputy of Consulting

2008 – 2011

EY · London

- led the separation of Assurance/Audit from Advisory — the structure that became today's Consulting practice.
- **GDS:** oversaw the build-out of Global Delivery Services in India, Argentina, and Poland — now 60,000+ people.
- developed the legal structure and business model still used by GDS today, with incentives that drive equitable use of capacity across countries.
- rebuilt full-fledged management and technology consulting capability after years of preclusion following the Capgemini sale.

Practice Leader, Canadian Consulting

2003 – 2008

EY · Toronto

Led EY's Canadian consulting practice to market-leading growth across the Americas. Served as Global Coordinating Service Partner for several NYSE-listed clients, building accounts that generated over \$100M in annual revenue — sustained for four to six consecutive years.

Chief Executive Officer

2000 – 2003

eSecurityOnline LLC (EY subsidiary) · Kansas City

Full P&L responsibility for an EY-owned software business. Invented asset-tracking and security software products serving most of the major banks in the US, Canada, and the UK. Sold to Computer Associates in an all-cash deal in 2003.

Senior Manager → Partner, eCommerce & Security

1997 – 2000

EY · Cleveland, Ohio

Built EY's eCommerce practice at the Americas centre, then took over the Security practice. Made Partner in 1998, one year after joining the firm.

President

1997

ASG Technologies · Toronto

Led a semiconductor-technologies company focused on improving chip manufacturing. The company was acquired.

Director of Marketing & Product Management

1994 – 1997

Border Network Technologies / Secure Computing · Toronto · Roseville, MN

Built firewall technologies at the dawn of enterprise internet security. Acquired by Secure Computing for \$190M in 1996. Took on responsibility for all products — commercial and government security technologies — within the larger organisation.

Based between Toronto and London. Open to conversation about the right opportunity.