

OFFICE2OFFICE

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David Callear, Chairman, office2office

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MOVING ON FROM STATIONERY



At the beginning of 2007 office2office, the UK's leading independent contract stationer and managed services provider, decided that it needed a new Chief Executive to take it to the next stage of its development.

Chairman David Callear explains: "Competition is intensifying and we needed to grow organically and by acquisition to remain competitive. We believed the business required a different sort of person to take it in different directions."

Once the decision was taken, speed was of the essence. Harvey Nash consultant Alex Woolgar rose to the challenge. When the company announced to the Stock Exchange on 11th May that it had appointed Simon Moate as its new Chief Executive, the share price rose. Moate, who joined at the beginning of August, had been Managing Director for the facilities services business of Johnson Services Group, where he had driven the division's merger and acquisitions strategy.

Callear admits that while Moate "stood out from the others on a range of attributes, including, crucially, cultural fit," it was a leap of faith to appoint someone who wasn't already a Chief Executive. But his confidence in the decision was reinforced by the consultative role Harvey Nash had played throughout.

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- Some years after an MBO from HMSO and flotation on the London Stock Exchange, office2office plc, the UK's leading contract stationer, needed a new Chief Executive to lead the next stage of its development
- Harvey Nash interviewed 30 leading candidates, resulting in a long-list of 12. The top three were then interviewed by the plc board. Within three months Harvey Nash had helped office2office identify a new Chief Executive
- Less than a year after being appointed, Simon Moate has made great strides in making the business more streamlined, efficient and capable, and in identifying new areas where it can leverage its strengths in order to grow both organically and through acquisition

knee-jerk appointment," recalls Callear.

Had there been any question marks over Moate's credentials, they would have been quickly dispelled by the skill he brought to the process of turning office2office into a more streamlined, efficient and capable organisation.

"He has galvanised the team to execute, as well as plan," says Callear. "As a result, we are now much more focused on our key strengths, the areas where we want to grow and how to grow them. We have a phenomenal opportunity to do something great with this business, and Simon will be instrumental in helping us achieve that."