



## AMBITION | PAUL BROEKHUYSE

# Stummer to get IFS humming

*The services oriented architecture pioneer is making a trans-Tasman sales push*

**ROB Stummer** is the new Australia-New Zealand managing director IFS, an enterprise applications supplier and pioneer of service-oriented architecture.

Stummer's main focus will be to increase brand awareness and market penetration of IFS, which already has users in markets such as manufacturing, asset management, aviation and defence.

Stummer was previously general manager for Diversiti, managing a large team of consultants.

He also spent several years building an executive IT practice for KPMG.

He replaces former Australia and New Zealand managing director Francois Wethmar, who has been promoted to head the IFS strategic operations team in the Asia-Pacific region.

BIOMETRIC security specialist Auraya Solutions has expanded its Australasian operations, appointing **Ro Iyengar** as chief executive. He joins chairman **Ray Doak** and chief technology officer **Clive Summerfield**.

Iyengar has more than 20 years of senior management experience, including eight years in the speech recognition business in Australia, the US and Britain.

Doak was founder and chief executive of Allied Technology Group, which listed on the ASX in 2004. Summerfield is the deputy director and founder of the National Centre for Biometric Studies at the University of Canberra.

IT services provider ASG Group has appointed **Michael Storey** as national health program manager, based in Melbourne.

He has more than 10 years experience in health-focused technology.

Storey joins from Oracle-owned BEA Systems, where he was channel sales executive for the health sector. His experience also includes 10 years with SAP as Australia-New Zealand healthcare industry manager.

AUSTRALIAN-owned Emagine

International has made two additions to its board, appointment **Allan Brackin** as chairman and **Tony Kalcina** as non-executive director.

Brackin has been in the technology sector for more than 20 years, most notably as former director and chief executive of Volante Group.

He founded Queensland Laser and Survey Supplies and Applied Micro Systems, which later became AAG Holdings. He also serves on the board of the NSW Heart Foundation.

With more than 25 years experience in telecommunications and IT, **Tony Kalcina** will be advising Emagine on increasing sales and channels to market in Africa, Asia, Europe and the Middle East. He is the founder of Clarity, a global open-source software provider that manages more than 110 million subscribers globally.

In other moves, **Steve Killelea** has taken on the role of advisory board chairman. He is the founder and former managing director and chief executive of Australian technology company Integrated Research, of which he still serves as chairman.

SERVICES oriented storage firm Hitachi Data Systems has named **Chris Arter** as West Australian manager. He will be based in Perth, reporting directly to southern regional sales manager **Michael McMahon**.

Arter has a decade of local and international sales experience. He was previously with Avnet Technology in Perth, where he established the Western Australia operation and doubled the company's business in two years.

Earlier, he held a number of sales roles at IBM and at the combined IBM and Hitachi Global Storage Technologies Group in Britain, where he focused on hard-drive systems.

**LEONIE Han** has been appointed general manager of Nova IT — the IT recruitment arm of MPM Group. She was

previously responsible for growth and acquisitions.

Before joining Nova IT, Han worked at Data#3, where she managed the NSW recruitment systems group.

She was also branch manager at Greythorn and has been involved in the IT Industry for more than 25 years.

APPELLO Services has appointed **Craig Grimshaw** to head its client relations team.

He reports directly to chief executive **Michael Maunsell** and will focus on the demand from fund managers and other financial institutions for unit registry services that comply with Portfolio Investment Entity.

Grimshaw has wide experience, having been responsible for e-payments and e-business for the retail side of the Commonwealth Bank, and participant relations director responsible for the Asia-Pacific region and Europe, the Middle East and Africa at IdenTrust, founded by seven of the world's largest financial institutions, including Citigroup, ABN AMRO, Deutsche Bank and HSBC.

Most recently he worked as partner relationships general manager for a start-up player in funds management.

Appello Services, a New Zealand company, offers workflow tools that enable users to achieve cost efficiencies by automating business processes.

FINANCIAL Synergy has chosen **Jenet Pylotis** as national operations manager.

She reports to administration and investment general manager **Robert McKinlay**.

She joined in April as administration team leader from MLC, where she was a service centre manager.

Prior to MLC, Pylotis worked for Superpartners as Australian super team leader, focusing on contact centre operations, communications and correspondence.

She has more than 15 years

experience in the superannuation and finance sectors, including roles at Government Super, Commonwealth Bank and National Australia Bank.

**Genevieve Lumadilla** also joins Financial Synergy from Superpartners, as administration team leader.

At Superpartners, Lumadilla was acting administration manager and administration team leader.

Financial Synergy's administration and investment team are located in Melbourne and Hobart. It provides superannuation and investment software, administration, services, products and systems.

**LISA Corcoran** is the new general manager of carsguide.com.au, reporting to News Digital Media chief operating officer **Nick Leeder**.

Corcoran was previously deputy group advertising director for News Limited's NSW community newspaper group, Cumberland Courier Newspapers.

She began her career at News Limited in 1991 as a senior agency account manager at the Brisbane office of Newscomnet, the community newspaper network sales division.

After acting as network sales manager, she was appointed network sales manager for Melbourne in 1998.

Corcoran joined Fairfax in 1999 and was appointed leisure manager for *The Age*.

She became sections manager in 2000 and deputy group advertising director in 2001.

Corcoran returned to News Limited in 2004, taking up the role of classified strategy manager for Cumberland Newspapers. After a year as advertising strategy manager in 2004-05, she was appointed deputy group advertising director.

**BRYAN Stibbard** has been appointed Asia-Pacific and Japan sales vice-president at Astaro — not CA, as our headline suggested last week. Apologies to



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