

Lecture Series Offshoring/Outsourcing



EDDIE CUNNINGHAM

Sales & Marketing Director
EDS Gulf States

Date: Thursday, November 8th

Time: 5PM

Venue: C011

Food will be provided

Hosted by: Dr. Selma L. Mansar

Eddie Cunningham is Sales and Marketing Director for EDS Gulf States, based in the United Arab Emirates.

Eddie's career spans over 30 years experience in IT, as a technician and end-user as well as services provider. His business career started in operating systems software development for ICL. He then worked in both Local Authority and Healthcare end-user IT Departments in Scotland, supporting large user bases for both business and clinical applications.

Eddie then moved into computer technology providers and his roles subsequently developed from Systems Engineer through Technical Support and Sales Management for Data General, a US computer manufacturer. Over a 14-year period Eddie managed the UK support organization and became Data General's UK Public Sector Sales Director. In this position he was responsible for multiple, successful Hospital Information Systems implementations in the UK.

His move to outsourcing subsequently took place and, over a 15 year period, he has led sales and marketing teams in all industry sectors, including Healthcare, Government, as well as Energy and Utilities, Retail and Manufacturing. Since the start of 2004, he has been involved in the creation, start-up and development of a number of EDS sales and joint venture initiatives in the Middle East.