

Transformational **Operations, Process, Business, and Thought Leader** who motivates by intrinsic curiosity and an engineer's mindset for continuous improvement, drives revenues, maximizes profitability, and strengthens competitive position. Identifies opportunities and formulates strategies that strengthen organizations and drive long-term positive change; cutting waste, reducing costs, and improving efficiencies across multiple industry verticals, including technology, services, and high-tech manufacturing. Thrives on assembling and mentoring top talent, fostering collaboration, and driving consensus among all stakeholders around a shared vision that propel an organization's growth, whether in publicly or privately held, consulting, or PE-backed environments. *Notable achievements:*

- **Business Development and Growth:** Transformed Source One Management Solutions into one of the most recognized technology-enabled procurement service providers in the supply chain management and procurement consulting industry. Grew company from eight employees, to nearly 100 procurement, strategic sourcing, and supply chain consultants; a client profile that evolved from \$10M/\$100M to \$500M/\$6B+ in annual revenues; and from two industry verticals to almost every sector, from pharmaceutical, manufacturing, to construction, among others.
- **Exit Strategy:** Built Source One Management Services into a recognizable brand and desirable business target, which led to multiple offers and interest from numerous companies, including Corcentric, a cloud solution fintech provider, which paid multiples of annual revenue on day one and, upon meeting growth and performance targets, paid additional multiples during an earn-out period. Completed sale and integration with 100% employee retention.
- **Turnaround:** Following Corcentric's acquisition of a failing procure-to-pay SaaS technology company, reduced customer and employee churn, materially decreased costs, and substantially improved product capabilities and client experience, which resulted in analysts moving the platform up to the right on "magic quadrants," increased revenue of existing customers, and secured a stream of new customers, all within first 18 months.
- **Brand Recognition and Thought Leadership:** Increased the notoriety and brand recognition of Source One, by coauthoring the book "Managing Indirect Spend, Enhancing Profitability through Strategic Sourcing," an industry first on the topic of indirect spend management. The book has been adopted by both universities and industry players as a guide on best practices and led to being sought out by Fortune 500 companies. Second edition published by John Wiley in 2021. Procurement industry author, industry speaker, and private equity subject matter advisor. Developed, contributed, and managed multi-channel digital media inclusive of blogs, podcasts, and news publication, generating inbound marketing qualified leads.
- **Process Improvement:** Consulted and advised business owners and executives at dozens of SMB and large enterprises. Produced measurable positive impact on EBITDA by implementation broad-based transformations on operations, organizational hierarchy, sales, marketing, procurement, strategic sourcing, and contract negotiations. Brings deep expertise in operations and change management for clients across the any industry.
- **Product Strategist:** Developed and acted as sole Product Manager for the world's first free strategic sourcing and reverse auction business platform. Built an Analytics and AI team. Fostering innovation and led the integration and consolidation of 4 separate global product, engineering, and SaaS teams and platforms into a singular cohesive product strategy.

Strengths that Foster Growth and Execution Across the Enterprise

- | | | |
|-----------------------------------|------------------------------|--|
| ▪ Digital Transformation | ▪ Complex Negotiations | ▪ Sales and Marketing |
| ▪ Strategic and Tactical Planning | ▪ Procurement & Supply Chain | ▪ Mergers and Acquisitions |
| ▪ P&L Management | ▪ Operations & Strategy | ▪ Performance Management |
| ▪ Program Management | ▪ Corporate Cost Reduction | ▪ Customer Relationship Management |
| ▪ Business Process Improvement | ▪ Cost Modeling | ▪ Talent Acquisition, Team Building, Mentoring, and Leadership |
| ▪ Quality Management | ▪ Product Management | |
| ▪ Six Sigma | ▪ Business Development | |
-

A Career of Identifying and Executing Solutions for Top- and Bottom-Line Impact

Corcentric, LLC

SENIOR VICE PRESIDENT, PRODUCT & INNOVATION OPERATIONS 2021 – Present

Chief of Staff to the CPTO, managing global technical and strategic operations of Source-to-Procurement, Payments, AP Automation and Order-to-Cash SaaS Products and Managed Services.

- Key leader in the implementation of Corcentric's efficiency, product, sales, and services initiatives. Management of several cross functional teams including program management, vendor management, product management, quality assurance, engineering, L&D, IT, and business transformation. Responsible for oversight of all operational areas and strategic development of projects to support rapid company growth.
- Selecting, contracting, negotiating, and implementing significant-spend corporate vendor contracts.
- Create and enforce global operations standards and leverage operational efficiencies through consolidation and standardization. Lead consolidation of Product Marketing, Managed Services, Product Management, Business Transformation, Learning & Development, and Engineering teams.
- Materially reduce corporate Capex and Opex Personnel and Non-Personnel expenses. Reduced budget by 18% while increasing output, quality, and deliverables. Materially improve free cash flow and EBITDA for the business.
- Create a culture of innovation and build teams to create a tech stack enabling GenAI, ML, LLM into Product Suites and implementing into client-delivery managed services as well as corporate and financial services operational processes.
- Establishing, growing, and managing a global information services organization, and enterprise data strategy; leveraging nearshore and offshore talent to optimize cost-effectiveness.
- Strong relationships with CEOs, executive teams, strategic partners, and PE/VC investors, demonstrating an ability to effectively connect and communicate with stakeholders at all levels.

VICE PRESIDENT, PRODUCT STRATEGY, UPSTREAM S2P, 2019 – 2021

Head of product management and strategy for the Source-to-Contract Solutions P2P platform. Leading global engineering and product management teams in UK, France, US, India, and Ukraine.

- Transformed and turned around business unit's product and delivery teams and product portfolio, rightsized existing staffing, and set direction for future growth. Develop and own Roadmaps for multiple product lines.
- Drove the consolidation of multiple platforms including Spend Analytics, Sourcing, Auctions, Contract Lifecycle Management, Supplier Management, Procure to Pay, and Invoicing. Lead 3-year roadmap development.
- Developed client and analyst engagement, drove sales, and grew overall cloud-solution platform for enterprise clients for spend analytics, electronic sourcing, reverse auctions, supplier information management, supplier performance management, and contract lifecycle management.
- Recruited, built and lead solutions management, product marketing, and product operations teams. Lead product growth, enhancements, process, and strategic direction for the enterprise products.
- Developed and enabled new operating procedures for performance management, career development, and established KPIs for ongoing business unit monitoring.

VICE PRESIDENT, OPERATIONS 2018 – 2019

Following the acquisition of Source One, lead the business integration of people, processes, systems, and P&L and to develop a unified go-to-market strategy of the combined business.

- Post-acquisition; led consolidation of the procurement and sourcing consultants, IT, human capital, facilities, marketing, accounts payable, accounts receivable, and cross training of sales and production employees.
 - Continued to manage legacy employees, business development, strategy, and P&L of the consulting practice and provide client-facing solutioning to prospects and clients with a heavy focus on new sales.
 - Established a new corporate program management office and executed entrepreneurial operating system (Traction EOS) management strategies to foster a new culture of collaboration and accountability.
 - Led the requirements definition, RFP process, negotiation, vendor selection, and implementation of a corporate financial Enterprise Resource Planning system that processes 18 billion transactions per year.
-

Source One Management Services, LLC**PARTNER AND VICE PRESIDENT, OPERATIONS**, 2010 – 2018**DIRECTOR OF OPERATIONS**, 2005 – 2010**DIRECTOR OF INFORMATION SYSTEMS**, 2003 – 2005

Initially recruited to this small boutique consulting firm that focused on corporate procurement and cost reduction, to digitally transform the business and select and implement enterprise systems and software. Evolved to operations leadership positions and equity partnership with accountability for P&L and delivery of strategic sourcing, category management, contracting, and procurement transformation services for midmarket and Fortune 500 Clients. Managed and built IT, marketing, operations, sales, HR, accounts receivables, and delivery teams.

- Participated in sale to Corcentric, which was seeking to accelerate its expansion of solutions to include procurement and supply chain services and technologies.
- Implemented transparency, metrics, ERP systems, and standards to manage a professional services team and run a cross-departmental, multifunctional Center of Excellence.
- Grew account base to include clients in the manufacturing, distribution, pharmaceutical, healthcare, and professional services sectors, including Toshiba, Starbucks, Blue Cross Blue Shield, Balfour Construction, Otsuka Pharmaceuticals, Movado, Xylem, Lockheed Martin, PSAV, Rush University Medical, Zeiss, and more.
- Led the creation, development, design, product management and strategic vision for SaaS tools designed for procurement professionals enabling RFPs, reverse auctions, CLM, analytics and strategic sourcing.
- Product manager of www.SpendConsultant.com, a web portal leveraging Qlik technologies that provide spend analytics, strategic sourcing, and cost-reduction opportunity assessment tools to corporate clients.
- Built web presence and SEO presence that resulted in millions of dollars per year of inbound business.

Fortera Inc**RISK ANALYST | PROJECT MANAGER**, 2002 – 2003

Recruited to bring manufacturing, information technology, and supply chain expertise to newly formed consulting group, and lead a diverse set of customers and stakeholders, ranging from CEOs to developers to Generals in the US Army.

- Created best practices for selection and negotiation of enterprise software systems, and unified multiple ways of thinking and processes into singular standards.
- Technical manager and content consultant for the US Department of Defense's enterprise integration toolkit. This online toolset consisting of templates, documents and methods defining the best practices in selecting, procuring, and contracting for commercial-off-the-shelf (COTS) enterprise software for the Federal Government and was adopted by the Defense Acquisition University (DAU) as a federal IT procurement standard.
- Program and Project Management for American Institute of Certified Public Accountants.

Earlier career:

Project Manager – Lean Six Sigma Black Belt Lead, Goodrich Corporation: Recruited as a cross-business unit lead to focus on lead-time reduction and material waste reduction. Reduced manufacturing waste by 17% and improved back-office order-to-cash lead times by 25%.

Quality Assurance Supervisor, Goodrich Corporation: Achieved ISO9001:2000 certification for "France Compressor Products" and "Plastomer Products" manufacturing divisions.

Systems Administrator and ERP Implementer, Goodrich Corporation: Oversaw multicompany, multisite installation and implementation of MAPICS ERP system within multiple divisions.

Associate Product and R&D Engineer, Coltec Industries: Mechanical Engineering working in Research and Development. Designed and built first environmentally safe closed-loop cooling system for reciprocating compressors; and invented and achieved a provisional patent for "Turbo Flow" packing case, an improved design on fluid convection heat transfer of what was considered industry for 100+ years.

Education

BS, Information Technology, Minor: Business Analysis, University of Phoenix, Malvern, PA
AA, Electronics Technology, Minor: Mechanical Engineering, Bucks County College, Newtown, PA
Lean Six Sigma Black Belt, National Graduate School of Quality Management, Falmouth, MA

Commitment to Profession

Publishing Credits:

- Co-Author, "Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing," Wiley Corporate F&A, John Wiley and Sons, First and Second Editions
- Lead Blogger and Editor, www.StrategicSourceror.com
- Procurement Industry Publications:
 - SpendMatters, Sourcing Innovation, Supply and Demand Chain Executive, Institute of Supply Management, Buyer's Meeting Point, ThomasNet, Next Level Purchasing, Procurement Leaders, and more.
- Manufacturing Industry Publications:
 - Compressor Tech2 Magazine: Published multiple technical articles and research findings surrounding heat transfer and product development in compressor and high-speed components.

Speaking Engagements:

Frequent speaker and panelist at industry trade shows discussing topics such as: best practices of operations management, strategic sourcing and procurement, technology selection and utilization, process automation and efficiency, change management, performance management and procurement metrics reporting, category management and strategic sourcing training:

- Institute of Supply Management & ExecIn, Global Procurement Leaders Meeting for C-Level above \$1B revenue
- Corporate United (Omnia Partners) – Group Purchasing Organization
- Next Level Purchasing – Procurement Training and Certification Company
- Industry Conferences, Universities/Colleges/Higher Education
- Companies such as: Starbucks, Under Armour, Otsuka Pharmaceuticals

Honors:

- "Pros to Know," Supply and Demand Chain Executive Magazine, 2009, 2013, 2016
- "Gartner Cool Vendor in Procurement and Finance," for developing a free B2B esourcing technology

Investment Advisory

Co-CEO, DPEW, LLC:

Currently providing investment and advisory work for Prepared (preparedapp.com and prepared911.com) A rapidly growing startup focused on reducing the impact of active shooter and other school-security events as well as offering real-time, actionable data from 911 callers, Prepared Live empowers emergency operators to focus on doing what they do best: saving lives.

Dedication to Community

- Volunteer: Pet Rescues, Clothing Drives, Boy Scouts
 - Annual "Discover Scuba" fundraiser. Each year, we select a charity and perform Scuba Diving lessons with proceeds entirely going to that charity.
-