

SUMMARY OF QUALIFICATIONS

Strategic procurement professional with extensive experience in a widely varied arena; from manufacturing to construction to indirect spend. Utilize teamwork methodologies to create synergism between procurement and internal and external customers. Able to flex priorities to business climate changes for optimum results. Adapt experience and professional knowledge to current situations. Experience supervising up to 5 employees.

PROFESSIONAL EXPERIENCE

AGL Services Company (and AGL Resources Company) Naperville, IL

Senior Category Manager – Strategic Sourcing – March 2012 – March 2016

Responsible for >\$100M of construction services and other spend related to installation, repair and service of gas mains and service lines, nationally. Promoted to this position when AGL acquired Nicor Gas.

- Supported merger of Nicor with AGL through education, implementation, and support of Business Units on new procurement policies and procedures
- Saved \$7M over next 5 years through bidding pipeline locate services for Illinois and Georgia locations
- Saved \$1.2M of \$17M spend for spoils disposal of MGP remediation waste through negotiation of bid proposals
- Establishing synergies of supplier base among all divisions through research, analysis, and user buy-in

Nicor Gas Company (an AGL Resources Company) Naperville, IL

Strategic Sourcing Category Manager – Direct Services – May 2010 – March 2012

Management of ~\$80M services spend directly affecting pipeline activities, including construction, engineering, environmental, health, and safety services. Report to Strategic Sourcing Senior Manager

- Established and led internal team to determine best way to organize approved vendors into specific categories using existing, technology
 - Resulted in new, improved process of spend analysis
- Enhanced automated bid process to include Business Units in review of bid results, pre-bid and post bid meetings with significant bidders, and team negotiations
 - Of seven multi-million dollar construction bids for 2010 season, improved process produced >\$1M in savings from budgets
- Accepted transfer of responsibility for stalled ‘courier services’ bid, revised scope of work to actual activity, eliminated 3 inactive routes
 - Generated \$20k savings on \$200K yearly spend
- Developed strategy for sourcing new suppliers for 3 year, \$60M project for pipeline replacement.
 - Developed questions and issued RFI to 12 potential bidders
 - Analyzed results through measured scoring with input from Business Units
 - Narrowed field to 3 new potential bidders, added to 6 current approved sources
 - Issued \$20M bid for Year 1
 - Analyzed results and presented to Team for review and comment
 - Bid awarded to one of new sources because of competitive, strategic process
- Wrote new procedure for contract processing with tracking methodology for improved information cycling
- Extended 4 environmental consultant contracts, totaling \$13.2M spend for year 2011, with no fee increases (historic increases averaged 3% for each of 5 previous years)

Panduit Corp Tinley Park, IL

Corporate Category Manager - March 2007– May 2010

Management of ~ \$150M indirect spend for MRO, construction and facility services for global Panduit locations. Reported to Corporate Director of Indirect Spend

- Engaged General Contractor, coordinated, monitored procurement aspects for construction of a new 250,000 sq. ft. global headquarters to be completed in early 2010
 - Achieved savings of \$1.5M on \$79M spend working with GC through bid process, utilizing many of Panduit’s down-line customers as trade vendors

- Developed and implemented standardized bid process for services contracts, reducing bid cycle time from 4 months to 4-6 weeks
 - Implemented electronic reporting structure that tracked progress of bid projects for users to readily access 24/7
- Consolidated more than 150 suppliers of MRO into one distributor for improved service, better spend leverage

Neumann Homes Inc. Warrenville, IL

Corporate Supply Chain Category Leader - June 2004 – March 2007

Management of ~\$35M in material and labor spend for HVAC, Electrical, Plumbing, and Appliances categories in Mid West Region. Reported to VP of Procurement

- Developed strategic plan to separate purchases of materials from labor in 3 mechanical categories of HVAC, Electrical and Plumbing (\$28M spend) for better cost control
- Implemented standardized bid packages for major phases of construction for accurate and level bid comparisons
- Achieved 1 year total savings of \$2.6M calculated on initial “market basket” bids
- Developed price index of key commodities affecting the category spends as a measure of performance and forecast of price movement
- Replaced two key concrete contractors, improved quality and service, saving \$400K on a \$8M yearly spend

Budget Rent A Car Systems Lisle, IL

Corporate Purchasing Manager - Jan 2000 - Nov 2003

Management of ~ \$40M in yearly purchases of fuel oils and lubricants, automotive and truck repair parts, collateral and forms print management, and P-card program. Reported to Vice President of Purchasing

- Maintained key vendor relationships and continuity of supply through Budget corporate bankruptcy and acquisition by Cendant Corp
- Implemented P-Card program that reduced invoice volume by 30% in first 6 months with savings of \$684K in operating costs the first year
- Established ‘dollar cost averaging’ system for \$25M annual bulk fuel spend
- Reorganized the \$1.3M commercial print purchases generating a first year save of \$190K
- Created electronic Purchasing Manual of specifications, approved suppliers, and standardized purchasing procedures
- Expanded the \$2M fulfillment warehouse program to include Internet ordering and reporting resulting in savings of 14% in warehousing and distribution charges over a two year period

EDUCATION

- Bachelor of Arts degree, DePaul University, Chicago, IL - focus in Visual Communication 2000
- Certified Purchasing Manager (C.P.M.) July 1990 – 2010
- Certified Professional in Supply Management (CPSM) July 2011 - 2016

SKILLS

- Incorporation of the Internet as a tool in strategic and tactical procurement
- Proficient in Microsoft Office, WORD, EXCEL, and PowerPoint software