

PROFILE

A driven individual with a combination of strategic sourcing and contracting expertise, deep industry knowledge of healthcare supply chain as well as market intelligence in a variety of categories. Coupled with 10+ years of diverse experience in supply chain management and healthcare, possesses strong faculties with but not limited to; team leadership, business development, contracting, negotiation, supplier relationship management and strategy. Strong business acumen based on a master's level education as well as significant hands on experience. Ability to communicate both technical and clinical details with appropriate stakeholders or higher-level business information for executives and management.

EXPERIENCE

Senior Contract Manager – BayCare Health System, Tampa, Florida**2018-present**

A leading not-for-profit health care system comprised of 14 hospitals and 190 physician offices throughout the Tampa Bay and central Florida areas.

- Reporting to the Manager of Supply Chain Contracting, serve as Senior Contract Manager with responsibility for all Laboratory, Pharmacy, and Surgery related contracts system-wide
- Led contracting efforts for Pharmacy Distribution totaling **\$165M+** in annual spend and **\$14M+** in total savings through collaboration with supplier partners and Pharmacy senior leadership
- Led a system-wide Pharmacy Vaccine initiative totaling **\$11M+** in annual spend by standardizing utilization and mitigating significant cost increases across the system
- Led an Inhaled Anesthetics initiative totaling **\$5M+** in spend and **\$1.2M+** in total savings over the contract term through a successful system-wide conversion and standardization effort
- Negotiated **\$3M+** in realized savings across existing Laboratory and Surgery contracts and added **\$1M+** in new contract spend through business development efforts
- Collaborate with Value Analysis and participate in all Laboratory, Pharmacy, and Surgery related meetings to drive cost savings and standardization system-wide
- Negotiate with vendors to ensure favorable contract terms based on applicable volume, market share, order frequency and payment terms
- Analyze supply data and monitor contract performance to identify new business opportunities based on volume, cost, quality, and feasibility of implementation with the assistance of the support teams

Manager, Supply Performance Improvement – Vizient Southeast, Tampa, Florida**2013-2018**

A regional office of Vizient Inc. (VHA), serving 20+ members in Alabama, Florida, Georgia and the Virgin Islands.

- Reporting to the VP of Finance, served as Supply Chain Manager on a variety of initiatives, including physician preference items, for members with spend in excess of **\$1B+** and **9,000+** beds
- Developed and maintained purchase database comprised of **15+** members and **\$1B+** spend
- Developed supply dashboards consisting of KPI and cost reduction metrics through data mining and analytics for C-Suite leadership at the Board level
- Directed and administered analytics, contracting, negotiation and reporting in support of regional standardization initiatives which resulted in **\$25M+** realized savings for participating members
- Served as Lead, Analytics for the CJR (Joints) bundled payments model mandated by CMS impacting **\$70M+** in spend and collaborated with the Healthcare Delivery System Transformation team to provide hospital-specific strategic recommendations to both meet and exceed industry targets
- Developed an Orthopedics tool integrating physician cost and quality data, and reimbursement metrics while identifying a **20%+** savings opportunity across the membership
- Developed pricing matrix strategies for a variety of product categories through market analysis leading to **\$360K+** savings (**22%**) and increased standardization throughout the regional network

Senior Data Analyst/Project Manager - MedPricer & DataPros, Tampa, Florida

2012-2013

Nationally prominent data and decision support company supporting large healthcare networks. Company provided expert solutions in the arena of supply chain data, cleansing, and analytics.

- Reporting to the VP of Information Services, served as Project Manager on sourcing initiatives totaling \$1M+ in contract value and worked with clients to facilitate the eSourcing process
 - Specialized in RFP strategy and creation, contract review, and financial analysis
 - Facilitated the RFP process on behalf of large health systems and provided analysis of financial impact and contract terms for each RFP
- Data Coordinator for the data and sourcing teams including process flows and daily communication
- Content deliverables included benchmark analyses, spend reporting, and UNSPSC categorization through the use of SQL Server

Contract Analyst II, Purchasing - Tampa General Hospital, Tampa, Florida

2011-2012

A private, not-for-profit, 1,000+ bed teaching hospital. Tampa's only Level I trauma center and one of the region's largest employers with 6,500+ employees.

- Reporting to the Director of Purchasing, served as Lead Analyst with responsibility for 100+ contracts inclusive of supplies and services with the goal of generating savings
- Analyzed \$20M+ in spend to evaluate the financial, clinical and logistical impact of a variety of initiatives and identified \$3M+ in savings opportunities
- Negotiated contract pricing, established terms and conditions, and amended contract language
- Provided cost analytics, forecasting, benchmarking analysis and other decision support
- Worked with national GPO's to execute contracts and optimize utilization
- Served as a committee member of the OR Value Analysis team with the VP of Surgery Services, Nursing Leads, and Operations Management on a monthly basis
- Drafted Requests for Proposals (RFP's) and coordinated entire bid projects

Contract Analyst - HCA Central Atlantic Supply Chain, Richmond, VA

2009-2011

Largest for-profit, private operator of health care facilities comprised of 160+ hospitals.

- Reporting to the Director of Contracting, served as Analyst providing analytical and decision support to 14 hospitals across 6 markets
- Analyzed \$3M+ in spend on identified medical products and services to evaluate financial impact
- Identified savings opportunities of \$580K based on quantitative and qualitative analysis in both clinical and non-clinical areas and realized in excess of 60% of the identified savings
- Developed ad-hoc market share reports to conduct data analysis for strategic decision making
- Managed business processes with Physician Owned Vendors to ensure compliance
- Developed surveys to determine division wide utilization patterns
- Supported Director of Contracting and Business Diversity to promote vendor diversity across the organization
- Supported the Division Director, Supply Chain Directors, Accounts Payable, Purchasing, and Customer Service in resolving issues related to contract performance
- Attended Supply Management Action Team (SMAT) meetings locally and communicated contracting updates on behalf of the Division

Account Manager/Contracting Advisor - AIM Healthcare (Ingenix), Falls Church, VA

2009

National leader in the field of payment auditing (detecting and managing inaccurate medical bills to prevent errors as invoices and payments are generated). Acquired by Ingenix in 2009.

- Identified \$1M+ in payment discrepancies resulting in \$100K+ profit for the company
- Executed credit balance audits in Northern Virginia's hospital sector and developed relationships with healthcare providers to fulfill contract obligations to healthcare claim payers
- Managed accounts, analyzed contracts, identified and prevented over payments on claims
- Collaborated with assistant regional director on projects to increase profit revenue and profit margins

Administrative Resident - Chesapeake Regional Medical Center, Chesapeake, VA

2007-2008

A not-for profit, 310 bed community hospital.

- Developed an Orthopedic Cost Reduction program producing cost savings of \$500K+ (**20% cost reduction**), while increasing Physician buy-in and standardization
- Assisted CEO and senior management with projects including weekly reporting of hospital indicators, monthly performance dashboards, and maintenance of the Strategic Plan
- Analyzed patient satisfaction scores to determine specific areas of focus and improvement
- Completed facility-wide length of stay analysis to determine Physician outliers and opportunities for reduction
- Participated and assisted with Joint Commission Survey (JCAHO) accreditation
- Led development of nurse scripting efforts to improve patient satisfaction scores
- Exposed to Hospital Authority Board, Medical Executive Committee, and Executive Management team meetings discussing hospital Strategy, Operations, Finance, and Information Technology

Information Services Intern - Bon Secours Richmond Health System, Richmond, VA

2006

A not-for-profit, 4 hospital IDN.

- Completed a Emergency Department Process Improvement study analyzing over 1,700 IT software and hardware issues across 4 facilities to determine areas of long term focus
- Managed multiple interfaces including HR payroll and scheduling systems
- Assisted CIO and Customer Service managers with reporting and administrative duties

TECHNICAL PROFICIENCY

Software: Microsoft Office Suite 2010 (Word, PowerPoint, Access, Excel), Visio

Business Intelligence: Business Objects, PMM Reporting, SharePoint

Materials Management System: McKesson Pathways Material Management (PMM), Lawson, OPT

Database: Microsoft SQL Server

EDUCATION

Certified Material Resource Professional (CMRP)

Anticipated 2019

Anticipated completion by end of 2019

Virginia Commonwealth University – MCV Campus (Richmond, Virginia)

May 2008

Master of Health Administration

Certificate in Health Information Technology (HIT) Leadership achieved as result of an Internship (2006)

Virginia Commonwealth University (Richmond, Virginia)

May 2005

Bachelor of Science, Major; Finance, Minor: Economics

PROFESSIONAL AFFILIATIONS AND SERVICE ACTIVITIES

- Association for Healthcare Resource & Materials Management (AHRMM) - Member
- AHRMM, Suncoast Chapter - Member