

SENIOR-LEVEL SUPPLY CHAIN MANAGEMENT • PROCUREMENT • OPERATIONS

Category Management | Logistics | Quality | Lean | Change Mgt | EPC | Global Sourcing | Asset Mgt | Analytics | Budgets

Change Agent with over 20 years of Supply Chain & Operations experience optimizing global Supply Chains, procurement strategies, logistics, and risk management to drive cost efficiency and operational excellence. Proven success in leading global cross-functional teams, developing supplier partnerships and implementing advanced supply chain technologies across multiple industries, including Manufacturing, Technology, EPC, Oil & Gas, and Data Center Construction. Adept at leveraging data analytics, digital tools, and forecasting models to enhance demand planning, and supplier performance.

Work History

DeltaCore LLC, (*contract-based work between permanent engagements*) Houston TX 2017 to Present

Founder: DeltaCore LLC is a boutique procurement and supply chain advisory firm providing interim/supplemental leadership and Owner's Representative support to mission-critical and capital-intensive industries, with a current focus on large hyperscale data center new-construction programs.

Confidential Hyperscale Projects, Nationwide, Procurement Advisor

- Serve as Owner's Rep procurement advisor on multiple hyperscale data center new-construction projects, supporting greenfield and campus-scale developments.
- Develop and manage long-lead equipment (LLE) procurement plans, aligning OEM capacity, manufacturing schedules, FAT requirements, and delivery sequencing with construction and commissioning milestones.
- Build project procurement plans, risk dashboards, tracking dates, committed delivery, float erosion, and mitigation actions.

CBRE, Houston TX (\$32b commercial real estate and data centers) Sr Director of Procurement

- Development of a procurement strategy for the CBRE Data Centers division by analyzing spend and supplier capabilities and aligning the proper partners based on their capabilities with sourcing of generators, chillers, UPS, electrical, HVAC, & cabling.

Strategic Materials, Houston TX (largest glass recycler) Director of Supply Chain

- Streamline of the transportation network for the largest aggregates glass recycler in the US.

Meriplex Solutions, (*PE-owned, hyper-growth \$500m MSP/MSSP Technology company*) Houston TX 2022 to 2023

Vice President of Supply Chain: Reporting directly to the CSO, strategically consolidated spend across existing and acquired (6-8/yr) companies and managed all Vendor Relations, Procurement (SaaS licensing & hardware), and Logistics functions.

- Spearheaded the centralized procurement across entities, achieving a **20%** cost reduction in SaaS licensing categories.
- Hands-on design and initiation of a centralized warehouse for distribution to enhance supply chain efficiency and inventory accuracy, including layout, setting min/max, kanban levels, cycle count policy, etc.
- Developed policies and procedures to control overall indirect spend including the DoA's, credit cards, subsistence, etc.
- Installed comprehensive supplier performance KPIs and compliance frameworks, improving operational transparency.

QuarterNorth Energy, (*formerly Fieldwood Energy LLC, independent \$2b GOM offshore operator*) Houston TX 2019 to 2022

Director of Procurement: Reporting directly to the CFO, centralized the procurement function and provide strategic and operational oversight.

- Managed **\$1.5b** in annual procurement spend, driving cost reduction initiatives that delivered **24%** average savings across major categories utilizing the Kearney 7-Step process while ensuring HSE performance.
- Established Amazon Business Services (ABS) to support 450+ offshore platforms by integrating Coupa and ABS catalogs.
- Large volume sourcing negotiations of drilling and production chemicals (polyglycols, paraffin, demulsifiers, etc.) used across shelf and deepwater applications from suppliers such as Coastal, Clariant, Champion X, etc.
- Implemented Enterprise-wide Coupa (P2P) system, enhancing pre-spend authorization and enabling real-time cost visibility.
- Achieved 1st place in company-wide independent survey of "Most Impactful Department", up from near last prior year.
- Guided organization through Ch 11 restructuring, securing reduced supplier settlements while ensuring operational support and protecting cash flow.

Frank's International, (*\$1.2b 75+ year old upstream casing company*) Houston TX 2014 to 2017

Director of Global Supply Chain: Reporting to the CFO, responsible for overall global Supply Chain (Procurement, Logistics, Fleet, Assets) strategy and execution.

- Directed a team of 90+ professionals, overseeing procurement, logistics, fleet, and asset management across 75 locations.
- Developed and implemented a Sales and Operations Planning (S&OP) process, reducing capital expenses by **80%** through improved utilization across **\$1.3b** asset fleet.
- Extensive cultural transformational change management implemented to achieve the desired results.
- Led lean initiatives that identified and executed cost-saving opportunities exceeding **\$100m**.
- Established global logistics compliance programs, enhancing efficiency in customs and trade operations.

Aker Solutions, (*\$8b Norwegian EPC*) Houston TX 2011 to 2014

Sr Director of Supply Chain & Mfg: As a top executive reporting to the President, held overall responsibility for Supply Chain, leading a group of 11 Direct Reports (40+ professionals) to develop a high-performing supply base.

- Defined and executed a regional supply chain strategy supporting major EPC and subsea projects for global clients like Exxon and Shell while ensuring Center of Excellence(COE) global compliance.
- Reorganized procurement into a Project Procurement Model to ensure faster response times, risk aversion, budget attainment and improved supplier alignment.
- Reduced total project costs by **18%** through enhanced supplier negotiations and logistics optimization.
- Led compliance initiatives ensuring adherence to Health, Safety, and Environmental (HSE) standards.

Hewlett-Packard Company, (*\$130b technology conglomerate*) Houston TX 2006 to 2011

Global Supply Chain Strategy Manager: In charge of optimizing the Global Supply Chain for Displays (\$3 billion/yr.) GBU supporting the matrix Personal Systems Group portfolio.

- Provided Supply Chain expertise for supplier selection and procurement of over \$2b in annual spend.
- Established regional manufacturing in Eastern Europe, resulting in \$30m+ in annual duty avoidance through close coordination with HP Engineering and Supplier's Engineering and Manufacturing.
- Acted as in-house consultant to focus on Supply Chain efficiencies across the globe.
- Led large cross-functional and cross-regional matrix teams focused on cost, quality, and complexities across the globe, ensuring the reliable supply of over 22m+ displays annually.

Qualifications

- *Multi-industry – Energy, EPC, Technology, Data Centers, Aggregates, Consumer Manufacturing, Construction, & Retail.*
- *20+ years of Global Supply Chain Management, contract negotiations, building & leading teams, financial & budget controls/oversight, MRP/DRP/S&OP inventory optimization, category management, global logistics & fleet mgt.*
- *10+ years Executive leadership reporting to C-level.*
- *Chapter 11 optimization, Change Management, TCO, Six Sigma, Lean principles Quality Mgt. & HSE philosophy.*
- *Procure, Outbuild, Primavera P6, SAP, JDE, Coupa, Oracle, NetSuite, ConnectWise, OGSys, PowerBI, and various AI platforms.*

Key Skills

- **Strategic Leadership & Vision:** *Expertise in formulating and executing global supply chain strategies aligned with corporate objectives.*
- **Procurement & Supplier Management:** *Skilled in global sourcing, contract negotiations, and cost optimization through category management.*
- **Supply Chain Planning & Inventory Control:** *Proficient in demand forecasting, production scheduling, and inventory optimization.*
- **Logistics & Distribution:** *Experience in global logistics, private fleets, warehousing, and 3PL management to enhance operational efficiency.*
- **Risk Management & Compliance:** *Strong background in mitigating supply chain risks, ensuring regulatory compliance, and enhancing resilience.*
- **Technology & Innovation:** *Advocate for digital transformation, AI-driven analytics, and ERP implementation for enhanced decision-making.*
- **Team Leadership & Development:** *Proven ability to recruit, mentor, and develop high-performing teams across diverse global markets.*

Education

LeTourneau University – *Bachelors of Business Administration*