

R. JOHN POPOLIZIO, C.P.M., PMP

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Career Objective

Sourcing manager involving development of technology using category management, strategic sourcing, and project management strategies.

Summary of Qualifications

Sourcing manager with over 15 years of supply chain management expertise: strategic sourcing, category / project management and contract administration.

- A risk strategist developing electronic commerce and branded technology while communicating business exposure and savings reward to management.
 - A leader and key member of the team with extensive knowledge of project management discipline: reporting, RFI / RFP, statement of work, SLAs and pricing.
 - A savvy Technology manager solving sensitive, time-critical issues with goal-oriented organizational skills using a logical decision making process. Able to build strong value-added relationships with business units, cross-functional teams and suppliers.
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PROFESSIONAL EXPERIENCE

UBS AG

2007 – Present

Associate Director

- Negotiated financial services Software, ASP and Professional Services agreements across UBS FSI, UBS Bank, UBS International Wealth Management for development projects, IT, Client Reporting, and FA support.
- Completed firm wide Cluster Seven “Excel / Access” Project with \$2MM savings.

Devon Procurement Advisors L.L.C.

2001 – 2007

Consultant

Client: UBS AG 3/06 – 6/07

- Negotiated Software Agreements across projects as described above.

Client: Novartis 11/02 – 1/05

- Reviewed \$20MM telecom spend for: (i) Global long distance (\$10MM savings), (ii) Network Management Services (\$546K savings), (iii) Mobile Service (\$521K savings), (iv) Local traffic (\$34K savings) for 50+ North American inter-divisional sites and (v) MPLS implementation. Investigated patterns of existing communications spend and identified areas for cost optimization and contractual review.

Client: J.P. Morgan Chase 2/02 – 10/02

- Responsible for client’s Master Consulting Agreements / Application Development Task Orders: Accenture, Modis, Alijon, for outsourcing to near shore and offshore sites. Obtained retention level incentives, training credits, selection warranty and favorable rates for vendor and VMO usage.

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- Provided sourcing expertise for Cap Gemini Ernst & Young effort(s) for business process reengineering of retail bank customer on-boarding: Engagement, Software, Integration RFxs.
- Negotiated Hosting Agreements for IDT Horizon bond trading application.
- Obtained 13.7% rate reductions from 27 firms for Consultants / Independent Contractors – savings exceeded \$550,000. - Obtained new rates from 17 firms across 9 states for 8 job classifications and 7 levels. - Drafted and negotiated contract documents - Task Order / SOW for Vendor Management of 425 consultant firms to one preferred firm. Value exceeds \$200 M.

iNAUTIX TECHNOLOGIES / CSFB*direct*, Jersey City, New Jersey **Manager, Contracts / VP, Financial Services**

2000- 2001

- Negotiated in excess of 250 key technology, services, facilities and content agreements with Cisco, SpeechWorks, Metromedia Fiber, BMC Software, Internet Security Systems, Sungard, XO Communications, Cable & Wireless, Bloomberg, First Call, Bridge, Reuters and Informatica totaling over \$110 million.
- Assisted in the build out of facilities for domestic and international offices: India, Chicago, etc.
- Defined Policies, reporting, implemented Contract / Software Database, and Standard Agreements.
- Aggregated agreements with parent corporation: hardware, recruiters, consultants.
- Highlighted team savings via a Cost Savings Report for executive staff review. Designed monthly and quarterly activity reports. Managed contracts team including Contract Database Administrator.
- Developed corp-wide inter-divisional relationships to reduce lead times, and facilitate savings.
- Assisted in the building of a call center based system(s) with voice recognition capabilities for customers.

UNITED PARCEL SERVICE, Mahwah, New Jersey

1993-1999

Senior Contracts Supervisor, Customer Automation, Applied Research and Development

- Ensured on-time delivery of goods and services for large scale “phased” projects from R&D thru international deployment via strategic planning, supply chain management, process improvement and communications.
- Implemented national “800” number service agreement requiring two service providers: ATT & Sprint.
- Negotiated national software upgrade of 40,000 PCs for \$15,000,000 for “UPS OnLine Pro” by IBM.
- Grew “TeleShip Philips/CPS Europe Project”, a \$72,000,000 pre-Internet screen phone initiative. Team integrated e-business screen phone, printer and software development with \$10,000,000 savings.
- Outsourced HR benefits processing and regulatory compliance representing a \$3,000,000 software, professional services and timeshare contract for corporate “Turnkey Flexible Benefits Program”.
- Developed co-business services agreement between R & D and Rockwell for IT consultants for integrated facilities automation. Negotiated key property clause.
- Implemented Category Management, teaming and branding of a family of domestic and international desktop software systems for:

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UNITED PARCEL SERVICE (Cont.)

Large Customers - "UPS OnLine Professional" negotiated \$60,000,000 1st year savings and detailed Statements of Work. Aggregated account management and purchases for desktop hardware.

Medium Customers - "UPS Online Office" guided UPS Management in an Intranet product launch of 20,000 printers/scales/API software valued at \$10,000,000, and follow-up 100,000 (+) orders.

Small Customers – "UPS OnLine WebShip" Researched and conducted review of Internet appliance with 250,000 unit target.

- Gained extensive experience with various "Big 5" and other senior consultants and principals. Developed projects with Deloitte & Touche, Price Waterhouse, Hewitt Associates and Allen Bradley.
- Managed multi-phased growth of a "Turnkey Integrated Voice Response & Network Software Project". Pitched state of the art system to staff. Reduced phone center costs from \$2.00 to \$0.78 per call.
- Managed IBM Client Team: Stress Tests \$1,200,000, Hub Concentrators \$3,340,000, FEP Leasing \$4,100,000.
- Guided acquisition and growth of a "Vision Sort Software Development Project". Presented technology and white papers to management. Assisted software developers from by conception to completion.
- Selected and managed relationships with 7 national "branded" hotels to accommodate 25,000 room nights per year for corporate training and meetings. Implemented a leased fleet of 25 vehicles.

MTA/NYC TRANSIT, *Brooklyn, New York* Senior Contracts Manager, Technical Services

1987-1993

- Implemented \$10,000,000 NYC WAN/LAN linking over 50 properties to a Network Control Center.
- Led team on negotiation for bus radio trunked software system and control facilities throughout the Metropolitan NYC area. Represented \$42,000,000 project with 25% cost savings.
- Purchased bullet resistant vests for police officers, office supplies, newspaper advertising, print services.

Other Assignments with: Harris Corp. 1982 - 1985, Magnavox Electro-Optics Systems 1985 - 1987.

EDUCATION

MBA, *Logistics/Information Science*, FLORIDA INSTITUTE OF TECHNOLOGY, Melbourne, Florida. 1983
BS, *Management Science and Psychology*, STATE UNIVERSITY OF NEW YORK, Geneseo, NY, 1980.

PROFESSIONAL TRAINING

INSTITUTE OF SUPPLY MANAGEMENT (ISM) – Lifetime Certified Purchasing Manager – C.P.M. / APP, Feb 2002.
PROJECT MANAGEMENT INSTITUTE (PMI) - PMP certification - March 2005, Recertified 2010.
ISM – Annual Conferences and Symposiums – 2002 – 2011.

OTHER

ISM-NY Report on Business Co-Chair – 2005 – Present. Microsoft, Excel, Powerpoint proficient.
Extensive travel in Europe, Asia and the United States, FAA Licensed Pilot.
Volunteer Meadowlands Medical Center – 2009 - Present
U. S. MARINE CORPS, Sergeant, Avionics Systems - AV-8A Harrier "V/STOL Jet."