

EXECUTIVE SUMMARY

Corporate leader with extensive experience in Strategic Sourcing, Logistics and Corporate Finance.

Managed procurement spending of \$35B+ and a complex corporate real estate portfolio including data centers, laboratories, call centers and general administrative facilities. 15+ years in Supply Chain functions, creating best in class strategic sourcing, logistics, and procurement organizations. Designed and led high-impact business transformation initiatives which resulted in increased profitability and productivity and improved customer experience. Implemented systems and accounting best practices impacting 200,000+ employees. Solved high exposure critical business problems while leveraging technology and setting strategic direction in various capacities from Controller and Chief Procurement Officer to Senior Vice President of Global Real Estate.

Analyzed merger and acquisition opportunities and developed corporate plan for presentation to Board of Directors.

EXPERIENCE

Howard University School of Business (2020 – Present)

Director - Center for Excellence in Supply Chain Management

Responsible for the education of Undergraduate and Graduate students in supply chain processes, analytics, and strategy. Graduate/Undergraduate programs ranked 28th in U.S. by Gartner Group.

Manages Advisory Board consisting of Chief Procurement Officers of the top global Supply Chains. Continuous focus on new techniques, challenges, and solutions. Lead students in the delivery of consulting projects, coordinated with Fortune 100 companies and top tier consulting firms. Focus on analytical and implementable solutions.

TPW Associates, Incorporated (2012 – Present)

CEO 2012 - Present

Leads strategy consulting firm - advising clients on financial and business strategies for greater operational performance, business efficiency and growth. Clients include small and medium sized enterprises, business consulting firms, non-profit organizations, and government agencies. Consulting roles and areas of focus include:

Strategic Business Consultant

- Ensuring legal and financial compliance across private and public sector activities
- Building infrastructure processes and systems to meet strategic growth plans.
- Developing strategic client relationships to drive incremental revenue growth.

Strategic Sourcing and Procurement Projects

Established supplier diversity and strategic sourcing process for hospitals and universities in the District of Columbia:

- Assessed organizational design and cultural readiness for strategic sourcing and supplier diversity
- Reviewed current processes and benchmarked vs. best practices for corporate strategy, vendor management, procurement, strategic sourcing, and systems.
- Identified customized implementation strategies and required resources to move toward best practices.
- Spend growth from \$5M to \$250M.

Designed procurement processes, documents, and templates to establish a Supply Schedules in accordance with local regulations:

- Built a customized user-friendly solicitation tool, replacing traditional RFP and used to select suppliers
- Trained procurement staff and over 50 Agencies on new process, tools and templates.
- Educated and trained the local supplier community on the impact of participation and the detailed requirements to participate, including the solicitation process.
- Developed framework for establishing a web-based site for solicitation and award process
- Created and implemented workshop/training for new suppliers, County agencies and staff to include training materials and web-based training.
- Prepared a change management solution for the transition and transfer of knowledge to County staff as required. Provided recommendations for program sustainability.

Developed procurement and accounts payable policies, transformation roadmaps and training plans for local government school system:

- Designed a roadmap for transformation of the procurement process at the Prince George's County(MD) Public

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School System.

- Completed an intensive assessment and audit of current practices and a roadmap to best practices. The review included plans to optimize people, technology, and processes.
- The final project was presented to and approved by the CEO of Prince George's County Public Schools.

Developed and implemented the strategic procurement transformation of national phone company in the Philippines. Completed detail review of as is purchasing process and designed path to implementation of strategic sourcing.

AMPCUS (2013 – 2022)

Consultant/Advisory Board

- Ensured legal and financial compliance across private and public sector activities
- Building infrastructure, procurement, payables processes and systems
- Developing strategic client relationships to drive incremental revenue growth
- Driving external focus on Ampcus via targeted C-suite executives and platforms
- Supporting Testing Center of Excellence for various Federal Government financial institutions by reviewing processes and developing growth strategies

Verizon Communications (1982 – 2012)

Senior Vice President, Chief Real Estate Officer

A step down from the CEO and reporting to the Group President of Verizon Services Organization, accomplishments included the development and implementation of best-in-class procurement practices, consolidated energy management savings, a significant reduction portfolio square footage and the leadership of a 3,000+ person organization globally.

- Managed complex union and non-union global talent pool included employees and contractors.
- Realized \$150M+ (8%) annual Real Estate savings; Reduced Real Estate Square Footage by over 13M.
- Constructed and upgraded state of the art laboratory and data center space.
- Re-engineered processes for improved customer experience with measurable results

Vice President, Chief Procurement Officer

Reporting to the Senior Vice President of Logistics & Procurement, accomplishments included consolidating disparate procurement organizations worldwide, managing a \$35B in procurement spend across all critical categories and leading a team of 500+ finance and procurement professionals. Led CEO's strategy to integrate supplier diversity initiatives, landing Verizon in the prestigious Billion Dollar Club and increasing spend to \$3.7B.

- Procurement savings of over \$2B annually, 10% of corporate spend.
- Developed and implemented global procurement processes and procedures
- Designed and implemented supply chain and purchase to pay solution via SAP and Ariba
- Developed international network equipment and enterprise software strategies.
- Designed and executed managed service provider plan, including company-wide IT solution.
- Analyzed merger and acquisition impacts and achieved savings, exceeding financial market expectations.
- Implemented supplier relationship management and outsourcing optimization strategies.
- Developed and implemented logistics strategies and end-to-end supply chain processes to support large-scale telecommunications network expansion, including warehousing, inventory management, and last-mile delivery coordination.

Held various high visibility positions of increasing responsibility in a dynamic, technology driven enterprise.

Vice President/Controller

Directed financial operations including, Procurement, Fixed Assets, Accounts Payable and Payroll. Managed organization through the largest financial restatement in history, including a \$38B complex impairment of assets, intangibles, and good will. Compiled and presented information to the Board of Directors, including merger and acquisition impact analysis.

Director of Strategic Procurement

Controlled procurement of \$3-4B annual spending. Designed and implemented global strategic sourcing process and achieved over 10% annual savings. Seamlessly transitioned to the SAP financial system across the Procurement organization. Provided leadership and oversight for Supplier Diversity Program.

Director of Accounting Operations

Directed geographically dispersed staff of over 250. Organizational responsibilities expanded based on success. Managed Accounts Payable, Property Accounting, Property Tax and Labor Accounting and Records Management. Developed strategy and directed implementation of a web-based purchasing system, migrating Company from paper to e-commerce.

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Director of Corporate Planning

Analyzed merger and acquisition impact. Led process to complete annual revenue, expense, and capital plans across diverse business units. Prepared comprehensive plan documents for presentation to the Board of Directors.

Director of Technical Planning and Budgets

Controlled and allocated \$6B annual capital and operating plans for Engineering, Information Technology and Network Operations. Developed new route construction plans based on analysis of traffic trends and financial costs, achieving optimal network configuration.

BUSINESS PROCESS TRANSFORMATION PROJECTS

- Created and implemented tools and methodologies to reduce cycle time for various accounting operations functions, including Accounts Payable, Payroll, and Asset Accounting.
- Implemented and automated enterprise-wide records management strategy, resulting in improved compliance and controls.
- Standardized financial analysis and planning process for innovative technology rollout.
- Transformed various organizations, increasing strategic output, improving analytical skills, and creating high-performance teams.
- Revamped global real estate operations and structure to improve accountability and customer responsiveness.
- Centralized disparate sourcing and procurement functions, resulting in global synergies savings; Implemented enterprise-wide best practices, impacting 200,000+ employees via cross-functional teams.
- Developed new processes and systems, transitioning 80,000 employees to paperless, e-commerce efficient processes.
- Transformed call center procurement strategy. Developed and implemented national and international call center organizations.

LEADERSHIP ROLES HIGHLIGHTS

- Senior Vice President Corporate Real Estate (Worldwide), Verizon
- Vice President and Chief Procurement Officer, Verizon
- Vice President and Controller, MCI
- Chief Procurement Officer, MCI
- Director Corporate Planning and Financial Analysis, MCI
- Procurement Council Chair, US Hispanic Chamber of Commerce
- Board of Directors Women's Business Enterprise Council (WBENC)
- Secretary, Board of Directors Women's Business Enterprise Council (WBENC)
- Chair, Procurement Committee, Women's Business Enterprise Council
- Board of Directors, CoreNet Global

NON-PROFIT BOARD SERVICE

Board of Directors, Ivy Community Charities of Prince Georges' County

Board of Directors, National Minority Supplier Development Council (NMSDC)

Board of Directors, Women's' Business Entrepreneurial Council (WBENC)

EDUCATION

Wharton School of Business, University of Pennsylvania, MBA, Finance (1980)

Stanford University, BA, Communications. (1978) Completed coursework in three years.

OTHER

Alpha Kappa Alpha Sorority, Incorporated (Iota Gamma Omega Chapter)

Chair: Leadership Committee, Ways and Means Committee

The Links, Incorporated (Treasurer, Mount Rose (MD) Chapter)

Woodmore Homeowners' Association (Treasurer)