



## **Gary Nelson**

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### ***PROFESSIONAL EXPERIENCE***

*Senior Director Strategic Sourcing, Medimmune, Inc.: 2006-2008*

Manage three teams for a total of 28 people. Managed up to six projects on a regular basis. I was responsible for the implementation, hiring and training of a Strategic Sourcing team as well as the centralization of the Procurement and Meeting & Events teams. I was responsible for the drafting of Policies and Procedures in regards to Procurement, Sourcing, Meetings & Events, Government Subcontracting as well as Travel and P Cards. I was also responsible for the implementation of the SAP eRequisition suite as well as the SAP SRM suite for eSourcing.

#### ***Procurement:***

##### *Achievements:*

- Implemented an electronic requisition process within SAP for 5 US sites in under 9 months
- Reduced the cycle time for purchase orders from 45 days to 3 days
- All buyers have started CPM training

#### **Sourcing:**

Managed a total spend of \$520 million across all categories of Direct and Indirect Spend. By the use of a sourcing methodology, RFI/RFP's, reverse auctions and a well defined negotiation strategy the following achievements were made:

##### *Achievements:*

- Achieved a total of \$40 million in savings in less than 24 months.
- Developed relationships in key areas of spend that have yet to be sourced.
- Owners of the Government Subcontracting responsibilities.
- Implemented the SRM sourcing tools within SAP. This tool provides Sourcing with electronic RFI and RFP tools as well as Reverse Auction capabilities. The auction resulted in an average of 45% reduction in cost with no vendor changes.
- Used eSourcing tools for over 40 RFI/RFPs and 10 reverse auctions. Categories covered were:
  - A&I
  - TMP
  - Travel
  - Raw Materials
  - Packaging
  - Indirect
  - Professional Services
- Implemented the company's first eCatalogs for Lab Supplies, Office supplies and Computer Hardware.
- All Sourcing Experts attended Sourcing Methodology and Negotiation Training.



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### **BRISTOL MYERS SQUIBB: 1992-2006**

*Director Chemicals Global Strategic Sourcing: 2003-2006*

Managed a global, cross divisional team in charge of the global chemicals spend for Bristol Myers. The team managed a budget of around \$400 million. The items managed are the chemicals related to the production of final products as well as intermediates. The team was responsible for all aspects of the supply agreements related to chemicals. This includes: contract negotiations, market updates, supply chain, identification of new suppliers, managing qualifications of new materials/suppliers. I was also responsible for the management of 4-6 projects on a regular basis.

*Achievements:*

- Achieved savings/cost avoidance of \$3.8M through the application of Standardized Sourcing methodology.
- By the use of a sourcing methodology, RFI/RFP's, reverse auctions and a well defined negotiation strategy I saved an average saving of 15%/year.
- Used SAP, Arriba, Frictionless and AS400 systems tools to understand spend.
- Developed Supplier Relationship Management Program to ensure that annual plans were completed for all identified strategic and principle packaging suppliers. Organized/Lead appropriate workshops that resulted in cost reductions in 2005.
- Identified new areas of spend opportunities in which the supply chain sourcing group could add value through the application of our sourcing methodology. Able to gain alignment with key divisional stakeholders and deliver \$3.8 million annual savings benefits.
- Developed and implemented a program outline that pools the Direct Spend Team's analytical and administrative resources and properly utilizes individuals' time to support Category Leader's and team goals while providing members professional growth opportunities.

*Associate Director Chemicals Global Strategic Sourcing: 1997-2003*

Managed global contracts for the global chemical purchases within Bristol Myers Squibb. Directed a cross-divisional chemical spend of \$300 million dollars. This spend focused on all raw materials for the Pharmaceutical, Consumer and Nutritional divisions to include OTC actives but excluding A&I. Developed strategies, negotiated new prices and implemented long term contracts for all future purchases worldwide. Evaluated new savings opportunities. Managed the Chemical Purchasing Managers at the sites. Managed cross-divisional, cross-functional teams evaluating new opportunities. Responsible for all chemical and OTC sourcing from China. This includes identification of the supplier, site visits, negotiations and establishing the supply chain.

*Achievements:*

- Reduced the supplier base while maintaining a 15-20% savings level by use of an established sourcing methodology, RFI/RFP's, reverse auctions and a well defined negotiation strategy.
- Implemented several supplier changes on a global basis.
- Negotiated long term contracts with the top suppliers.
- Developed a company wide database that provides immediate information on all chemical purchases worldwide.
- Used SAP, Arriba, Frictionless and AS400 systems tools to understand spend.
- Worked with the Technical Group to develop a Global qualification procedure.
- Initiated several global raw material qualifications.
- Lead a team that implemented the Frictionless Suite for eSourcing.



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### *Chemicals Team Global Strategic Sourcing: 1996-1997*

Member of the Chemicals Team for the Global Purchasing Initiative to evaluate current purchasing procedures of chemicals across all divisions including North America, Europe, Latin America and the Pacific Rim.

#### *Achievements:*

- Saved 20% of the chemical spend through leveraging global manufacturers.
- Technical advisor for Supply Chain Management Team that saved 40% in chemical purchases through volume leverage and review and change of the internal specifications.
- Negotiated and implemented global contracts resulting in significant savings while increasing the quality and service levels.
- Developed methodology for strategy and negotiation processes to be used in Global Strategic Sourcing.
- Technical and regulatory advisor for the Chemicals Team, evaluating all Chemical purchases.
- Participated as a team member for the implementation of SAP and Arriba to over 25 sites worldwide.

### *Senior Supply Manager: 1995-1996*

- Responsible for the purchase of Vitamins, OTC actives, excipients, Inorganic and Active and inactive ingredients for Bristol Myers Squibb and Mead Johnson, Evansville IN. Provided technical as well as purchasing support to Supply Chain Management teams across the North American Sites.

### *Senior Process Engineer Assistant Worldwide Pharm Tech: 1992-1995*

- Responsibility for product support in Production as it related to problems with raw materials, equipment and processes. In addition, OQ/PQ for new equipment and systems, preparing new MBRs, procuring and evaluating new excipient and tooling, QC submissions, mfg. sampling, evaluating data, writing reports, scale up work in compliance with FDA standards, change control policy and form preparation.
- Responsible for product transfers from North America to Puerto Rico.
- Responsible for preparation of NDA filings.
- Responsible for product transfers to Puerto Rico.
- Responsible for Liquids, Emulsion and suspension processes for Process Engineering.
- Responsible for product development for several new solid dosages.

### **EDUCATION**

B.S., University of Southern Indiana  
Major: Chemistry

A.S., University of Kentucky  
Major: Chemistry