

Innovation

- **Reduced purchase volume by 25% and increased service capacity without a need for more labor effort**

Operations in the procurement office I led had become constrained because supported organizations were not linked across the organization, each had separate budgets for like items, and requested their items at different times. After analyzing cumulative annual spend data of over \$1B, I developed a new hybrid organizational structure to enable implementation of a strategic sourcing initiative to reduce purchase volume by 25% and increase service capacity without a need for more labor effort.

- **Realized a minimum health cost savings/avoidance \$225M (\$45M annually for 5 years)**

While managing requirements for Headquarters Department of the Army, Operations and Plans, I was hand selected to provide acquisition support to one of the highest and most visible programs having impact across the entire US Army. My task was to develop performance based requirements, respective cost benefit analysis, and accompanying acquisition strategies for an integrated combination of procurements to proactively address elevated levels of Post Traumatic Stress Syndrome (PTSD) and suicide among Service Members. About a third of the way into program execution, negotiations of our most important effort broke down and put the entire program and the soldiers it intended to help at risk at a time when the national media was publicizing that the incidence of PTSD and suicide were at forty year highs. I quickly developed a creative negotiation plan that leveraged the strengths of each of three stakeholders to reach an agreement without compromising the interests of each. As a result, the government obtained a world-class, positive psychology, training regimen that has favorably impacted PTSD/suicide levels, is still executed Army-wide today, and realized a minimum health cost savings/avoidance \$225M (\$45M annually for 5 years).

- **Increased the capability of our greatest capacity transport vehicle while avoiding \$70M in upgrade costs**

I led and coordinated an effort to develop an increased mobility solution which could be outfitted to our current fleet of trucks to increase off-road maneuverability and then be removed for over the road operations. My effort avoided the cost of \$70M in new truck modifications and enabled our fleet to out-compete the overall maneuverability of any Heavy Equipment Transport (HET) fleet in the world.