

Edward A. DiLuia

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PROFESSIONAL PROFILE

Consulting Director / Strategic Sourcing and Performance Improvement Executive with over 20 years of experience consulting with clients in multiple industries on strategic sourcing and cost reduction initiatives. A proven history of success in improving margin through innovative strategic sourcing, procurement strategy and execution, advanced supplier negotiations and process improvement across professional services, healthcare, real estate and other verticals. Key areas of strength include:

- Strategy:** Successfully developed strategies to assist clients to improve performance and reduce costs through implementing process improvements and strategic sourcing and procurement techniques. Projects have resulted in generating millions of dollars of annual benefit for clients.
- Performance Improvement:** Successful in working with clients to identify potential process improvement and strategic sourcing benefits and implement steps to achieve and sustain benefits.
- Industry Expertise:** Experienced in managing projects for large, complex organizations in several different industries, including healthcare, real estate, professional services, oil and gas, retail, food service, manufacturing and state and local government agencies.
- Example Clients:** NuStar Energy, JLL, Burger King, Aon Hewitt, Chevron, General Motors, McDonald's, EY, Wheels, Inc., State of New Jersey, NCAA, US Cellular, Underwriters Laboratories, Colgate, Arthur Andersen, City of Chicago, University of Medicine & Dentistry of New Jersey, BearingPoint

WORK EXPERIENCE

CLARO HEALTHCARE, LLC (formerly, The Claro Group), Chicago, IL

2007 – 2019

Director, 2010 – 2019

Reported to the Managing Director of the Performance Improvement group and was responsible for leading engagements focused on assisting the firm's clients to reduce the cost of operations through strategic sourcing and demand management. Managed client engagements including supervising teams as large as 15 consultants, performed all aspects of project management and communicated with client senior leadership on a regular basis. Accountable for delivering cost savings or revenue enhancement for the firm's clients. Selected accomplishments include:

- Development and implementation of a strategic sourcing program for an academic medical center. Identified annual savings of more than 8% of spend by leading a strategic sourcing effort for this client with over 40 facilities. Activities included leading the sales effort to obtain the client, developing and executing project plan, supervising and managing consulting staff and communicating with senior management. The areas of focus included IT, telecommunications, building and equipment maintenance, along with patient care supplies.
- Led cost reduction/revenue generating project for an inner-city hospital, resulting in annual non-labor benefit of over \$16M. Responsibilities included coordinating a team of 15 consultants to implement over 45 different cost savings and revenue generating initiatives. These cost areas included facilities, housekeeping, linen, food service, office supplies and patient care supplies.

- Supervised overhead cost reduction project for a four-hospital system, which resulted in the identification of several million dollars in annual overhead savings. Project scope included a review of overhead labor and non-labor costs incurred by the client. Project activities included performing a span of control analysis, reviewing costs by department, benchmarking staffing ratios and reviewing current services contracts with an objective of identifying redundancies and other potential areas of cost savings.
- Managed a procurement card vendor selection project for a global real estate firm which resulted in increased rebates and benefits to the client of over \$10M annually. The project included working with senior leadership to develop the goals and criteria, drafting a Request for Proposal, analyzing and evaluating vendor proposals, assisting the client in the selection of the winning vendors along with reviewing the contract terms and conditions.

Senior Manager, 2007 – 2009

Reported to the Managing Director of the Performance Improvement group, and responsible for managing clients sourcing and procurement engagements for clients in all types of industries, including oil and gas, professional services, and state and local governments. Accountable for generating savings through the implementation of various strategic sourcing and utilization improvement methodologies. Selected accomplishments include:

- Led a strategic sourcing project for a national terminal and pipeline company that resulted in annual non-labor savings of more than \$6M. The project team performed various sourcing approaches on several different cost categories including tank inspection, tank cleaning and maintenance, environmental remediation, and security. The engagement also included the implementation of a company-wide procurement card. In addition, worked with client to organize its Strategic Sourcing Department, conducted training for the internal staff and assisted in the development of purchasing policies and procedures.
- Co-Managed cost reduction engagement for a \$3B professional services organization. The project resulted in realized annual savings of more than \$25M. Worked with and supervised staff focused on the facilities, utilities, telecommunications, employee benefits and employee relocation spend areas. A significant portion of the savings was attributable to improving demand management for all non-labor cost areas.

BEARINGPOINT, Chicago, IL**2002 – 2007****Senior Manager**

Reported to the Managing Director of the Sourcing & Procurement Team, and responsible for managing sourcing & procurement engagements for clients in all types of industries including professional services, manufacturing, healthcare, transportation, and state and local governments. Accountable for generating savings through the implementation of various strategic sourcing methodologies. Selected accomplishments include:

- Provided strategic sourcing services for statewide IT expenditures for the State of New Jersey. With an annual spend of more than \$500M, the project generated annual savings of 25% of the state's IT spend. The project included merging spend data from over 1800 New Jersey based state and local agencies, developing Requests for Proposals, assisting in the final supplier selection process, and implementing the new contracts.
- Led a strategic sourcing project focused on employee relocation costs for an international oil and gas company. Project generated annual savings over \$10M (35% of cost). Coordinated the selection process for new service providers of relocation and moving services and developed a new business model to sustain the cost reductions and improve relationship between the service providers and the client's relocating employees.

ARTHUR ANDERSEN BUSINESS CONSULTING, Chicago, IL**1995 – 2002****Manager, Strategic Sourcing, 2000 – 2002**

Reported to Partner leading the Strategic Sourcing practice and responsible for the delivery of strategic sourcing services to clients across multiple industries including healthcare providers, manufacturing companies and professional services firms. Accountable for generating cost savings through performing and managing client engagements, including the supervision and training of consulting staff. Selected accomplishments include:

- Managed a turnaround effort for a financially distressed hospital. Achieved savings more than 15% of the spend analyzed. Led the cost reduction work in several large cost areas including facilities, radiology, biomed equipment maintenance, utilities and telecommunications. Work tasks were focused on generating cost reductions on a compressed timeline, to achieve the desired result.
- Led an assessment of the procurement compliance process for a large midwestern city. The project deliverable was a report highlighting the areas of non-compliance, and portions of the procurement process which could be improved to raise the level of compliance for the city department. Project activities consisted of reviewing contracts for compliance, interviewing stakeholders, and drafting the final report.

Manager, Real Estate Services, 1995 – 2000

- Assisted a nationally known athletic organization select a new location for its corporate office. Worked with the client to determine the potential locations and developed cost estimates of relocating the entire operation along with an employee attrition analysis. Negotiated with the selected community to develop a relocation incentive package which exceeded \$50M in benefit.
- Engaged by a national telecommunications client to assist in the selection of sites for two 500 seat customer service centers. Worked with senior leadership to identify potential locations, developed selection criteria and weightings, researched a short list of locations, conducted visits to the final cities, and negotiated the incentive package. Selected the locations for the centers and negotiated the incentive packages which exceeded several million dollars.

EDUCATION

J.D., **DePaul University**, Chicago, IL
B.B.A., Accounting, **University of Notre Dame**, Notre Dame, IN

PROFESSIONAL DEVELOPMENT & CERTIFICATIONS, ETC.

Illinois Licensed Attorney
Illinois Certified Public Accountant

AFFILIATIONS

American Institute of Certified Public Accountants
Illinois CPA Society
American Bar Association

COMMUNITY INVOLVEMENT

Board Member, Marian Catholic High School, 2016 – Present
Board Member, Notre Dame Monogram Club