**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 procurement and performance improvement initiatives. A proven history of success in leading projects to improve margins and operating results through innovative procurement strategies and execution, advanced supplier contract negotiations, managing post-buy activities and implementing best practices across professional services, healthcare, real estate and other verticals. Key areas of strength include:

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| **Strategy:** | Successfully developed strategies to assist clients to improve performance and reduce costs through implementing process and organizational improvements and strategic sourcing and procurement techniques, including the execution of the RFP process and all aspects of vendor selection and monitoring. Projects have resulted in generating millions of dollars of annual benefit for clients. |
| **Performance Improvement:** | Successful in working with clients to identify strategic sourcing and process improvement opportunities and benefits, along with implementing action plans and activities 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, Underwriters Laboratories, Colgate, Arthur Andersen, City of Chicago, University of Medicine & Dentistry of New Jersey, BronxCare Health System, Mercy Hospital & Medical Center, Mount Carmel Health System, Kingman Regional Medical Center, Goodman Manufacturing, DSW, New York City Housing Authority |

## WORK EXPERIENCE

### CALUMET Partners, LLC, Frankfort, IL September, 2019 – Present

###### **Principal**

Provides strategic sourcing and supply chain consulting services to clients. Work with clients to identify and achieve operating cost reductions through implementation of strategic sourcing methodologies and techniques, which include improved pricing, demand management and utilization. Also, assist clients in reviewing and improving the procure-to-pay process.

### Claro healthcare, llc (formerly, The Claro Group), Chicago, IL January, 2007 – April, 2019

###### **Director**, 2010 – 2019

Led client engagements focused on assisting the firm’s clients to reduce the cost of operations through strategic sourcing, demand management and process improvements. Managed client engagements including supervising teams as large as 15 consultants, performed all aspects of project management and proactively collaborated with client senior leadership and staff on a regular basis. Responsibilities also included participating in the staff evaluation and performance process, along with recruiting of consultants. Selected accomplishments include:

* Developed and implemented 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, collaborating with client staff and communicating with senior management. The areas of focus included IT, telecommunications, business services, 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. Directly managed complex negotiations with key suppliers along with consulting and advising senior leadership. Worked with client to set up KPIs for major suppliers
* 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 along with purchased services. 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, including the finance group, 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 and negotiating the contract terms and conditions.

###### **Senior Manager**, 2007 – 2009

Responsible for managing 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 services, environmental and remediation consulting, healthcare benefits 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, developed and conducted training for the internal staff and assisted in the development of purchasing policies and procedures.
* Managed a strategic sourcing and 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 facility services, utilities, telecommunications, professional services, 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 July, 2002 – January, 2007

###### **Senior Manager**

Managed sourcing and 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 which included hardware and professional services. The project included organizing spend data from over 1800 New Jersey based state and local agencies, developing Requests for Proposals in collaboration with client staff, 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 January, 2000 – June, 2002

###### **Manager, Strategic Sourcing**, 2000 – 2002

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.

**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