

# DREW MISHER

Drew has over 15 years of demonstrated experience in providing consulting in the supply chain management, procurement, logistics, outsourcing, and other related fields. In his projects, he has worked with various Top 10 global pharmaceutical firms, state governments, institutions of higher education, financial institutions, among other industries. He has extensive experience managing clients with either fragmented or centralized purchasing entities, executing spend and procedural assessment and analysis, executing entity-wide strategic sourcing initiatives and leading business process re-engineering projects for procurement organizations. He is currently a Partner for Tenzing Consulting based in Pittsburgh while also running his own company, Misher Group LLC.

## **Selected Experience and Accomplishments**

- Led a Private Equity Portfolio Company through a project to develop and implement a global Indirect Strategic Sourcing Roadmap with the goal of generating a minimum of \$12 million in annual run-rate savings. Supported the development of the Indirect Sourcing organization and a global spend analysis tool.
- Managed a Top 3 Global Gaming & Ent. Co. through an initiative to develop and implement a comprehensive Casino & Gaming Equipment and Technology Sourcing and Supplier Relationship strategy with a total annual spend of over \$150MM.
- Initiated a global sourcing and procurement transformation project for an industry leader in pharmaceutical products. Developed a platform to centralize world-wide procurement and optimize procurement best practices. Collaborated with all project sponsors to ensure optimal results for all five participating country locations.
- Led an engagement to re-engineer the global Investigator Grant budgeting process generating 15% savings; developed the baseline and led the opportunity assessment for the outsourcing of global Clinical Research Organizations; formalized the process to contract clinical research with Academic Research Organizations.
- Led an initiative for the Director of Clinical Purchasing and the CFO of the Medical Division of a Top 10 Global Pharmaceutical Company to re-engineer their current process for contracting outsourced research and the management on-going agreements.
- Led multiple client initiatives including a strategic and functional assessment and re-design of a procurement organization and 2 waves of strategic sourcing in support of a \$16B insurance company.
- Led project to outsource various clinical services including Patient Recruitment Services, Central Laboratory Services and Diagnostic Services in support of global clinical trials (Phases II-IV) for a Top 10 Global Pharmaceutical Company.
- Managed the development and implementation of a comprehensive compensation strategy for the outsourcing of Advertising Agencies of Record for a Top 10 Global Pharmaceutical Company.
- Led the sales and implementation of a multi-million dollar spend management and business process review project for the State of Michigan with direct sponsorship from Governor Jennifer Granholm and the Director of the Department of Management and Budget. The project has created approximately \$150 million in total contract length savings.

### **Athletic and Personal Highlights**

- Drew earned an MBA from Temple University and a BA in International Relations from The College of William and Mary.
- Was a member of Division 1 Soccer Team at The College of William and Mary playing under Coach Al Albert.
- Captained the Lower Merion High School Soccer Team in his Senior Year leading the team to the PA State Championship. He played and started for the varsity team each of the 3 years he was eligible for the team.
- As a Senior in 1987, he received the following honors: All Central League 1<sup>st</sup> Team, District 1 1<sup>st</sup> Team, All State and Regional All America.
- During his time in college, he helped to coach the Lower Merion teams during summer league play while also working at local soccer camps.
- Named to the 2009 Over-35 Men's US Maccabi Soccer Team that competed in Israel in the Maccabiah Games in July of 2009. The team was coached by Al Albert.
- He continues to play for his club team (RC United) in the Men's Open A Division at YSC.
- Drew has three (3) children: Lilly (13), Sam (12) and Gabe (7).