



# EXECUTIVE PROCUREMENT ADVISORS

**Tapping the Strategic Potential of Procurement**

Technological innovation, demand shifts, and evolving regulations and trade — the forces of disruption continue to occur more frequently as markets around the world grow more interdependent. Now more than ever, procurement is uniquely positioned to spot key external market trends and internal operational risks that signal cost disruption and cost inflation. Companies that tap this strategic potential will reduce their risk of being caught off-guard while gaining competitive “first mover” advantages.

Senior executives call A&M when they need an experienced, independent advisor to help them tap the strategic potential of procurement. We assembled a team of Procurement Executives from mid and large cap companies such as DHL, Bank of America, Starbucks, GMAC, Johnson & Johnson, Pennzoil-Quaker State and Electrolux to provide objective advice, help validate strategies, evaluate procurement initiatives, and illuminate security and business risks.

## **CEOS CALL US WHEN...**

- Their procurement leaders need coaching to help them act strategically and think like a business owner
- They need to overcome the impact of stagnant or declining revenue and increasing operating costs
- They seek specialized expertise to improve supply base performance

## **CFOS CALL US WHEN...**

- They need innovative approaches to drive cost savings after exhausting traditional procurement tactics
- They want to leverage strategic procurement to improve operating margins and working capital
- They need to assess whether internal operations and suppliers comply with today’s heightened regulatory and information security requirements

## **CPOS CALL US WHEN...**

- They need to transform under-performing procurement functions into forward-thinking, strategic partners that enhance value by creating a competitive advantage
- They want to improve their sourcing capabilities and evaluate potential market strategies
- They need to build a business case for elevating the role of procurement in the organization

## **CROS CALL US WHEN....**

- The company is facing unprecedented challenges and needs to develop strategies that produce sustainable operating improvement
- They need to quickly evaluate areas of risk, regulation and compliance to develop practical solutions
- They need a consultative approach to help management understand risk challenges and build consensus to support complex business decisions

## A&M Executive Procurement Group

Our team of seasoned industry executives brings unique insight and an independent perspective to your issues. Our Executive Procurement Advisors are objective, yet decisive, in developing strategies that address the tough questions and challenge conventional thinking. Having lived the life and demands of a CPO, we have the hands-on experience and credibility to navigate and break down organizational roadblocks that prevent companies from successfully driving bottom-line results.



**Cyndi Joiner**  
Managing Director, Atlanta  
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**Prior Experience:**

- GMAC Residential, SVP, Chief Procurement Officer
- First Union/Wachovia Corporation, SVP, Strategic Sourcing & Third Party Risk Management



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**Prior Experience:**

- Sappi Paper, Chief Procurement Officer; VP of Supply Chain



**Brian Rayburn**  
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**Prior Experience:**

- Weatherford International, Global Head of Procurement, Materials & Logistics



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**Prior Experience:**

- BHP Billiton, Chief Procurement Officer
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**Prior Experience:**

- AB Electrolux, VP of Purchasing, North America and Global



**Eric Wang**  
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**Prior Experience:**

- Corporate Express (A Staples Company), APEC Managing Director
- OfficeMax, Interim Sourcing Director of Asia
- Tesco, General Manager of Connected Devices



**Julie Diehl**  
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**Prior Experience:**

- Pennzoil-Quaker State Co., VP of Global Strategic Sourcing; VP National Account Sales



**Tim Waters**  
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**Prior Experience:**

- Panasonic European TV Division –Supply Chain, General Manager
- Warner Lambert Healthcare Europe, Change Program Leader

## ABOUT ALVAREZ & MARSAL

Companies, investors and government entities around the world turn to Alvarez & Marsal (A&M) when conventional approaches are not enough to make change and achieve results. Privately held since its founding in 1983, A&M is a leading global professional services firm that provides advisory, business performance improvement and turnaround management services.

With over 3000 people across four continents, we deliver tangible results for corporates, boards, private equity firms, law firms and government agencies facing complex challenges. Our senior leaders, and their teams, help organizations transform operations, catapult growth and accelerate results through decisive action. Comprised of experienced operators, world-class consultants, former regulators and industry authorities, A&M leverages its restructuring heritage to turn change into a strategic business asset, manage risk and unlock value at every stage of growth.

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