

## Biography

### PETER M. WINCUP

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Mr. Wincup is a subject matter specialist for strategic sourcing practices and purchased cost reduction projects. As a consultant, he specializes in identifying business process cost savings opportunities; large operational total cost savings opportunities and in assisting the client to achieve those identified large savings opportunities. In 2002 he began developing and is now Chief Savings Officer for a regional GPO for small businesses and non profit entities; *MyBizGPO*. Most recently he was appointed an 'affiliate sponsor' in Florida for the **Premier GPO** program, one of the nation's largest group purchasing organizations. As a sponsor he focuses on independent physicians and non acute healthcare groups.

Mr. Wincup has over twenty-five years of senior management experience in sourcing practices and business advisory experience in several industries including the private and public sector, chemicals, plastics, and the oil industry. He has performed supply chain business advisory services for the financial services, banking, healthcare, oil exploration, industrial explosives, food service, city governments, manufacturing and utility industries. In private industry, he was one of the first department managers to secure an ISO-9002 certification for his corporate purchasing organization. He has served as seminar chairman for various industry seminars and as a speaker at conferences and academic executive development courses.

Among his career accomplishments are the following:

- With **Ethyl Corporation** he served as Director of Purchasing, Director of European Purchasing and Purchasing Manager for Operations. His accomplishments included negotiating several multi-million dollar material supply agreements in the U. S. and Western Europe, each of which resulted in significant annual cost improvements. He was the Process Owner and Team Leader for a segment of an SAP R3 implementation project.
- With **B.F. Goodrich Chemical Company** he was Director of Purchasing and General Manager for the Intermediates businesses. His accomplishments included restructuring the large centralized corporate purchasing department into several decentralized organizations. He initiated a Supply Chain Management program that included large customers and suppliers to maximize value for the Intermediates businesses. He led an effort to dramatically reduce purchasing operations costs that included selling off excess material and supplies inventories and a unique across the board cost reduction voluntarily given by the small business supplier base in the region. This last program has served as a model for cost reduction programs that have followed over the years.

- For **KPMG LLP**'s Risk and Advisory Services group, he has performed over forty operational assessments for client industries ranging from transportation to communications, from chemicals to food processing, from utilities to major universities, and from city governments to Indian Nations. In many cases, these operational assessments were followed with purchased cost reduction or process cost reduction projects that had been identified during the assessment. He also specializes in Procurement Card implementation projects and e-Procurement readiness assessment programs for use in the public and private sectors.
  
- In addition for **KPMG LLP**'s Supply Chain Management Advisory Services group, he developed a Purchasing Improvement Program that saved \$10 million per year in the client's purchasing expenditures. He led the reengineering project of the *Purchase to Pay Process* for a chemical producer to partially fund an SAP R3 implementation. He also identified costly, non-value adding activities in an existing process for a large financial services company and developed a revised purchasing process.

Mr. Wincup holds a combination *Bachelor of Sciences in Industrial Engineering and Business Administration* from **Millikin University in Decatur, Illinois** and a *Masters in Business Administration* specializing in Marketing from **Xavier University in Cincinnati, Ohio**. He was a Certified Purchasing Manager by the Institute of Supply Management, formerly the National Association of Purchasing Management. He has been listed in the Chemical Industries' "*Who's Who*" *Directory*. He has published his strategic sourcing best practices in his book, "*Eight Insider Sourcing Secrets*".

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