



CALUMET PARTNERS

SERVICES SUMMARY

Strategic Sourcing &
Procurement Solutions

FIRM OVERVIEW



Calumet Partners is a strategic sourcing and procurement consulting firm.

Calumet Partners offers supply chain and strategic sourcing solutions. Today, those responsible for sourcing and procurement activities are challenged to reduce costs and risks and to improve margins. Our hands-on approach provides the capacity and capability our clients need to identify and convert opportunities into realized savings.

Sourcing and procurement operations are becoming an increasing strategic function which is aligned to the business organizational goals and objectives. Organizations are looking to adopt effective strategic sourcing skills and processes to increase their business performance and efficiency to gain an advantage over their competition.

✓ Direct & Indirect Strategic Sourcing

Execute specific purchasing strategies which represent the optimal integration of operational needs, critical spend data, current market conditions and business objectives

✓ Procurement Strategy

Develop a sourcing strategy which considers the spend profile of an organization and its supplier base to ensure their business requirements are aligned with the suppliers

✓ Procure-To-Pay Process & Organization Review

Analyze and map the Procure-To-Pay process and operating model to develop a plan to increase efficiency and accuracy

✓ Supplier Management & Contract Compliance

Initiate a systematic approach of assessing suppliers' contributions and influence on success and determining tactics to maximize suppliers' performance

✓ Training & Education

Increase the skill level of sourcing and procurement staff with various formal training including basic to advanced sourcing modules

✓ Procurement Managed Services

Identify options for managing higher value-added activities such as strategic sourcing, supplier management and contract management

Benefits of Strategic Sourcing

- **Cost Savings** – The identification and selection of suppliers who provide higher value at the right pricing will help an organization to achieve higher cost savings
- **Alignment of Sourcing & Business Objectives** – Allows the business to achieve better performance and increased efficiency
- **Optimization of Suppliers** – Allows the business to match its objectives to the appropriate supplier base
- **Building Long-Term Supplier Relationships** – Strategic sourcing can help build long-term supplier relationships which can minimize supply chain risks

Client Examples

- **Procurement Strategy** – Assisted the client to develop a sourcing strategy for MRO costs. Our team focused on a single cost category with over 1200 items in more than 20 subcategories. The subcategories were reduced to seven. These subcategories were used as a basis for RFP solicitations, thereby reducing the number of solicitations required and the timeframe needed to complete the solicitation process. The client's website was modified to enhance the RFP and bidding process.
- **Strategic Sourcing** – The client, an oil & gas company, wanted to reduce the cost of employee relocation services. The client was motivated to reduce costs, improve service levels and streamline processes while potentially, consolidating service providers. The project team was able to reduce annual costs by 35% while reducing the number of service providers. Service levels were improved, and employee self-service capabilities were expanded.
- **Training & Education** – Developed and administered a comprehensive training program for the client's new Strategic Sourcing group and internal customers. The training focused on the entire strategic sourcing process including supplier management and performance measurements.



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Mr. DiLuia has more than 20 years of strategic sourcing and performance improvement advisory experience. This experience includes consulting with clients on sourcing, contracting and cost reduction initiatives. Mr. DiLuia has a proven history of success in improving margins through innovative strategic sourcing, procurement strategy execution, and supplier contract negotiations generating millions of dollars of benefit for his clients. He has worked with such well known firms as JLL, Burger King, NuStar Energy, Chevron, Aon Hewitt, General Motors, McDonald's, EY, State of New Jersey, Underwriters Laboratories, Mercy Medical Center, Kingman Regional Medical Center, New York City Housing Authority, Bronx-Lebanon Hospital System, City of Chicago, Mount Carmel Health System, Nassau County, Hallmark Health System, and Wheels, Inc.

Prior to joining Calumet Partners, Mr. DiLuia held positions with Arthur Andersen, BearingPoint, and Claro Healthcare (formerly, The Claro Group).

Mr. DiLuia is a Certified Public Accountant (CPA). He is also an Illinois Licensed Attorney. Mr. DiLuia is a member of the AICPA, the Illinois CPA Society, and the American Bar Association. Mr. DiLuia holds a BBA degree in Accounting from the University of Notre Dame and a JD degree from DePaul University.