

Aamer Ali

Associate

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Aamer has over seven years of experience in consulting and industry settings related to strategic sourcing, contract management, spend analysis and other procurement solutions projects.

Professional Experience

Prior to joining Huron, Aamer was a Senior Consultant at Emptoris where he led engagements related to design and implementation of the Emptoris product suite and various spend assessment projects identifying potential savings opportunities. Representative examples of Aamer's engagement experience include:

- Prepared business case displaying savings potential in the office related products commodity area for a Midwest public university with multiple campus locations. The business case encompassed a full analysis of annual spend, detailed data analysis, quantified savings, and implementation plan. Led the effort to implement the potential savings through a competitive RFP process.
- Conducted a full spend analysis and assisted in the creation of a return on investment model for a state university system in the Midwest to evaluate the feasibility of expanding use of e-Procurement to other campuses. The model included potential internal and external savings, as well as all associated implementation and start-up costs for each university.
- Developed strategic sourcing diagnostics across three commodity areas to assess spend and identify potential savings opportunities for a large Midwest university and medical center.
- Categorized nearly \$1.3 billion of annual procurement spend data to clearly understand the breakdown of spend by commodity area as part of a large procurement assessment for a Southwest medical school. Identified opportunities for cost savings through process improvement and additional purchasing policies.
- Led the implementation of a full contract management solution for a new science and technology research university in the Middle East. Designed processes, configured solution, and acted as business liaison for technical teams creating integration between contract management system and eProcurement platform.
- Conducted opportunity assessments at multiple Fortune 500 companies, evaluating spend across the enterprise, using benchmark data to quantify savings opportunity by category, and create a plan to conduct sourcing events to realize these savings. Used eRFP and eRFQ functionality to realize up to 15% hard dollar savings to clients.
- Managed change management initiatives related to software implementation. Created rollout plan, training materials, and other post go-live user adoption strategies. Assisted clients with user communities of 25-3,000 users achieve adoption levels of up to 85% in year 1 of eSourcing and Contract Management products.
- Analyzed the inbound transportation network of a Fortune 50 manufacturer and made recommendations on load optimization. Identified third party logistics opportunities and implemented transportation management services and metrics which resulted in improved order tracking, replenishment, and lead time. Optimization efforts resulted in 12% freight savings.
- Conducted a full diagnostic assessment of transportation operations from tender to settlement for a large consumer packaged goods company. Identified gaps and opportunities for efficiency and presented recommendations to representatives from operations, warehousing, procurement and finance.
- Analyzed transportation rate structures and spend by geography for a large packaging company and identified areas where rates were above market. Implemented savings through a nationwide bid of services from transportation carriers and created routing guide for client to use for all inbound and outbound freight transport.

Education

- Bachelor of Science, Industrial Engineering & Management Science with a Major in Economics, Northwestern University, Evanston, Illinois