

## Floyd Barnett

Associate

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Floyd has experience in business architecture, enterprise transformation, growth strategy, marketing operations, and post-merger integration. He has led large-scale organizational gap assessments and reengineered business processes for multiple Fortune 500 companies, higher education institutions, and public sector organizations.

### Professional experience

Representative examples of Floyd's engagement experience include:

#### Organizational Assessment

- Analyzed a university's current-state organizational structure, and contributed to executive-level redesign models by identifying benefits and considerations of each future-state reporting structure
- Contributed to a university-wide IT capabilities assessment, which determined if the current department structure met the needs of students, faculty, and staff
- Benchmarked the university's IT function against selected peers, analyzed university-wide IT costs, identified budgetary shortfalls, and contributed to optimal technology funding recommendations

#### Post-Merger Integration

- Contributed to the integration of a \$200M nutritional business into a multi-billion dollar global biopharmaceutical company by designing the scope of work and necessary schedule of deliverables to combine the two organizations' project management processes.
- Liaised with general managers, vice presidents, directors, and senior project managers to understand and document the current state of the organization. Value-adding results and recommendations included:
  - Congruency between the future-state commercial operating model, organizational design, product innovation and maintenance processes, and governance.

- Decommissioning of the current workflow management tool and the instantiation of a new change request process.

#### Enterprise Transformation

- Rationalized marketing expenditures across five brands, with combined revenues of more than \$3.4B, resulting in approximately \$53M in net operational savings over five years.
- Led an operating model and organizational gap assessment initiative of North American business units and external stakeholder groups that resulted in the identification and closure of more than 300 organizational gaps.
- Contributed to the constitution of new governance models by managing efforts to: identify causal relationships between business processes, business rules, and human capital; and create more than 10 new role descriptions that aligned with the future-state commercial operating model.

#### Go-to Market Strategy

- Recommended a New Jersey based law firm enter the legal referral industry to add approximately \$10M to their annual revenue stream. This was accomplished via a robust go-to market strategy supported by synthesized fact-based research of the legal services industry.

Prior to joining Huron, Floyd gained practical experience in the communications, construction, life sciences, private equity, transportation, and utilities industries.

#### Education

- Masters of Business Administration, Georgian Court University, Lakewood, New Jersey
- Bachelor of Science, Mechanical Engineering, Temple University, Philadelphia, Pennsylvania

#### Civic involvement

- Founder, Early Adoption Generates Leadership Equity Conference