

## Snow Cheng Rutkowske

Associate

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Snow focuses on strategic sourcing and procurement solutions projects and has extensive experience with data analysis, benchmarking, business case development, and implementation support in various commodity areas including office related products, IT hardware and peripherals, scientific supplies, maintenance and custodial supplies, office equipment, and travel management.

### Professional Experience

Representative examples of Snow's engagement experience include:

- Led a small scale strategic sourcing engagement for a prestigious private university in the Midwest in the scientific supplies commodity area. The strategic sourcing initiative led to the identification and the successful implementation of over \$550K in savings for the University and represents 8% of the total spend reviewed.
- Prepared business cases, outlined annual spend, conducted detailed and comprehensive data analysis, quantified savings opportunities, identified purchasing best practices, and developed detailed implementation strategic and action plans for various commodity areas during strategic sourcing engagements for numerous higher education institutions, both public and private. Also assisted in the implementations of identified opportunities.
- Developed in-depth data analysis and business cases for 12 scientific supplies and equipment vendors and identified \$2.5 million in savings at a large public university in the Midwest. Facilitated the implementation of the identified savings as well as developed a contract pricing audit tool that would be utilized to monitor on-going contract compliance.
- Conducted strategic sourcing methodologies and technical sourcing training sessions at various client sites as well as internally.
- Assisted with the creation of a model that evaluated operational efficiencies in dining services for a prestigious West Coast university. Assessed opportunities related to labor expense reduction, revenue enhancement, service quality improvement, and return on capital investment.
- Analyzed and benchmarked the endowed chair establishment and short term investment pool model as well as related policies against public and private peer institutions during a resource allocation project for a graduate level public research medical school within a large public university system on the West Coast. Made recommendations for how to more efficiently utilize and reallocate resources.
- Stratified \$3.5 billion in accounts payables and other procurement spend data to develop an analysis for secondary and post-secondary educational institutions and identified \$15 - \$20 million in potential savings. Examined the institution's spend by year, spend by categories and suppliers to provide the rationale for the strategic sourcing project.
- Developed strategic sourcing diagnostics to evaluate spend and identify potential savings for five universities across six commodity and service areas, resulting in an estimated average savings of 10-12%.
- Audited clinical trial billing charges for a leading private research university to facilitate compliance with trial policies and procedures and billing schedules, ultimately releasing the invoices to the appropriate parties for payment. Audited and released more than 4,000 charges totaling nearly \$1.3 million.
- Drafted policies and procedures for a 21-site hospital system in the West to promote compliance with the Joint Commission on the Accreditation of Healthcare Organizations (JCAHO) standards and guidelines. Drafted more than 30 policies and procedures related to ethics, rights and responsibilities, provision of care, treatment and services, infection control, and environment of care.

### Education

- Bachelor of Arts, Economics, University of Michigan, Ann Arbor, Michigan