



Derek Smith

Managing Director

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Derek has more than 17 years of consulting and project management experience in eProcurement implementation, process improvement, and strategic sourcing. His experience includes work in higher education, the public sector, and the financial services, healthcare, and energy industries.

Professional experience

Derek leads Huron's delivery of procurement solutions in higher education. He has led multiple procurement transformation, eProcurement implementation, and strategic sourcing engagements. Representative examples of his engagement experience include:

- Led initiative for large university to achieve strategic sourcing savings and transform procurement/payables operations. Recommendations focused on process improvement, organizational alignment, and improved technology utilization. Developed strategic sourcing master plan, and provided strategic sourcing training, analysis, guidance and negotiation support.
- Provided guidance for the selection, design and implementation of eProcurement solutions for several large research universities.
- Led engagement with a research university to provide procurement/payables recommendations, focusing on process improvement, organizational alignment, and improved use of current technology. Provided strategic sourcing guidance and negotiation support for scientific supplies area and assessed lab stores operations.
- Led procure-to-pay operational assessment to identify savings and improve processes for a seven-campus university system. Provided guidance for system-wide eProcurement implementation.
- Led an assessment of a Western public university's stores operations. Provided recommendations on operational improvements, scope of operations, funding models, and technology utilization.
- Led initiative to establish the procurement function for a research university in the Middle East, including policies and procedures, organization structure and roles, and implementation of an eProcurement solution.
- Led post go-live assessment of an eProcurement initiative for a public university. Recommendations resulted in improved user adoption and efficiencies.
- Provided strategic guidance for implementation and change management for an eProcurement system with a private Northeastern research university.
- Performed procure-to-pay functional/technology review for a private university, resulting in strategic procurement plan and strategic sourcing roadmap.
- Provided guidance for a Midwestern private university's initiative to replace its financial systems, including implementation of PeopleSoft/SciQuest.
- Conducted procurement assessment for a public university, focused on organization, technology, and processes, and led implementation of the recommendations.
- Led assessments for several universities to review eProcurement plans, including analysis of return on investment and funding options, solution design, planning, and implementation recommendations.
- Led a strategic sourcing initiative for a large public research university, including a focus on classroom and hands on training. Savings of 9-39% were achieved across multiple commodity areas.
- Led procurement assessment for a large research university, including a focus on eProcurement strategy and solution design. Provided program management for the campus-wide implementation.
- Led strategic sourcing project for a large public university with an emphasis on knowledge transfer. Achieved significant savings across multiple areas.
- Managed strategic sourcing effort for private research university, which achieved annual savings of more than \$5M across multiple spend areas.

Education

- Master of Business Administration, University of Georgia, Athens, Georgia
- Bachelor of Business Administration, Finance, University of Texas, Austin, Texas