

# Thomas J. Farnbacher

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## PROCUREMENT, SOURCING, AND SUPPLY CHAIN PROFESSIONAL

A highly successful business professional with an outstanding record of accomplishment in executive level supply chain management, engineering, and finance positions. Background includes leadership of a full service \$650M supply chain management operation, a health care procurement function at \$2.2B Medicaid Payer, and most recently implemented a world class supply chain and sourcing strategy for international distributor. Experienced in strategic and tactical planning as a value focused leader with a proven track record in process optimization, cost reduction, customer focused service.

Strategic Sourcing	Cost Reduction - Value Delivery	LEAN Process Improvement
Policy Development	Sourcing Desk Optimization	Supplier Diversity
Oracle ERP	Green Stewardship Initiatives	eCommerce and Punch-out
RFP/RFQ Management	ISO and ISO/TS Management	Real Estate and Facility Services
Logistics and Corporate Travel	Auditing and Material Planning	Procurement and Travel Cards

### **MIAMI UNIVERSITY, Oxford, OH 2016 - Present**

#### ***Instructor / Adjunct Professor***

- Responsible for development of course and instruction for Farmer School of Business Students
- Instruct Business Management courses: Operations and Supply Chain Optimization and General Business Overview – MGT 111 and MGT 302
- Topics include Procurement, Operations Strategy, Lean Manufacturing, Six Sigma, Logistics and Distribution, Inventory Control, Global Sourcing, MRP, and TQM

### **University of Cincinnati, Cincinnati OH 2021 - Present**

#### ***Instructor / Adjunct Professor***

- Responsible for development of course and instruction for University of Cincinnati - Clermont– Supply Chain and Business Management SCOM 1003

### **University of Dayton, Dayton OH 2020 - Present**

#### ***Instructor / Adjunct Professor***

- Responsible for development of course and instruction for University of Cincinnati – Operations, Supply Chain and Business Management OPS 401, OPS 480, OPS 481

### **FE Supply Chain Pros, Dayton, OH 2016 - Present**

#### ***Managing Partner***

- Create and implement LEAN and Six Sigma/PPAP improvements to increase clients on time delivery and profit margin fostering annual award by Cummins Diesel Engine Company
- Develop procurement processes and optimize supply chain systems for a variety of clients in Health Care, Retail, Printing, Financial, Real Estate, Utilities, and Manufacturing Operations.
- Create LEAN based productivity enhancements to key operations to support full ROI.
- Negotiate critical supplier contracts to reduce overall procurement costs of raw materials, capital expenditures, real estate, temp help, services, logistics, IT systems and equipment.

### **ARCHWAY MARKETING SERVICES, Minneapolis, MN 2014 – 2016**

#### ***Senior Vice President, Supply Chain***

- Accountable for implementation of improved supply chain performance ensuring the optimal balance of supply base size, service, cost, performance and contractual legal protection.
- Top grade Supply Chain Team and then implemented the supply management directive.
- Lead supply contract negotiator and strategist for all critical agreements in supply materials, equipment, logistics, technology and services utilizing LEAN practices.
- Developed and led initiatives to expeditiously delivery over \$8M in cost reduction during 2015.

**STANDARD REGISTER COMPANY, Dayton, OH**

2011 - 2014

***Vice President, Global Strategic Sourcing***

- Accountable for design and implementation of end-to-end supply chain.
- Directed the successful delivery operational, service and resale cost reduction of \$14M exceeding the corporate integration project while implementing Oracle ERP procurement module.
- Directed the management of resale, raw material and indirect suppliers expending \$650M.

**CARESOURCE, Dayton, OH**

2007 - 2011

***Procurement Officer***

- Initiated procurement function at CareSource (Fourth largest Medicaid Payer in the US serving over 900k members) including bidding process, purchase order and investment proposal policies.
- Led contract negotiations generating cost reduction of over \$10M in 2009, \$23M in 2010 and new programs expected to generate an additional \$28M in 2011.

**WORKFLOWONE, Dayton, OH**

1992 - 2007

(Formerly The Relizon Co, Reynolds & Reynolds Co.)

***Senior Director Supply Chain Management (2005 - 2007)***

- Led all contracts exceeding \$20M in supply materials, equipment, technology and services.
- Marketed value of supply chain program to executives, sales, operations and supplier network.

***Director Supply Chain and Purchasing (2000 - 2005)***

Directed national staff of professionals responsible for management of expenditure exceeding \$300M.

- Manage and negotiate multi-million dollar contracts for materials, equipment, and technology.
- Accountable for delivery of operational cost reduction of over \$35M. During this time period, delivered cost reduction improvements over 300% and implemented Oracle ERP.

***Director Billing and Transaction Services (1997 - 2000)***

Directed the activities of 135 associates utilizing a team approach driven by peer oriented performance and recognition process.

- Utilizing LEAN concepts to improve processes and clerical team resulting in improved customer service satisfaction from 64% to 93% during first year.
- Reduced operational costs by \$250K while billing transaction volume increased 40%.
- Directed 650 sales professionals in new web based and distribution services sales techniques.

***Manager Industrial Engineering (1992 - 1997)***

- Directed financial acquisition and consolidation due-diligence teams during period of growth. Acquisitions included companies \$259M, \$125M, and \$50M in annual sales.
- Designed LEAN based process improvement training seminar and directed production teams to effectively improve plant production and quality.
- Developed, designed and directed the implementation of warehouse information system utilizing radio frequency and bar code technology. Resulted in \$65K ongoing cost improvement and annual inventory reduction of \$1.4M.

**CFC INCORPORATED, Dayton, OH**

1990 - 1992

***Manager Engineering***

- Initiated top down analyses for several manufacturing industries including steel processing, forging operations, transmission assembly operations, and electronics manufacturing operations.
- Developed simulation modeling for food processing, forging, hospital service, mechanical assembly and electronic manufacturing.
- Designed and implemented lock out safety program for pet food and paint manufacturers.

**MONARCH MARKING SYSTEMS, Dayton, OH**

**1984 - 1990**

*A Pitney Bowes Company.*

**Senior Industrial and Systems Engineer**

- Developed and implemented a shop floor reporting system using process improvement teams to optimize production.

**GOOD SAMARITAN HOSPITAL, Dayton, OH**

**1983 - 1984**

**Management Engineer**

- Implemented \$220K annual cost reduction achieved through disposable vs. reusable linen study.
- Developed "Level of Care Billing and Productivity Measurement Study and "Newborn Network" billing analysis to develop predetermined patient billing

**EDUCATION**

**MBA, (Concentration in IT),** University of Dayton

**BS Industrial and Systems Engineering,** The Ohio State University

**Supply Chain Strategy,** Kellogg School of Management, Northwestern University

**PROFESSIONAL AND EXTERNAL ORGANIZATIONS**

President of Board for Project Read, 2009 – Present

Vice President of Board for Friends of Project Read, 2017- Present

Board Member, Dayton Technology School, 2013 - 2016

Board Member of Big Brothers Big Sisters 2007-2012

Corporate Executive Board's Procurement Strategy Council 2006 - 2013

Boonshoft Museum of Discovery Associate Board 2008 - 2012

Assistant Scout Master, Boy Scout Troop 50, 2006 - 2008

Cub Master, Cub Scout Pack 730, 2003 – 2006

**REFERENCES**

Dr. Bryan Ashenbaum

Miami University

Farmer School of Business

703/344-1540

Ben Cutting

CFO

Lithko

937/672-9184

Jeff Noffsinger

Business Development Manager

Pinnacle Solutions Group

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