



Project Consultant

David Henshall will personally carry out the work. Below, is a detailed profile of his experience and qualifications:

Sector Experience

Private & Public

Industry Experience

Auto Insurance
Transport & Logistics
Airline/leisure
Printing
Manufacturing
Engineering, procurement & construct (EPC)

Functional Experience

Procurement Transformation
Category Management
Strategic Sourcing
Opportunity Assessment
Spend analysis
Supplier Relationship Management

Category Expertise

Fleet Management
MRO
Temporary Labour
Packaging
Raw Materials

Certifications

Canada: Certified Purchasing Professional - PMAC
USA: Certified Purchasing Manager -ISM
UK: Member of the Chartered Institute of Purchasing & Supply - CIPS

Corporate Purchasing Practice Inc

Consultant Profile

Relevant Business Experience:

- Conducted opportunity assessment and developed strategy to secure more than \$30m savings potential. Client carried this to the corporate road map for implementation.
- Developed global strategy for heavy vehicles and conducted pan European strategic sourcing exercise.
- Managed a wide range of categories including Leasing, Fleet, Fuel, Facilities, Temporary Labour, and IT saving £20m
- Outsourced fleet M&R saving £6m
- Project managed the purchase of 'Buyer Furnished Equipment' to Boeing for four new 767-300 aircraft, with negotiated savings of £1.2m against budget.
- Led cross-functional Sourcing team's resulting in savings of £3.5m.
- Preparation and negotiation of group tenders for MRO items saving £500k
- Developed Pan European & Americas sourcing policies with UK, European and USA, management teams. Saving £7m.

Relevant Career Experience:

- Purchasing Practice – President 2006+
- DPWN/DHL – Global Category Manager 2003 - 2005
- Securicor Distribution – Snr Purchasing Manager 2000 - 2003
- Securicor Vehicle Services 1998 - 2000
- Thomsonfly 1994 – 1996
- Polestar – 1992 - 1993
- Rexam – 1982 - 1991

Education:

- CIPS Diploma
- HNC Business
- AT Kearney Category Management & Strategic Sourcing Training