# Kyle B. Shulfer

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# Objective

To pursue a Master’s degree in Business Administration that can be applied directly to my current professional career and future endeavors.

# Education

University of Wisconsin-Eau Claire (September 06 – December 10)

Bachelor of Business Administration

Major – **Business Finance**

GPA: **3.06**

# Professional Experience

**Cape Fear Valley Health System,** Fayetteville, NC **September 2012 – Present**

Growing health care system with over 700 beds and 5,000 employees

**Information Systems Coordinator & Strategic Analyst of Supply Chain**

Support administrative and clinical leadership by developing, analyzing, and presenting a wide variety of improvement opportunities

**Strategic Sourcing**

* Partnered with Corporate Director of Supply Chain to leverage incumbent reference lab service provider into reducing their pricing which generated $232,000 in annual savings
* Worked with GPO cohort to improve pharmaceutical distribution markdown by fifty basis points creating an estimated annual pricing improvement of $200,000.
* Identified and implemented improved pricing opportunities on wide variety of projects including: patient bed rentals and endoscopic trocars resulting in annual savings of $243,000.
* Prepared and presented $400,000 annual cost savings opportunity involving physician preference item conversions.
* Produced a nurse staffing agency cost model which identified a $6,000,000 annual savings opportunity.

**Data Analytics Support**

* Provided analytical support for strategic partnership with another health system identifying $1,000,000 in annual savings opportunity within the Cardiology spend category.
* Developed an access database with the ability to track progress towards achieving savings objectives.
* Recreated repeatable in depth spend analytics report utilized by Supply Chain leadership to develop strategic sourcing plans.
* Utilized third party benchmarking services to identify potential opportunities or improvements in supply cost and/or utilization.

**Logistics**

* Developed ABC inventory analysis utilizing distribution averages and trends to determine accurate reorder points and quantities.
* Assisted with ABC implementation oversight at acute care hospital leading to a reduction in distribution lines of 50% and 48 hours of weekly labor.

**Other**

* Developed and facilitated Supply Chain internship program utilizing local universities undergraduate students to assist with strategic sourcing initiatives and logistic projects implementation.
* Designed and created intercompany webpage for Supply Chain department which documented processes for Strategic Sourcing, Value Analysis, Purchasing, and Materials Distribution.

**Ministry Health Care,** Stevens Point, WI **June 2011-August 2012**

Complex health care system of 15 hospitals and 49 clinics employing over 13,000

**Supply Chain Operations Analyst Trainee**

Excellent background training in the Logistics, Strategic Sourcing and Data Management fields of Supply Chain

**Logistics**

* Performed a variety of strategic analysis leading to reductions in inventory levels and third party spend.
* Developed and implemented a departmental inventory location system to increase the productivity during inventory put-away.
* Performed benchmarking visits at comparable healthcare systems to develop best practice initiatives
* Developed, deployed and maintained a monthly Supply Chain Operational Metrics Dashboard which highlighted areas of improvement by facility. Once completed, an Executive Communication was prepared for Ministry’s Executives and Senior Leaders.
* Manipulated detailed floor plans of Ministry Health Care’s main facilities highlighting the areas where Supply Chain manages departmental inventories to accelerate a new employees training process.
* Compiled a New Hire Orientation manual along with an employee handbook for Supply Chain.

**Strategic Sourcing**

* Partnered with Sourcing Managers and performed a variety of analysis on key projects including:
  + Pharmacy wholesaler distribution pricing analysis resulting in $350,000 savings by moving from McKesson to Cardinal at one hospital.
  + Reference lab cost comparisons surfacing over 20% in savings out of a $3,500,000+ spend
  + Blood Glucose Meters analysis determining the most cost effective equipment and disposables purchasing plan to utilize system wide.
  + Validated numerous savings analysis compiled by third party resources amounting nearly $2M in one time savings, and $400K in recurring savings.
* Created Request for Proposal and Non-Disclosure Agreement templates which are now utilized by multiple departments across the Ministry Health Care system.
* Developed, distributed and analyzed multiple RFP’s which were essential in the successful strategic sourcing of the Clinical and Information Technology initiatives they pertained to.
* Served as the IT and Capital Sourcing Analyst by completing pricing, contracting and service analysis.
* Analyzed, posted and tracked the savings for all IT and Capital sourcing initiatives.

**Data Management**

* Developed a repeatable in depth spend analysis report consisting of IT, Purchased Services, Clinical Materials and services, and Miscellaneous for senior and strategic supply chain management
* Facilitated communications with Ministry’s suppliers to convert and connect to an alternative electronic data interchange service provider as a part of the larger requisition to payment initiative.
* Delivered accurate spend, usage and analytics data to our strategic sourcing and operational teams per request.

**Midwest Manufacturing,** Eau Claire, WI **June 2010-August 2010**

Midwest manufacturer and supplier of building materials

**Controller Trainee Intern**

Provided order processing, inventory tracking, and employee services assistance for the Plant Controller

* Completed monthly comparisons of receipts and outstanding payments to verify the accuracy of company profit-loss statements
* Managed bill of materials based on product changes and fluctuations in order to ensure accurate raw materials usage and inventory counts

**Skills and Abilities**

* Mastery in extracting and manipulating large amounts of data for analytics
* Exceptional listener and communicator who efficiently conveys information verbally and in writing.
* Flexible team player who thrives within environments requiring the ability to effectively prioritize and manage multiple concurrent projects
* Proven relationship builder with outstanding interpersonal skills.
* Innovative thinker who can generate workable solutions.
* Effective group facilitator surfacing ideas, resolving issues, and providing solutions.
* Enthusiastic, knowledge hungry learner, eager to face challenges head on and quickly assimilate new concepts
* Unique ability to pick up various software packages and become power user in short time frame:
  + - Expertise in Word, PowerPoint, Access, Excel, Crystal and other third party spend analytics tools
    - Experience in tools such as: Quickbase, Meditech, Lawson, Meditract, ECRI, Gartner, Reptrax, Coupa, Premier, Medassets, and HealthTrust