

Andrew Richard Koen
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Professional Summary

Global Strategic Sourcing Manager with a solid 14-year background in driving and coordinating sourcing efforts for material and service procurement. Focuses on cost savings and supplier development to support pre-procurement strategy and supply agreement negotiation. Collaborates with internal business units and supply chain stakeholders to achieve business goals.

Professional Experience

EMD Millipore Corp., Burlington, Massachusetts

May 2017 – Present

Life Science – USA | Group Procurement

Sourcing Manager, Filtration Materials & Instrumentation Contract Mfg.

- Recipient of 2020 and 2021 Sourcing Life Science Awards for financial contribution and innovation
- Recipient of 2019 CFO Office Global Excellence Award in Technology for work contributed to the Supplier to Customer Transparency Tool
- Liaised with internal and external stakeholders to identify and leverage contract value opportunities.
- Lead and manage the Mobius Global Sourcing Expansion strategy, effectively implementing and executing a global strategy by managing a large global network of supply chain, sourcing, and operations professionals to meet global growth and two plant expansions
- Administered agreements by negotiating change orders, executing contract extensions and resolving administrative issues
- Danvers Plant site lead for sourcing, supporting all sourcing related activities for the manufacturing site
- Named lead Digital Ambassador for Sourcing Life Science, responsible for driving the corporate strategy within Sourcing Life Science for Digitization
- Change Management leader for the entire category, leading change management trainings, and discussion forums to be “agents for change” for adapting to the ever-changing work environment.
- Selected as the procurement lead for a strategic business acquisition, lead all due diligence activities pre-acquisition; post-acquisition named integration lead for procurement, resulting in successful integration into the company
- Manage over \$150,000,000 in global spend
- Execute strategic initiatives that drive cost savings and increase supply security, providing the best overall total cost solution to the corporation
- Generate new top line revenue growth through disruptive innovative projects that brought new business in emerging markets
- Develop internal and external strategies for strategic suppliers and overall category execution
- Lead complex executive level negotiations with strategic external suppliers, resulting in favorable settlements for the corporation
- Created a cost reduction brainstorming model that is recognized as a best practice throughout the global procurement group
- Developed a supplier scorecard that scores strategic suppliers on a monthly basis for quality, service, cost, collaboration, and innovation
- Negotiated and lead a comprehensive business continuity planning contract with a key strategic supplier, protecting the corporation from certain trigger events such as bankruptcy, merger, or sale
- Created an E-Commerce project and roadmap for external vendors to sell their products on MilliporeSigma’s e-platform, driving new top line growth through a resale process
- Collaborate with cross-functional teams to drive in/outsourcing decisions through a comprehensive make vs. buy analysis
- Trained multiple large PO audiences on new digital tools and trends
- Mentor and train new sourcing managers, ensuring they have a positive experience to drive successful transition into the role

Textron Systems, Wilmington, Massachusetts

December 2012 – May 2017

Weapon and Sensor Systems

Program Manager

October 2015 – May 2017

- Directed, influenced, and communicated program deliverables with all levels of the organization through superior verbal and written skills
- Managed a multi-disciplined cross-functional team that supports the successful execution of multiple International and Domestic contracts
- Oversaw all daily activities, including ROI maximization, supplier relations, production, and MRP scheduling, contractual, and legal issues
- Directed, influenced, and communicated program deliverables with all levels of the organization through superior verbal and written skills
- Executed successful second sourcing activities and supplier performance reviews both internationally and domestically to identify and develop new sources of the supply to reduce the overall cost of Textron’s supply base and mitigate sole source situations
- Managed complex internal and external relationships including collaborating with a prime contractor, the U.S. Government, Textron Subcontractors, and international Subcontractors
- Chaired a cross-functional team to determine in/outsourcing decisions through Total Cost of Ownership analysis
- Lead critical supplier performance evaluations both domestically and internationally
- Collaborated with cross-functional teams to implement process improvements at critical suppliers
- Lead complex multi-party negotiations with major subcontractors, resulting in favorable settlements for the corporation
- Negotiated contractual changes, long term agreements, favorable pricing structures, and changes to statements of work
- Implemented numerous strategic cost reduction initiatives that lower the overall cost of the program, achieving an increase in profit margin
- Accountable for management of program risk and opportunities
- Lead the logistics of exporting production hardware, training materials, and software needed for successful OCONUS flight trials - ensuring compliance with all export controls and customs regulations
- Collaborated and lead cross-functional teams to prepare proposals for both International and Domestic Contracts
- Created Standard Operating Procedures to ensure that all critical objectives of the program have a defined course of action for completion
- Trained and mentored new employees on creating RFPs, price negotiation memorandums, and purchase orders in support of a government contract and commercial procurements

Principal Subcontract Administrator, Integrated Supply Chain
Senior Subcontract Administrator, Integrated Supply Chain

July 2014 – October 2015
December 2012 – July 2014

- Managed high dollar complex international procurements for Textron's India Offset obligations through direct placements and through a prime sourcing partner approach
- Negotiated Incoterms and transportation methods that mitigated risk to Textron from various countries, Korea, India, United Kingdom, and Canada
- Negotiated, administered, and executed a multimillion-dollar subcontract in the Republic of Korea that maximized offset credits while providing major components to a sister division at minimal cost to the corporation. Recognized by the President of Textron Systems for this effort
- Ensured all international procurements had the necessary licenses and met all International Traffic in Arms Regulations (ITAR)
- Lead complex international negotiations and supplier capability assessments during extended business travels overseas
- Negotiated, administered, and managed all subcontract management activities from the pre-proposal stage through the production and close-out phases
- Developed an international cross-functional team to execute a standard operating procedure for all International Imports from India
- Performed Cost and Price Analysis in accordance with strict Federal Acquisition Regulations
- Leveraged exceptional cost/price analysis and negotiations skills to provide best value material solutions to the company
- Lead negotiations on Terms and Conditions, Software Licenses, Proprietary Information Agreements, and International Logistics agreements
- Identified, evaluated, and selected potential subcontractors; Prepared requests for proposals, obtained subcontractor proposals, evaluated cost proposals, conducted fact finding, prepared cost or price analysis and lead multi-facet negotiations
- Primary interface between strategic subcontractors and the program office, engineering, finance, and supplier quality
- Prepared subcontract documents in accordance with appropriate company and customer requirements, including terms & conditions, statements of work, purchase technical specifications, data requirements and special provisions
- Effectively communicated with subcontractors to assure their understanding of key issues, risks, objectives, and milestones of the program
- Monitored and reported on cost, schedule, and technical status of projects and recommended/implemented corrective actions as required
- Managed and executed source selection initiatives to identify and qualify new international subcontractors to realize offset credits
- Analyzed subcontractors' annual reports and Duns & Bradstreet reports to ensure strong financial stability and minimize risk
- Administered various types of government contracting such as Cost Plus Fixed Fee, Firm Fixed Price, and Time and Materials

Honeywell International, Danvers, Massachusetts
Automation and Control Solutions

February 2012 – December 2012

Subcontract Category Specialist, Honeywell Building Solutions, Global Supply Management

- Processed complex scopes of work into subcontract purchase orders, ensuring appropriate written documentation for compliance with all applicable legal requirements and Honeywell Company policies and procedures
- Analyzed and negotiated suppliers' deviations or exceptions to proposals
- Managed performance throughout the life of the subcontract by implementing KPIs and continuous improvement events
- Participated in the source selection process during proposal and execution phase, working closely with project managers, engineering, and business development
- Evaluated and audited potential new subcontractors for qualification and selection onto Honeywell's preferred subcontractors listing
- Lead a cross-functional six sigma team to convert existing subcontractors pay method from check/wire to automated electronic payments

Raytheon Company, Andover, Massachusetts
Integrated Defense Systems

May 2011- February 2012

Senior Material Program Manager Specialist, Above Water Systems, Integrated Supply Chain

- Managed the review of purchase requisitions and purchase orders to ensure material and service requirements are complete
- Created material management strategies and tactics that are aligned to the Aegis Destroyer Combat System Program schedule and subcontract requirements
- Ensured timely forecasting and tracking of material availability, enabling flawless execution of both the Supply Chain and Integrated Business Team production requirements
- Lead a cross-functional team of purchasing and finance to manage Supply Chain financials for the Aegis Destroyer Combat System Program
- Lead initiatives between cross-functional teams to identify and develop new sources of supply for various commodities to reduce overall cost from Raytheon's supply base

Raytheon Company, Andover, Massachusetts
Integrated Defense Systems

January 2009 – May 2011

Principal Procurement Professional, Mechanical Material Acquisition, Integrated Supply Chain

- Processed complex purchase orders for parts valued between \$25,000 and \$2,000,000 effectively and efficiently
- Issued and definitized letters of subcontracts to include appropriate written documentation that meets compliance guidelines
- Achieved Certified Buyer, Level 2 (Compliance Certified Buyer) – \$350,000 signature authority
- Negotiated and implemented the Strategic Enterprise Aligned Commodity (SEAC) long term agreements for the Magnetics and Test Equipment commodities
- Standardized the work process for acquisition enterprise wide by implementing electronic procurements
- Evaluated and audited supplier's delivery, quality, and capabilities for selection onto Raytheon's Approved Supplier Listing
- Subcontract and Agreement Management System (SAMs) subject matter expert and trainer

Raytheon Company, Andover, Massachusetts

June 2008 – January 2009

Integrated Defense Systems

Supply Chain Specialist, Rapid Acquisition Group, Integrated Supply Chain

- Managed Third Party Sourcing Supplier for key Raytheon programs by ensuring timely placement of purchase orders that meet budget and Material Requirements Planning (MRP) needs
- Initiated requests for quotations and analyze proposed pricing from potential suppliers
- Created and ensured all procurements \$100,000 and greater include appropriate written documentation that meets compliance guidelines
- Evaluated and monitored supplier quality and reliability as well as supplier ability to support required delivery dates
- Processed complex folders for parts worth between \$25,000 and \$650,000 effectively and efficiently

Raytheon Company, Program Management Internship, Tewksbury, Ma

May 2007 – January 2008

Education

University of Massachusetts, Lowell, MA

May 2017

Manning School of Business

Masters of Business Administration

Providence College, Providence, RI

September 2004- May 2008

Bachelor of Science

Major: Business Management Minor: Finance

Achievements

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- Recipient of the 2020 and 2021 Sourcing Life Science Awards • Recipient of the 2019 CFO award for Technology • Named Digital Ambassador for Sourcing Life Science • Selected to Textron's CEO Program Manager Training Program • Member of Raytheon's Talent Acceleration Program
 - Lean Knowledge Certificated – Society of Manufacturing Engineers • Granted Secret Clearance by the United States Department of Defense • Raytheon Six Sigma Specialist • Selected to Textron's Mentor / Mentee Program

To the Windham Academy Board of Trustees:

My name is Andrew Koen and I am writing today to express my sincere interest to join the Windham Academy Board of Trustees as a Professional / Contributor. I am a father of two incredible young boys. My wife Jenna and I moved to Windham in March 2020. I have always had a passion for public service and believe it is our duty as constituents of a community to volunteer to make the place we call home the best it can be. Prior to moving to Windham, we were residents of Haverhill Massachusetts where I was appointed by the mayor to the Parks, Playgrounds, and Recreation Committee as well as the Neighborhood Advisory Committee. My duties included researching and authoring city-wide sidewalk improvement plans and public feedback on improving the public transit system. Duty to my community has continued since we have moved to Windham. I currently serve on the Windham School District Finance Committee as the co-lead for the budget review for the Windham Center School and I am an involved parent at the Windham Cooperative Kindergarten and Nursery School.

Professionally, I am a sourcing manager for MilliporeSigma, an industry-leading life sciences company located in Burlington, Massachusetts. I am fortunate enough to work on problems in science and math that equate to solutions to help develop products to improve people's quality of life. My company offers a Curiosity Lab program where we constructed a mobile science lab that travels the country to prepare students for careers in science, technology, engineering, and mathematics. Volunteering for these events when the lab visits New England is always one of my favorite times of the year. I am able to see how exposure to high-quality science curricula, supplies, and hands-on experiments complemented by a STEM curriculum can make an impact. By the end of the day, students are learning new scientific concepts and stimulating scientific thinking, helping them to build confidence and encouraging them to be curious about the world around them. I look forward to continuing this volunteering effort in 2022 to help mold young minds who do not have the access to incredible opportunities that Windham Academy offers in our area.

I understand one of the challenges for 2022 is obtaining a variance relief for expansion. Attending town meetings is something that I have done for many years sitting on both sides as an official in Haverhill and as a concerned resident of Windham. A strength that I can offer as a board member would be to brainstorm possible solutions with the school community and use my strong public speaking skills to articulate our position to the Town of Windham Zoning Board members.

I believe with my personal dedication to the community and professional background I would be an excellent candidate to serve on the board. I look forward to helping Windham Academy grow, thrive, and spread the wonders of science, technology, reading, engineering, arts, and mathematics to as many students as possible.

Thank you for your consideration.

Andrew Koen