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Government Finance Officer Association of the Washington Metropolitan Area



Government Finance Officer Association of the Washington Metropolitan Area



# *The Future of Procurement and IT for the Public and Private Sectors*

Embassy Suites at Convention Center

June 11, 2015

# AGENDA

**11:25 a.m.—11:30 a.m. Opening Remarks**

GFOA-WMA President

**Cyril Byron, Jr.**  
**Associate Chief Financial Officer**  
Economic Development and Regulation Cluster, Office of the Chief Financial Officer, DC Government

**11:30 a.m.—12:30 p.m. Trends in Procurement: A Public and Private Prospective**

**Tom Derry, CEO**  
Institute for Supply Mgmt.  
**Rick Grimm, CEO**  
National Institute of Governmental Purchasing

**12:30 p.m.—1:45 p.m. Luncheon**

**1:45 p.m.—2:45 p.m. Leading the Way in Supply Chain Management Transformation**

**Rudy Gonzalez**  
**Acting Chief Procurement Officer**  
WSSC  
**Bob Rudzki**  
**President (CEO)**  
Greybeard Advisors, LLC

**2:45 p.m.—3:35 p.m. The Future of IT and Financial Systems: Successful Planning and Implementation**

**Sonny Hashmi**  
**Chief Information Officer**  
Box  
**David A. Shive**  
**Acting Chief Information Officer**  
US General Services  
**Sagar Samant**  
**Chief Information Officer**  
DC Government



**David Shive, Acting Chief Information Officer**  
**U.S. General Services Administration**

David Shive is the Acting Chief Information Officer for the U.S. General Services Administration.

He oversees the Office of the Chief Information Officer, managing the agency's \$600 million information technology budget and ensuring alignment with agency and administration strategic objectives and priorities.

Mr. Shive joined the U.S. General Services Administration's Office of the Chief Information Officer in November 2012. Prior to being named Acting CIO, he was the Director of the Office of Enterprise Infrastructure, responsible for the enterprise information technology infrastructure platforms and capability that support the GSA business enterprise. He was also the Acting Director of HR and FM Systems for the GSA CFO and CPO offices.

Prior to joining GSA, he served in the District of Columbia government as a Chief Information Officer. In this role, Mr. Shive had executive responsibility for agency IT operations including financial systems, security and privacy programs, internal controls and compliance, strategic planning, enterprise architecture and performance management and measurement programs and directed the transformation of enterprise systems and processes, to public/private cloud hybrid. Mr. Shive was the recipient of the 2012 Washington, D.C., CFO Meritorious Service Award.

Mr. Shive began his career at Lockheed Martin Corporation in management and consulting roles overseeing large, customer-centric, IT organizations serving state and local, federal and international government customers. He is the recipient of numerous sector awards including the 2006 State & Local Government Executive Management award and the 2003 Management Award for Transformational Technology

Mr. Shive is a member of the National Law Enforcement Telecommunications System Alumni Association; American Meteorological Society, DC Chapter; Project Management Institute, DC Chapter; the Air Force Association and the Government Finance Officers Association. He holds an undergraduate degree in physics from California State University, Fresno; a master's degree in research meteorology from the University of Maryland College Park; and a post-graduate management certificate from the Carnegie Mellon Graduate School of Industrial Management.

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**Sonny Hashmi, Managing Director of Global Government Strategy  
Box**

Sonny Hashmi is the Managing Director of Global Government Strategy at Box. In his role, Sonny is responsible for developing and executing a go-to Market strategy for Box within global public sectors, and represents Box as a cloud computing thought-leader in government. Used by over 45,000 companies with over 32 million users, Box is a leading cloud platform enabling highly secure, FedRAMP ready and HIPAA compliant content collaboration in the cloud.

Prior to joining Box, Sonny served as the Chief Information Officer (CIO) and the Chief Technology Officer (CTO) for the U.S. General Services Administration (GSA). Since joining GSA in 2011, Sonny managed the agency's \$600 million Information Technology (IT) budget and ensuring alignment with agency and the administration's strategic objectives, information security and enterprise architecture. Sonny led several technology initiatives at GSA, that leveraged emerging technologies to modernize and improve GSA operations. He also provided oversight of GSA's IT projects, implemented the digital government strategy and was a major force towards adoption of cloud for GSA's email, collaboration and applications as well as creating agile practices for cloud development.

Prior to joining GSA, Sonny was the Deputy CIO for the District of Columbia, Office of the Chief Financial Officer. He championed and successfully delivered many initiatives including large system modernization projects, implementation of a District-wide business intelligence platform for agency financial management and oversaw business process automation. Sonny also worked for private sector organizations leading large scale initiatives for federal, state and local government agencies.

Sonny is active in the federal IT community. He received the 2013 Federal 100 award for Digital Government Innovation - as a "cloud expander." Other awards include his team's win of the 2011 GCN award for (Cloud) Enterprise E-mail and Collaboration, and as a finalist for the prestigious Samuel J. Hayman Service to America medal. Named as among the five most social federal CIOs on Twitter, he is actively engaged on social media and online federal IT communities of interest. You can follow Sonny on Twitter at @Sonny\_h.

Sonny has a master's in engineering from Purdue University and a master's certificate in innovation management from the University of Maryland.

**John Madrid, CPA, MBA  
Controller, DC Water  
Moderator**

John Madrid, CPA, MBA is the Controller for the District of Columbia Water and Sewer Authority (DC Water). Mr. Madrid manages the accounting team and has improved operations and maximized profits through achievements in financial management, budgeting and forecasting, reducing costs and expenses, and implementing internal controls.

Prior to joining DC Water, Mr. Madrid worked for American Express as a Finance Manager. There he managed a team to implement test phases of an innovative data warehouse system application responsible for financial reporting and analysis. Previously, he worked for Inter-American Development Bank, where he rose to the rank of Chief, Capital & Institutional Banking Section.

John Madrid holds a Bachelor in Business Administration, Finance from the University of Wisconsin and an MBA in Business Administration from the University of North Carolina. He also earned a Master of Science in Accounting from Nova Southeastern University. He is a Certified Public Accountant (CPA).



**Thomas W. Derry, Chief Executive Officer  
Supply Management (ISM)**

Thomas W. Derry is chief executive officer of the Institute for Supply Management (ISM) in Tempe, Arizona.

ISM is a not-for-profit organization with more than 45,000 members worldwide. ISM delivers market intelligence, certification, training, and professional development to the global market of procurement and supply chain management professionals. ISM is best known as the inventor and publisher of the PMI® index as part of its monthly Report On Business®. The manufacturing PMI® and the NMI® for the services sector are closely followed by governments and in capital markets as a leading indicator of global economic conditions.

Prior to joining ISM in July 2012, Derry spent nine years with the Association for Financial Professionals (AFP), a US\$23 million professional association serving 17,000 corporate treasury and finance professionals. As chief operating officer, Derry directed a global staff located in the United States and United Kingdom. He was responsible for strategic planning and strategic development, including U.S. and Canadian professional membership organizations and two wholly owned, for-profit U.K. subsidiaries.

Prior to AFP, Tom was general manager of the LexisNexis business intelligence group headquartered in New Providence, NJ. Tom oversaw the implementation of a new strategy, restructured operations, and handled related acquisition integrations and strategic business unit divestitures.

Derry has substantial experience in product development, cross-border acquisitions and foreign joint ventures, strategic restructuring of operations and strategic alliances. Representing ISM, Derry is frequently interviewed on macroeconomic and business conditions by the Wall Street Journal, The New York Times, U.S. television network CNBC, and various other business media outlets, and is frequently invited as a speaker at a variety of business conferences. He holds a bachelor of science degree in foreign relations from Georgetown University. Derry is chairman and president of ISM Services, the for-profit consulting arm of ISM, a member of the Dean's Council for the W. P. Carey School of Business at Arizona State University, and is a member of the board of directors of the Society for Human Resource Management (SHRM).



**Rick Grimm, CPPO, CPPB  
Chief Executive Officer  
NIGP: The Institute for Public Procurement**

Rick Grimm became NIGP's fifth Chief Executive Officer in January 1998.

Rick holds a Bachelors Degree in Business Administration from the University of Miami and a Masters Degree in Public Administration from Florida International University. He served county governments and public school districts for 23 years, including over 12 years in the management of the public procurement function.

Under Rick's leadership, the Institute re-wrote its major curriculum, added distance learning opportunities to NIGP's growing list of educational offerings, and instituted a number of new online resource tools. In support of the Board's strategic plan, the Institute is leading a collaborative effort to develop a robust list of public procurement practices that are based on six key values and related guiding principles.

Key initiatives for the next few years include an engaging governance model, the use of technology to deliver high-quality and relevant services to customers, the development of academic communities in an effort to develop a curriculum framework for colleges and universities, the development of a comprehensive, sustainable Public Procurement Body of Knowledge, and the creation of formal partnerships with other leading public sector associations to ensure relevancy and advocacy for the profession.



**Rudy Gonzalez, Acting Chief Procurement Officer  
Washington Suburban Sanitary Commission**

Jesus (Rudy) Gonzalez is the Chief Procurement Officer (Acting) of the Washington Suburban Sanitary Commission (WSSC), ([www.WSSCwater.com](http://www.WSSCwater.com)), the 8th largest water utility in the United States. Rudy's chief mission is to lead WSSC through its transformation from an Acquisitions Office to a World-Class Water & Wastewater Utility Supply Management Organization. Prior to his appointment as acting CPO, Rudy was the Acquisitions Group Leader for Architectural, Engineering and Construction services, a group responsible for over \$1.0 Billion in service contract awards over the past three years. In his current role at WSSC, Rudy frequently presents and speaks before large audiences of internal and external suppliers and customers.

A graduate of the University of Texas, Austin, Rudy began his career in Supply Chain Management in the paper and packaging industry with International Paper in 1991. He extended his experience into the printing and publishing industry as a supply chain management practitioner with Cadmus Communication, Inc., and later as Vice President of Strategic Sourcing with Independent Printers Worldwide, a member based procurement co-operative of 150+ printing manufacturers. Along the way, Rudy gained valuable insight into the federal contracting arena working in his family's construction business, and serving as an Officer and Board Member of the NM 8(a) and Minority Business Association.



**Robert A. Rudzki, President  
Greybeard Advisors LLC**

Robert A. Rudzki, a former Fortune 500 financial and procurement executive, is President of Greybeard Advisors LLC ([www.GreybeardAdvisors.com](http://www.GreybeardAdvisors.com)). Greybeard is a firm comprised of deeply-experienced industry executives and managers. Since its formation 10 years ago, Greybeard has become a leading provider of advisory services for procurement transformation, strategic sourcing and supply chain management. In that role, Mr. Rudzki has personally been an advisor to some of the leading companies in major industry sectors. In addition, he

is a Board or Advisory Board member of several high-tech businesses.

Prior to founding Greybeard Advisors in 2004, Mr. Rudzki served as Senior Vice President for Bayer Corp, the North American subsidiary of Bayer AG. At Bayer, he led a nationally-recognized transformation that generated significant improvements in costs and working capital, and was a finalist for Purchasing Magazine's Medal of Excellence. Prior to Bayer, he was an executive at Bethlehem Steel Corp., where he oversaw Bethlehem's global procurement and logistics activities. During his tenure, Bethlehem's procurement organization was recognized as "top quartile" in a global benchmarking study conducted by A.T. Kearney, and was also twice recognized by Purchasing Magazine as a "Best Place to Work."

A frequent speaker at conferences, Mr. Rudzki is lead-author of two books: the supply management best seller *Straight to the Bottom Line*®, and its sequel *Next Level Supply Management Excellence*. He is also the author of the leadership book *Beat the Odds: Avoid Corporate Death and Build a Resilient Enterprise*, endorsed by Lee Iacocca, and authors a blog on the website of *Supply Chain Management Review* magazine.

Mr. Rudzki graduated summa cum laude from Lehigh University (B.S. Industrial Engineering), and earned an MBA from The Wharton School.



**Sagar Samant, Chief Information Officer  
Office of the Chief Financial Officer, DC Government**

Sagar Samant is the Chief Information officer (CIO) for the Office of the Chief Financial Officer (OCFO) of the District of Columbia Government. Named interim CIO in December 2012 and confirmed in April 2013, Mr. Samant is responsible for managing information technology operations in support of the District of Columbia's financial operations, which includes tax and revenue administration; the treasury, comptroller and budget offices; economic/fiscal analysis and revenue estimation functions; all District agency financial operations; and the DC Lottery; and ensuring strategic alignment with OCFO's

strategic objectives.

Prior to becoming the CIO, Mr. Samant was the director of the PMO in the office of the Chief Information Officer. As a Director PMO and CIO for the CFO, he envisioned and successfully delivered many initiatives including large system modernization projects ,citizen centric transparency programs such as [cfoinfo.dc.gov](http://cfoinfo.dc.gov), enterprise wide business intelligence platform, and numerous business process automation and improvement programs. Before joining OCFO, Mr. Samant's work concentrated on organizational strategy, project management, enterprise architecture, technology innovation, IT governance, and organization change management in public, private, non-profit, and entrepreneurial contexts.

Mr. Samant has 20 years of experience in the business systems field, as a software consultant and in various management roles for private, publicly traded fortune 500, and non for profit organizations – GTSI, Sallie Mae, FINRA, College Board, Bank Of America, McGraw-Hill Digital Learning, ADP, and TATA Enterprise.

Mr. Samant is a graduate of the McIntire School of Commerce at the University of Virginia with a Masters of Science in Management of Information Technology and received his bachelor's degree in Electronics Engineering from Shivaji University in India. In addition to being a Project Management Professional (PMP), Mr. Samant holds various technology and process certifications- ITIL, Microsoft, Oracle, and Java.

**Thomas Kuczynski  
Chief Information Officer  
DC Water  
Moderator**

Thomas Kuczynski is the Chief Information Officer for the District of Columbia Water and Sewer Authority (DC Water). Mr. Kuczynski joined DC Water in August 2013 and heads up an IT team of 60 individuals and a \$20 million budget to develop applications that support customer services and operations, and provide technical support to help employees do their jobs.

Mr. Kuczynski has more than 35 years of experience in Information Technology including nearly 30 years at Philadelphia Gas Works (PGW) in two separate terms of employment. He was most recently Senior Vice President, Strategic and Information Services for PGW managing Strategic Planning, Enterprise Performance Management, Information Services and Internal Auditing. In his first employment at PGW, he led development efforts for the company's customer information system, credit and collections, automated meter reading and distribution leak tracking.

He has also worked for Pacific Gas & Electric's National Energy Group as Director of Technology Strategic Planning and Architecture, and for Delmarva Power in Wilmington, Delaware where he provided IT Strategic Planning Services to the Energy Supply Group. Mr. Kuczynski is a graduate of La Salle College of Philadelphia and the Executive MBA program at University of Maryland University College.

