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***Senior Procurement Leader***  
***Twenty years of Senior Management***  
***Eighteen Years of Procurement Experience***  
***Demonstrated Expertise in Florida Procurement Law***  
***Specialized in Complex Procurements and Contracts***

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***Deputy Director***

***Division of State Purchasing-July 2015-Present***

Responsible for managing the day-to-day procurement functions within the division, including: needs assessments, market research, planning, solicitations, contract management, as well as implementation of best practices across the division.

***Bureau Chief for Services and Special Projects***

***Division of State Purchasing—April 2010 to June 2015***

Since May of 2013, led a procurement team of ten people focused on services and other complex procurements including PCard, mail services, pharmaceuticals, professional consulting, contingent labor, insurance, and information technology services. Began as a lead purchasing analyst in April of 2010, was promoted to category manager in November of 2011 and to Bureau Chief in May of 2013.

***Legal and Governmental Services Provider***

***February 2009 to April 2010***

Provided a variety of legal and legislative services including drafting of contracts, policy statements, and situational analyses for a variety of clients.

***General Counsel and Vice President of Governmental Relations***

***VISIT FLORIDA—December 1997 to February 2009***

***Primary legal and procurement advisor and contract negotiator***

Assisted in creating and managed formal procurement processes  
Conducted complex contract negotiations  
Managed contract review and renewal process  
Assisted in developing procurement policies and procedures  
Selected and managed counsel for intellectual property, real estate, and litigation  
Provided legal advice to staff and members of the board of directors

***Member of the senior management team***

Acted as a team leader for company projects  
Provided input and leadership for company decisions  
Responsible for developing internal legal policy  
Responsible for alerting staff to the governmental impact of decisions and actions  
Assisted in the development and implementation of the company strategic plan

### *Primary representative to state government*

Provided counsel on government relations to the board of directors and staff  
Monitored and lobbied both substantive and budget issues  
Assisted in selecting and managed contract lobbyists  
Assisted in selecting and managing public relations contractors  
Responsible for accountability to Governor and Legislature

### *Legal and Governmental Services Provider*

#### *January 1997 to December 1997*

Provided a variety of legal and professional services including contract negotiation and construction, legal advice for new businesses, rewriting government manuals in plain English, assisting organizations in conducting Sterling Self Assessments, and reviewing agency technology planning and purchase requests for the Governor's Office.

### *Legislative Employment*

#### *House of Representatives—May 1982 to January 1997*

##### *Job titles*

Policy Director  
Staff Director  
Chief Analyst  
Senior Attorney  
Legislative Analyst

##### *Places worked*

Speaker's Office  
Rules Committee  
Agency Rules Committee  
Regulatory Reform Committee  
Majority Office

##### *Job responsibilities*

Directing reform of technology use  
Directing process reengineering  
Negotiating and managing vendor contracts  
Directing team projects  
Managing committee resources  
Directing committee staff  
Providing strategic and tactical counsel  
Providing counsel on House Rules  
Providing legal counsel  
Drafting bills and amendments  
Writing reports and summaries of projects  
Reviewing and rewriting regulations  
Analyzing legislation

##### *Subjects covered*

Business regulation  
Professional regulation  
Healthcare regulation  
Regulation of commerce  
Administrative procedures  
Government reform  
Finance and tax  
Transportation  
Pari-mutuels  
Judiciary

### *Credentials and Education*

Florida Certified Contract Negotiator—November 2012 to present  
Licensed to practice law in the State of Florida—May 1982 to present  
Licensed by the Federal Appeals Court, Eleventh Circuit—October 1982 to present  
Earned Juris Doctor degree at Florida State University College of Law—December 1981  
Earned Bachelor of Arts degree at Florida State University—December 1976