

# DEEPTI R. BISWAL

## APICS CERTIFIED SUPPLY CHAIN PROFESSIONAL

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*~Highly analytical supply chain leader with expertise in managing cross-functional teams and driving process improvements. Proven track record of reducing costs, improving customer service levels, and mitigating supply chain risks~*

## PROFESSIONAL EXPERIENCE

### Director Analytics – Supply Chain & Finance, RepScrubs – Orlando, FL

04/2025 – Present

*Serve as a key advisor to senior leadership on financial and supply chain initiatives, drive continuous process improvement initiatives across finance, supply chain & analytics functions. Lead end-to-end supply chain strategy to balance costs and operational risks*

- Collaborate with suppliers to manage all sourcing activities, identify alternate sources of supply, and lead onboarding of new suppliers to mitigate supply chain risks
- Developed an inventory model using Power BI and Excel to proactively identify stockouts, determine optimal order quantities and timing, maintain appropriate safety stock levels, and improve service levels

### Director - Supply Chain Strategy & Analytics, Spencer's & Spirit Halloween – Egg Harbor, NJ

08/2023 – 01/2025

*Manage a portfolio of comprehensive supply chain and fulfillment/distribution strategy projects that align with long term business goals to prioritize speed, quality, cost, and enhance customer experience*

- Engineered / analyzed **11 potential solutions for 2025 & beyond** (confirmed 2/ disproved 9) each with distinct cost structures and service levels for global supply chain under the E<sup>2</sup> (Everything from Everywhere) initiative
  - Revamped eCommerce fulfillment for Animatronics, transitioning to a multi-node omni-channel system, projected **\$2.6M savings over 5 years (260 bps reduction in COGS) and improved customer delivery speed by 2 days**
  - Designed a new Fulfillment strategy that achieved **~\$2.0M in annual cost savings, reduced DC space requirements by 75%, eliminated \$2.5M in holdback inventory, and accelerated lead times by 3 weeks**
- Partner with Finance to conduct ROI assessments for major supply chain initiatives, develop annual supply chain budgets

### Director - Supply Chain Solutions, Boston Industrial Consulting - Boston, MA

06/2021 – 08/2023

*Drove capability enhancements across end-to-end supply chain by collaborating with supply chain leaders to implement ROI-driven, data-backed recommendations, resulting in improved financial performance for clients across diverse industries*

- Formulated 5-year supply chain strategy for \$50M luxury bed and bath retailer (7K SKUs) by leading team of 3 and collaborating with C-suite to develop roadmap (including WMS upgrade and 60K SF space); estimated to **increase unit sales by 2X by 2026**
- Designed a 5-year manufacturing blueprint for \$50B shoe manufacturer via research/analysis, SimCAD (simulating ops), and liaising with clients; **increased capacity by 40%, drove \$12.3M NPV, and reduced workplace safety incidents by 74%**
- Oversaw NA distribution network design for \$31B licensed apparel maker, conducted analytical studies using SQL, Alteryx & Tableau; **estimated to save \$116M over 5 years and 78% 2-day coverage improvement**
- Led WMS RFP process at a luxury bed and bath retailer, evaluated and selected the best-fit WMS solution from 5 options using a structured decision framework, **estimated savings of \$949K and 2.4-year payback**
- Boosted pick, pack, and ship efficiency for e-commerce fulfillment of \$30M sports apparel firm by researching and implementing automated tech (i.e., Put to Light, auto baggers, carton sealing, small parcel sortation); **expected to reduce 60 FTEs by 2025**
- Modelled storage requirements and placement/slotting for 32K SKUs at \$85M plumbing supplies distributor; presented 4 options to CEO. Secured \$2.2M budget to implement, **yielding 100% storage increase & 15% cut in picking headcount (saved ~\$750K)**

### Supply Chain Consultant III, DJO Global - Austin, TX

01/2019 – 05/2021

*Provide leadership for developing successful category management strategies (market research, benchmarking, spend analysis, should cost modeling) to include managing all facets of supplier management activities for assigned categories and completing regular supplier performance assessments for DJO Global (orthopedic goods manufacturer)*

- Designed a Supplier Risk Assessment Dashboard in Power BI on multiple factors (Revenue at Risk, LTA, OTD, Pricing & Payment terms) to assist Sourcing in formulating supplier negotiation & category strategies,); **eliminated ~50 high-risk suppliers**
- Oversaw team of 5 to improve inventory accuracy/availability, modify pick/pack process, and restructure customer ordering process using Pareto analysis and Lean tools; **saved \$356K** by reducing number of **shipments per order from 2.6 to 2.3**
- Analyzed key metrics in Excel (i.e., Last Price Paid, Standard Costs) of 20+ purchasing categories; reported findings to 5-person procurement leadership monthly, **reducing negative Purchase Price Variance by \$235K** through supplier renegotiation
- Collaborated with Procurement managers to automate contract savings tracking, develop spend profiles, and contract performance scorecards, resulting in an **average 12% cost savings** across all categories over a 2-year period
- Developed quarterly supplier performance scorecards for **top 200 global suppliers based on 3 primary KPIs** of quality (quality complaints/Non-Conformance), On Time delivery and Supplier Corrective Action Score to mitigate supply risk
- Reduced global OB freight spend by **14 basis points from 4% to 3.86% of sales** through detailed cost analysis by mode (air, ocean, ground, small parcel) and implementing action plans for each mode

## **Financial Advisor II – Strategic Sourcing / Procurement, Baylor Scott & White Health - Dallas, TX** 02/2014 – 12/2018

*Led operational assessments and financial analysis for strategic sourcing initiatives across 22 facilities with \$2B in annual expenditure. Utilized advanced analytics (benchmarking, spend analysis, TCO modeling, cost-benefit analysis, RFP bid analysis) throughout the sourcing cycle to drive cost reductions, optimize operations, and enhance contract performance for BSWH health system*

- Evaluated indirect spend data, identified cost reduction opportunities across spend categories, synthesized recommendations to supply chain leadership, driving 30+ cost-cutting projects **saving \$21.34M in FY 2016**
- Utilized multiple value levers (cost savings/avoidance, utilization mgmt., bulk buys, rebates) to generate **cost savings of \$5.8MM on spend of \$37MM** for Cardiovascular CRM category
- Developed 3-year TCO model for complex **IT RFP evaluation (5 vendors)**, achieving **26% cost savings** (best value proposal)
- Established formal methodologies to track actual vs. projected savings of negotiated supplier contracts. Promoted adoption of best practices by designing performance scorecards that increased organization **contract compliance levels by 50%**
- Analyzed coronary drug stents suppliers, customer demand/utilization trends, and pricing differentials, collaborated with the Sourcing team to renegotiate contracts and consolidate suppliers, **saving \$2.3 million per year**
- Optimized contracts portfolio for items with low supply risk across multiple service lines during post-merger integration, resulting in synergies of **\$5.1MM across 22 hospitals (\$2.0MM in SKU rationalization, \$1.5MM in contracts consolidation)**
- Standardized BoM for custom kits in OR by collaborating with managers, researching processes, and analyzing costs; **cut \$171K**
- Prepared dashboards, financial reports, summary charts, graphs & tables for senior management including supply expenses trend analysis, PPV analysis, rebate allocation & an examination of operational/financial KPI's with associated supply chain initiatives

## **Senior Operations Analyst, Health Management Systems - Irving, TX** 11/2010 – 02/2014

- Reviewed 4 vendor contracts and negotiated terms; decreased vendor contingency fees from **6.5% to 5.5%, saving \$131K**

## **EDUCATION**

### **Georgia Institute of Technology**

*Master of Science in Analytics*

In-Progress

### **W.P Carey School of Business at Arizona State University**

*Master of Science in Supply Chain Management*

12/2021

### **Cox School of Business at Southern Methodist University**

*Master of Business Administration (MBA) in Finance & Strategy*

05/2010

### **Biju Patnaik University of Technology, India**

*Bachelor of Technology in Electrical Engineering (B. Tech)*

05/2005

## **CERTIFICATIONS / TRAINING / PERSONAL**

**Skills:** Excel, PowerPoint, Power Query, Tableau, Birst, Power BI, Alteryx, SQL, Kinaxis, Oracle ERP, SimCAD, R, Python

**Certifications:** MIT MicroMasters Credential in Supply Chain Management | Harvard Business School – Leadership Principles

ISM Certified Professional in Supply Management (**CPSM**) | APICS Certified Supply Chain Professional (**CSCP**)

APICS Certified in Production and Inventory Management (**CPIM**) | Lean Six Sigma Green Belt – HMS/Acuity Institute (**LSSGB**)