

Andrea F. Margiotta
(914) 438-4174
afmargiotta@yahoo.com

Decisive, collaborative leader with a proven record of providing dynamic, progressive leadership. Solid understanding of pharmaceutical/biotechnology business development and clinical development. Multiple successes in the design and implementation of centralized outsourcing and contracting functions within the pharmaceutical/biotechnology industry. A self-starter that is able to quickly identify, quantify and capitalize on trends within an organization and react quickly to employ creative, innovative and experience-driven problem solving strategies to positively impact the bottom line.

EXPERIENCE

OUTSOURCING CONSULTANT/ADVISOR

August 2016 – Present

I bring thought leadership, am able to set direction, and am able to ensure delivery of the procurement organization by blending a remarkable background in outsourcing, vendor management, contract management and budget management. I have a deep-level understanding of the relationship between the time and cost of drug development and the bottom-line. I work alongside all levels within an organization as an expert guide in determining critical business decisions, engaging support of all stakeholders, and ensuring attainment of robust procurement objectives.

- Provide leadership and support to ensure quality delivery and cost effectiveness of the sourcing and contract functions within an organization.
- Identify critical success factors to ensure efficient and effective supplier sourcing and contract functions meet business stakeholder requirements.
- Act as the procurement “expert” for key suppliers across all businesses (Clinical, R&D, MFG, G&A).
- Develop category strategies and actionable sourcing plans to optimize the company’s spend and evaluate sourcing involvement in areas of spend not currently managed.
- Deploy a robust P2P and contract management program using continuous improvement methodologies and technology to improve information flow.
- Oversee competitive bid processes (RFI’s, RFP’s, and RFQ’s) for all services.
- Effectively manage supplier relationships to optimize service, quality, and cost.
- Develop, lead, and track KPIs that progress the function to achieve “world class” excellence.
- Deliver savings objectives in line with business priorities by ensuring savings spans cost reduction, cost avoidance, rebates, etc.
- Direct process improvement initiatives - instituting best practices guided by an effective change management process.
- Ensure that a framework of policies, practices and procedures are in place to promote prudent risk taking, and good corporate governance across the sourcing and contract functions.

MESOBLAST, INC., New York, NY

2014 – Present Vice President, Vendor Management

Develop, manage and lead strategic vendor partnerships across the organization. Build effective relationships with key stakeholders to gain alignment of procurement and process improvement strategies and plans. Create, implement and carry out an organizational-wide outsourcing strategy and tactical plan(s). Develop organizational wide vendor performance KPIs/metrics.

- Define strategies for vendor partnerships, including (but not limited to) vendor selection, contract negotiation, governance, and termination.
- Develop and execute procurement and category strategies which are aligned with business objectives.
- Develop spend analytics to enable effective and aligned procurement strategies.
- Drive innovation and the development of potential new suppliers and alternate sources.
- Drive the achievement of savings targets in support of overall company goals.
- Proactively look for synergies across the organization to reduce costs and leverage resources.
- Understand legal and commercial aspects of negotiations and contract management to ensure optimal positioning.
- Manage and develop the strategic vendor partnerships for all clinical trial work.
- Serve as the key point of contact for partnerships in regards to overall vendor related topics.
- Accountable to ensure smooth vendor partnership(s), including issue resolutions and prevention (or further escalation) in line with agreed governance model.
- Accountable to sustain and further optimize strategic partnership model.
- Lead governance meetings ensuring consistency in governance approach across programs with strategic vendor(s).

PROGENICS PHARMACEUTICALS, INC., Tarrytown, NY

2006 - 2014

<i>2011 – 2014</i>	Director of Contracts & Budgets
<i>2010 – 2011</i>	Director, Contracts & Outsource Management
<i>2008 – 2009</i>	Associate Director, Contracts and Outsource Management
<i>2006 – 2007</i>	Sr. Manager, Clinical Contracts and Outsourcing

Lead the Company’s centralized outsourcing, contracting, and budgeting department and effectively built the infrastructure by capitalizing on past successes. Drove outsourcing activities by interfacing with operational teams and service providers for successful selection, contracting and execution of outsourced activities while ensuring compliance with regulatory standards, ethical practices, outsourcing and procurement policies and procedures. Directed and oversaw the management of vendor relationships to ensure that a quality working relationship between sponsor and vendor could be developed and maintained. Provided operational expertise, support, guidance and training to teams on all aspects of outsourced work and ensured alignment with the outsourcing strategies/models. Directed the cradle-to-grave contract operations function ensuring that the company's interests were served, risks were appropriately mitigated, and all corporate objectives were met or exceeded. Directed,

implemented and managed the processes that support business decisions, including the development of financial forecasts and analyses, generating internal management reports, monitoring key performance indicators to implementation and resolution.

- Managed daily outsourcing and contracting operations including vendor selection, contract and budget development and negotiation, contract management, and vendor management.
- Drafted, negotiated and managed approximately 90% of the company's contracts. Maintained the company's contract database (over 6,500 records).
- Managed daily vendor relationships and built and improved upon those strategic working relationships. Such discussions can reveal potential business opportunities and efficiencies, as well as resource and business planning, forecasting, process improvement, cost savings and increased productivity for both parties.
- Monitored ongoing financial performance and prepared presentations that communicated both results and operating issues to other senior managers.
- Conducted ongoing reviews of financial and operating results with management to insure the company and business units met/exceeded financial targets.

PURDUE PHARMA L.P., Stamford, CT

1998 - 2005

<i>2005</i>	Associate Director, Outsource Management
<i>2003 – 2004</i>	Senior Outsource Manager
<i>2002 – 2003</i>	Senior Manager, Clinical Contracts
<i>2001 – 2002</i>	Manager, Clinical Contracts
<i>1998 – 2001</i>	CRA/Senior CRA/Clinical Trials Manager

Lead strategic and tactical outsourcing efforts by designing and implementing robust processes surrounding vendor selection, vendor management, and contract and budget management. This improved the vendor selection process and resulted in greater financial controls including cost savings, while decreasing/mitigating legal risks in order to protect the interests of the company.

- Lead the RFP process for CROs and niche providers (e.g., central labs, IVRS, central ECG) in support of R&D clinical trial activities by preparing, reviewing and critically assessing RFPs. This included developing the scope of work with the relevant functional areas to ensure that all service requirements are being met, nominating vendors for the RFP process, conducting bid analysis, coordinating vendor presentation of proposals (bid defense), developing and negotiating contract and budget and managing vendor relationships.
- Effectively ensured that outsourcing activities for product lines to ensure that all clinical trials are operating within expected timelines and budget. Support Corporate Cost Savings Initiative through negotiations with vendors. Report these cost savings quarterly to Senior Management. These negotiations resulted in an overall cost savings of more than \$4.5MM. Developed, implemented and lead a centralized investigative site contracting and budgeting department which resulted in increased efficiencies, tighter financial controls and decreased legal risks.
- Created standardized contract templates and processes which ensured all contracts were generated and executed in a timely manner in order to meet study start-up timelines. The group processed over 3,000 contracts in a 2 1/2 + year period.

- Designed a system to process and track payments for investigative sites which significantly decreased the payment turnaround time from 25+ days to 6.5 days.
- Established an investigator contract tracking database to capture investigator contracting information, which was effective for managing contracts, updating clinical teams regarding contract status, as well as providing useful metrics to management.

INTERNATIONAL PHARMACEUTICAL RESEARCH, INC.

Norwalk, CT

1997 – 1998

Clinical Research Associate

BOEHRINGER INGELHEIM PHARMACEUTICALS, INC.

Ridgefield, CT

1996

MRA Assistant

MONTEFIORE MEDICAL CENTER

Bronx, NY

1994 – 1996

Clinical Laboratory Technologist, Department of Surgical Pathology

NEW YORK MEDICAL COLLEGE

Valhalla, NY

1993-1994

Study Coordinator, Department of Neurology

EDUCATION

New York Medical College, Valhalla, New York

Graduate School of Health Sciences

MPH, General Public Health (completed 42 of 45 credits)

Pace University, Pleasantville, New York

BS, Biology, June 1994

Minor: Chemistry