

DEANNA OROZ

STRATEGIC OPERATIONS PROFESSIONAL

CONTACT

951.529.2600

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SKILLS

// PROFESSIONAL

Supply Chain & Procurement

Improving Efficiency

Reducing Costs

Strategic Operations

Conflict Resolution

Senior Leadership Team

Clinical Research

// TECHNICAL

Microsoft Suite

Tableau

Trello

SAP / ERP / Ariba / MRP

EDUCATION

Master of Business Administration (MBA)

Cal Lutheran University,
Thousand Oaks, CA

Bachelor of Arts (BA)

Education
Cal State University, Fullerton

SUMMARY

Highly strategic and innovative professional with a strong operations background including process improvement, strategic outsourcing, best practices, change management, resource management, professional services, clinical research, regulatory writing, manufacturing, pharmacodynamics and biopharmaceutics. Outstanding ability to make critical decisions regarding process improvement.

EXPERIENCE

DIRECTOR, CENTER OF EXCELLENCE/STRATEGIC PROCUREMENT OPERATIONS

October 2022 – Present

Kite Pharmaceuticals, Santa Monica, CA

Responsible for the Center of Excellence for procurement including procurement operations. Communicating Procurement's value to the enterprise, build stakeholder alignment and drive company-wide changes. Provide departmental leadership by establishing best practices, training, KPIs for key leadership members and business functions. Partner with Gilead to align on corporate goals to bring new tools and technology to help with operational efficiencies.

- Authored multiple Standard Operating Procedures to help with standardization of procurement responsibilities.
- Lead implementation of SAP for Kite including sourcing requests, indirect procurement, and pay to procure.
- Implementation of a new procurement tool (Cituro) within procurement to help standardize category management. Partnership between Kite and Gilead.

DIRECTOR, STRATEGIC CLINICAL OPERATIONS

April 2013 – March 2022

Amgen Inc, Thousand Oaks, CA

Primary responsibilities were to define strategic direction, manage multiple therapeutic area portfolios, oversight of outsourcing of all clinical studies/projects (globally), lead academic/healthcare collaborations and policies of our department to achieve financial goals. Ensuring achievement of goals through the development strategies and real time visualization with Tableau dashboards using data from multiple system. Lead cross functional process improvements to streamline operations and clinical trials.

- ICH, GCP, eCTD, and all regulatory requirements for regulatory submission
- Improving delivery performance through use of KPI and Tableau dashboards for all related deliverables. Cross functional dashboards to show efficiencies / productivity
- Responsible for all indirect and direct sourcing activities in excess of \$500M.
- Serves as a key member of the Senior Leadership Team within Global Development Operations which is responsible for strategic direction, finance and human resources/organizational directions.
- Responsible for gathering global spend to lead cross functions process efficiencies through synergies Commercial and R&D.
- Responsible for five direct reports and 10+ indirect reports. Including a Functional Service Provider (FSP) supporting programming >60 employees.
- Chief of Staff to the Senior Vice President which include facilitating all Senior Leadership meetings, creation of all presentation, communications, newsletters and making things happen behind the scenes to achieve our goals.
- Owner of SOPs for procurement processes, templates and supplier oversight

DEANNA OROZ

STRATEGIC SOURCING PROFESSIONAL

ACHIEVEMENTS

AWARD/ACHIEVEMENT

Amgen Inc – Top Performer
2021

AWARD/ACHIEVEMENT

Amgen Inc – Top Performer
2019

AWARD/ACHIEVEMENT

Amgen Inc – Top Performer
2018

AWARD/ACHIEVEMENT

Amgen Inc – Top Performer
2016

AWARD/ACHIEVEMENT

Amgen Inc – Top Performer
2015

VOLUNTEER EXPERIENCE

White Rock Horse Rescue

Board of Directors
Yucca Valley, CA
2014-2018

EXPERIENCE continued

Senior Strategic Sourcing Manager

Amgen, Inc. Thousand Oaks

- Conduct all Request for Proposals (RFPs) for all categories using Ariba.
- Next Generational Clinical Trials lead to streamline our clinical trials including revision of SOPs and the use of RWE
- Responsible for spend analytics including: inventory, revenue, fair market value and present value reporting.
- Developed processes to qualify suppliers including SRM, VMI and SOPs
- Developed and successfully implemented new Functional Service Provider relationships in categories that were hesitant to move towards this model.
- Actively manage and influence key supplier relationships to enable continuous improvement performance in the areas of efficiencies, cost savings, value enhancement and innovation

ADJUNCT PROFESSOR

June 2018 - Present

Cal Lutheran University, Thousand Oaks, CA

- Procurement and Supply Chain – masters level courses
- International Business – masters level courses

ASSOCIATE DIRECTOR, CLINICAL OUTSOURCING

June, 2008 – April, 2013

ACTIVIS/Watson Pharmaceutical, Corona, CA

Oversee all Clinical Research Outsourcing in excess of \$400M per year for Brand and Generic divisions. Completed contracts/negotiations for ~400 Phase 1 (BE/BA) studies for generics, three clinical endpoint studies (Phase III) for generics, and three Phase III studies for Brand Division in 2010 – 2011 and +45 Phase IV post marketing studies. Leads cross-functional project teams composed of lead scientists/physicians and senior management for all studies.

- Developed, negotiation and execution of all Master Service Agreements and Master Laboratory Agreements with Vendors to ensure cost savings and partnerships for first right of refusals on first to file opportunities (P-IV Filings).
- Savings of over \$3M per year was achieved due to the long term MSA/MLA's with preferred supplier
- Support all inspections with FDA, PMDA and other regulatory agencies.
- Present to Senior Management the status of all studies including financials and quality metrics.

Purchasing Manager, Direct/Indirect

June, 2002 – June, 2008

Dairy Farmers of America (DFA), Corona, CA

Oversee all procurement activities in a large manufacturing facility for DFA including indirect and direct. Leads cross-functional project teams composed of manufacturing, finance and senior management. Controlled an annual budget of \$100M.

- Responsible for purchases of raw materials, packaging, MRO, and outside contractor services. Interfaced with USDA and Large Customers on Audits.
- Responsible for all AR activities to improve operating budgets related to our department goals.
- Initiated cost reductions, inventory control programs (Min/Max), procurement systems (on-line), and supplier consolidations.
- Completed contract negotiations with suppliers for plastics, packaging, and ingredients.
- Evaluated and maintained weekly purchasing requirements using SAP.
- Managed inventory levels and reported to executive leadership