

Raz Bear – Procurement professional

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Employment & Professional Experience

Owner of RZ Contingent workforce solutions LTD

2022 – till today

Contingent workforce (outsourcing) End 2 end solutions and advisory

- For more info pls go to: <https://www.rzcws.com/>
- Lecture on YouTube <https://www.youtube.com/watch?v=Fn3Gosl4o7w&t=21s>

Global Category Manager (Contingent Workforce) at Amdocs Procurement

2016- 2022

- End 2 End outsourcing workforce management from recruitment to vendor payment of more than 2000 workers across 60 countries while working with 160 vendors. The operation includes 25 employees on different levels and professions across four geographies and systems to support the operation.
- Led and managed comprehensive programs to strategically transition outsourcing activities from high-cost countries to low-cost countries.
- Develop and maintain program KPIs and SLA
- Develop and maintain corporate outsourcing workforce policies and procedures.
- Develop and maintain outsourcing workforce strategies.
- Develop and maintain Master regional Service agreements templates to support engagement with vendors of outsourcing workforce across the globe.
- Run RFP, select and negotiate a global Master Service provider ("MSP").
- Run RFP, select and negotiate global SAAS that manages outsourcing workforce. ("VMS")

Regional procurement director Of Amdocs Asia India (Relocation to India)

2012-2016

- Manage Multiple cross procurement sourcing managers teams: indirect, IT, Business service, and tactical buyers.
- Developed and maintained strategies and executions.
- Manage Amdocs and Comverse procurement business services integration.

Regional Procurement category manager IBM customers

2006-2012

- Procurement consulting, strategic sourcing specialists charged with providing category direction - Owns primary responsibility to achieve client success against all contractual commitments at a category level.
- Leads regional procurement projects on behalf of global customers In Asia and Europe (Average 30 M Euro per project) while meeting project milestones and savings contractual targets.
- Initiated and developed new structured solutions for supply chain management. Manages global RFP process from initiation through, data gathering, developing RFP doc, supplier evaluation, selection, negotiations, contracting, and implementation.

Country Procurement Manager of Hewlett Packard, Israel

2000-2006

- \$250M Spend management of indirect and Services procurement while meeting saving targets.
- Managed 5 direct sourcing managers as well as car fleet operations)
- Oversaw integration of Compaq and HP procurement operations including systems, business control, and practices.
- Led HP procurement integration with Scitex Vision (acquired by HP on August 2005)
- Modified and implemented corporate procurement policy, procedures, standards, and projects.
- Developed local processes and reports which were adapted by HP Europe procurement as best practices.
- Improved business control performance (SOX)
- Awarded the 2003 EMEA achievement prize for integrating the Compaq and HP procurement functions.

References & General

- Fluent in English & Hebrew
- <http://www.printweek.com/Business/article/1059584/hh-expands-market-reach-sara-lee-contract-win/>
- http://www.lgi.co.il/pdf/PDF%20Web/raz_bar.pdf

Academic Qualifications & Personal Development

- Practical Engineer in Industrial Engineering and Management, Technion
- Israeli Institute of Management - Senior Purchasing & Logistic Management Course
- Hewlett Packard - Project Management
- IBM – Customer-facing Course