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Procurement's Mark Lu delivers good news worth more than \$9 million in savings to CEO Roger Snoble.

Procurement Contributes \$9 million to CEO's "Pinch Every Penny" Campaign



A penny pinched is a penny earned, and in these days of limited budget resources, Procurement and Material Management has rebounded from budget lows with a \$9 million in savings that sent the department's FY04 budget charts upward and took the gloom off of otherwise dismal forecasts.

Deputy Executive Officer Bruce Feerer and Executive Officer Lonnie Mitchell took the good news to the 25th floor on Monday, where procurement's top producer Mark Lu personally delivered a check in the amount of \$9,081,408.66 to CEO Roger Snoble.

"That's a lot of pennies," Snoble said in response. "Every little bit helps, but this is a significant savings that represents a lot of hard work."



Contract administrator Mark Lu, at left, prepares to present a symbolic check in the amount of \$9 million to CEO Roger Snoble, at right. Bearers of good news include DEO Bruce Feerer, center left, and EO Lonnie Mitchell.

With more than 400 procurement actions to his credit, Lu, a contract administrator known as the "go-to guy" for all computer-related purchasing, was selected to make the presentation.

The oversized check, which sported a currency-like photo of EO Lonnie Mitchell, symbolized the FY04 savings that Metro cost centers could use to purchase other goods and services.

The contract administration staff had set a goal early on, said Feerer, to

generate more in negotiated savings that the total cost of the Contract Administrators combined salaries.

With that in mind, "staff vigorously tackled negotiations with vendors over contract changes, claims and newly negotiated procurements," said Feerer. These efforts, coupled with increased emphasis on competing for the best price for Metro's requirements, produced savings that significantly exceeded the goal.

Procurement and Material Management can make a significant contribution to Metro's fiscal health in the years ahead," said Feerer. "We'll be back next year with another check. We already started tracking savings for FY05.

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