



# Margaret Bawden

Margaret Bawden is an energetic leader with global experience and proven success gained in the public and private sectors. She has extensive supply chain and procurement experience addressing challenging issues across a broad range of sectors. Margaret is recognized as a multi-skilled leader who successfully develops and implements strategic plans that deliver innovative, actionable and cost sensitive solutions that lead to improved service delivery and better business outcomes.

## SELECTED ACHIEVEMENTS

### Supply Chain Strategy and Transformation

- Led a hospital group purchasing organization contracting for medical / surgical device and pharmaceutical on behalf of 300 hospitals in Ontario, New Brunswick and PEI. Increased usage of contracts, added new high value contracts to product offering and reduced operating costs.
- Identified opportunities to reduce cost through the use of strategic sourcing best practices and business process improvement opportunities, leading a detailed spend analysis of accounts payable data. Savings in key spend areas exceeded 10% of initial spend.
- Led development of policy and related business cases for broader public sector supply chain transformation to deliver significant supply chain savings and efficiencies. Structured project implementation and key performance metrics, established contractual agreements and recommended funding approval.
- Led development of the business and operating strategy for an eMarketplace start-up client. Developed service offerings and rollout plan, authored business case for funding and developed financial model capable of running complex scenarios.

### Strategic Planning

- Established client's new strategic direction bringing together client's future vision and the complex business redesign required to deliver the vision on very tight timing.
- Designed and implemented a "business outcomes" structure to successfully turnaround a failing business.
- Created market entry strategies and business cases for B2B eMarketplaces in Canada, U.S. and Mexico.

## PRIOR EXPERIENCE

- The Osborne Group
  - Wawa Family Health Team
  - Medbuy Corporation
- Ontario Public Service – Supply Chain Transformation / Collaborative Group Procurement: Hospital, University, College, School, Social Services sectors
- Hewlett Packard – Financial Services Sales Strategy
- Accenture – Market Entry and Operating Strategy, Process Optimization, Strategic Sourcing
- A.T. Kearney – Process Optimization, Shared Services
- Procter & Gamble – Manufacturing, Strategic Sourcing, Government and Environmental Relations

## QUALIFICATIONS

- MBA - INSEAD (France)
- BSc. Mechanical Engineering University of Toronto
- Professional Engineer Ontario
- ICD.D - University of Toronto, Rotman School of Management

