



RZ STRATEGIES GROUP

CONTRACT AND COMMERCIAL MANAGEMENT CONSULTING

Executive Bio Richard Sandler

Richard was the Global Head of Contract and Commercial Management for Computer Sciences Corporation's (now DXC.Technology) 550+ Commercial and Federal contracting professionals, major deal closer, "fixer" and turnaround specialist for some of CSC's largest managed services deals and issues.



He played a key leadership role in CSC's recent transformation resulting in hundreds of millions in cost savings and personally led his department's change program driving savings and efficiencies in the tens of millions.

As the Commercial lead for CSC he was personally part of and/or the corporate approver of billions of dollars in transactions for every conceivable type of transaction, especially high dollar, unique or complex deals.

Richard founded RZ Strategies Group, and now provides Contracting Operations Optimization management consulting services specializing in the development and implementation of integrated contracting operations and commercial management strategies for businesses looking to maximize efficiencies, growth and profit. RZ Strategies Group also provides Commercial Management Strategy Development & Implementation; Complex Commercial Issue Resolution; Turnaround leadership for troubled contracts and accounts; and Large Dollar Deal and Strategic Alliance negotiations and deal closure.

Richard is a US Citizen and lives in the Washington DC metro area with his wife and three daughters.

- Major deals include:
 - Major financial institution based in New York (TCV \$500M)
 - Global aircraft, defense and industrial products manufacturer deal (TCV \$1.1B)
 - Multinational mining, metals and petroleum renewal (TCV \$600M)
 - Telco strategic alliance and outsourcing deal (TCV \$2B)
- Major turnarounds include:
 - Global manufacturer in commercial, industrial and residential markets (turnaround value ~\$50M),
 - Global energy and transportation company (~\$60M)
 - Aerospace and Defense (~\$20M)
 - Financial / Insurance industry (~\$100M)
 - Aerospace and Defense (~\$80M)
 - Healthcare (~\$50M)
- Corporate individual appointed to strengthen contracting controls at CSC - consolidated and improved entire contracting function at CSC and plugged revenue leakage at account and business unit level.
- Contributed over \$70M in just two years through "Profit and Revenue Leakage" program.
- Started Shared Services for Contracting and Legal Shared Services for company from scratch to over 100 people in Bangalore, India and various global low-cost centers of excellence.
- Contract Discipline, Contract Performance and Risk Management recognized in earnings calls by CEO as key turnaround factor and contributor to \$1.5B cost takeout.
- Recognized expert in all phases of the contract lifecycle and can lead, mentor or advise corporations on all its major IT procurements/outsourcing or help companies solve very large complex issues with IT suppliers or clients.

To contact Richard

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