

## CONTACT US

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# Media Kit

**TMG** | **THE MPOWER GROUP**  
*ENABLING STRATEGIC IMPACT*



# ABOUT US



## OUR COMPANY

The Mpower Group is in the business of Mpowering our clients to accelerate superior business outcomes by unleashing the full potential of their Shared Service organizations. We are a global consulting firm dedicated to serving the needs of Fortune 500 clients.

## WHAT WE DO

- Accelerating Strategic Transformation
- Building Exceptional Talent
- Maximizing Deal Value

Our sessions and presentations provide innovative, educational, and/or practical information that is relevant across your audience, whether they be technical-professional, managerial, or strategy makers. We believe that all levels will discover that our contributions can add significantly to the expansion of their knowledge and skills. The attached document provides an overview of some of our presentations, articles, points of view and key personnel. It may prove useful as you determine where we may be able to assist in informing and educating your audience. Please review and feel free to contact us with any questions. We would be privileged to serve you and your constituents as an author, presenter or contributor and look forward to working with you in the near future.

# OUR LEADERSHIP



**Dalip Raheja**  
Chief Executive  
Officer

Dalip is a recognized thought leader, a frequent contributor to research papers and articles, and a speaker on the topics of Strategic Sourcing, Outsourcing, Offshore Outsourcing, and Change Management. He has been quoted in a wide variety of publications, including Purchasing Today, Baseline, and CFO Magazine.

As President and CEO of The Mpower Group, Dalip has over 30 years of experience managing large organizations and change initiatives. His work with Fortune 500 companies in the US and internationally covers all facets of the sourcing process, including contracting and negotiations, relationship management, and risk management. Dalip has been named by Supply & Demand Chain Executive as a “Provider Pro to Know” every year since 2007.

Prior to founding TMG, Dalip created and led the Strategic Initiatives group for Bank One. This internal consulting organization launched and managed large complex change initiatives for the bank. The group’s capstone achievement was creation of a comprehensive Strategic Sourcing program that achieved over \$1.3 billion in documented savings over three years and seamlessly integrated the spend of two other merged organizations. This effort encompassed every area of bank spend and involved both Insourcing and Outsourcing. Prior to joining the bank, Dalip was a Principal and Regional Business Development Manager in the Strategic Consulting Group of Digital Equipment Corporation. Dalip holds an MBA in Finance and Marketing.



**Anne Kohler**  
Chief Operating  
Officer

Anne is a recognized thought leader, a frequent contributor to articles and a highly sought after speaker on the topics of Strategic Sourcing, Change Management and Building World Class Organizations.

As one of the Founding Partners and Executive Vice President and COO of The Mpower Group, Anne has been leading consulting and financial management organizations for over 30 years. Anne is responsible for overseeing all firm operations and all client engagements and as such has built dozens of strategic relationships with client organizations. She has extensive expertise in Organizational Transformation, Competency Based Talent Management, Strategic Sourcing, Change Management, Supply Chain Management and Process Reengineering. In addition, Anne has been named by Supply & Demand Chain Executive as a “Top 100 Provider Pro to Know” every year since 2007 and a “Top Female Supply Chain Executive”.

Before founding TMG, Anne was the SVP of Strategic Sourcing and Initiatives for Bank One. In this role, Anne led a team of over 100 professionals, internal and external staff in developing and executing supply strategies for the entire bank’s externally purchased goods and services. Over four years, this organization managed over \$3 billion in annual spend and contributed in excess of \$1.3 billion in savings.

Prior to heading the Sourcing organization, Anne led a major reengineering effort of the bank’s finance function. This two year effort streamlined the finance organization and core processes, and was founded on a successful implementation of SAP as a fully integrated financial systems solution. During her time at the bank, Anne also led complementary initiatives focusing on Insourcing / outsourcing, vendor management, eProcurement, and financial reengineering. Anne started her career as an Audit Manager with Ernst & Young.

Anne is a CPA, CGMA and has an MBA in Finance from The University of Chicago.



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# PRESENTATIONS



## PROFILE

*The Mpower Group is available to present on a wide variety of topic areas. Our dynamic speakers combine real world experience with broad consulting expertise to ensure educational, informative, provoking – and fun – sessions.*

Our sessions can be designed as traditional lectures, completely interactive workshops, or anything in between. Selections from our catalog follow; all have been delivered at a wide variety of events and sessions to audiences ranging from 10 - 500. A sampling of presentations is listed below.

### Tim Cummins

Founder, International Association for Contracting and Commercial

“The Mpower Group has presented at both our local and regional events and provided valuable support to the Association's research. Member feedback about TMG's work has been consistently positive.”

### Paul Grim

Editor, OutsourcingCentral.com

“The Mpower Group has provided significant value to our subscribers through multiple channels, presenting at private events we have organized as well as contributing articles and content to our online publications. The feedback received from our attendees and subscriber base has been consistently excellent. “



# PRESENTATION SAMPLES

Organization	Title	Date Location
PERT	Category Management – Delivering Value = Being Valued! THE BIGGEST Challenge!	2019 Online
PERT	Category Management – Have we Made ANY Progress or is it Still a Vague Concept?	2019 Online
PERT	Procurement Technology In the Age of Blockchain, RPA and AI – Do you Have a Roadmap to Help You Navigate?	2019 Hoffman Estates, IL
PERT	The Impact of Trade Talks, Tariffs and Global Turmoil on our Category Strategies – Time to get in Front of this Major Risk!	2019 Online
TMG	Webinar Series- The Journey from Strategic Sourcing to Category Management – The Secret Sauce Series	2018 Online
ISM- INDIRECT Conference	Do You Know the Difference Between Strategic Sourcing & Category Management?	2018 Las Vegas, NV
ISM-Philadelphia	Do You Know the Difference Between Strategic Sourcing & Category Management?	2017 Philadelphia, PA
ISM-Houston	How To Attract and Retain the “A” Team	2017 Houston, TX
ISM-Houston	Making the Transition from Strategic Sourcing to Category Management	2017 Houston, TX
TMG	Webinar Series- The Journey from Strategic Sourcing to Category Management	2017 Online
St. Louis University	Executive Webinar Series- From A Necessary Cost To A Competitive Weapon – Transforming Your Supply Chain to Meet Tomorrow’s Challenges	2016-2017 Online
NASPURC	If You Don’t Attract & Retain the “A” Team Someone Else Will?	2016 Nashville, TN
ISM Grand Rapids ISM-Pittsburgh	Sourcing Is Change Management	2016 Grand Rapids, MI Pittsburgh, PA
ISM Chicago	Contracting (Procurement): Incorporating Business Intent into Legal Paper OR Till Death Do Us Part!	2016 Chicago, IL
IACCM Webinar	Thought-Leadership Webinar - The How - What Does Contracting Need to Change and How?	2016 Online
IACCM Webinar	Thought-Leadership Webinar - The Why - Contracting Must Change and What will Happen if We Don't?	2016 Online
IACCM Webinar	Ask the Expert - How to Build High Value Relationships Under Theory Z	2016 Online
IACCM Webinar	Ask the Expert - Contracting: Why Do We Keep Destroying Value? - Part I	2016 Online
IACCM Annual Americas Conference	Building Up Your Corporation’s Commercial Acumen	2015 Henderson, NV
USMA '15	Maximizing Your Consultant Engagement	2015 Savannah, GA.
Investment Recovery Association '15	Getting to 300 X In this presentation, Anne Kohler challenged the group to think beyond their current role at the end of the Supply Chain to provide more value to their organization and become a competitive advantage.	2015 Chicago, IL



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# OUR CLIENTS



AEP



McDonalds



FMC  
Technologies



Ameren



Volvo



Health Care Service  
Corporation



DeVry



Discover  
Financial Services



CNA



Starcom™



Exelon



Peabody  
Energy

## Milton Young

Global Supply Chain Director, FMC  
Technologies

“Amazing! TMG has integrated the sourcing process, change management, consulting skills and supply chain management into a post-MBA level program. “

## Doug Rohn

VP, Global Purchasing & Supply  
Management, Volvo Construction  
Equipment

“We found that The Mpower Group really lived up to their name. They brought the skills, knowledge and “can do” attitude necessary to meet our goals. Now, it’s up to us to make sure that our people get the experience and support they need to become truly world-class sourcing and supply chain professionals. “



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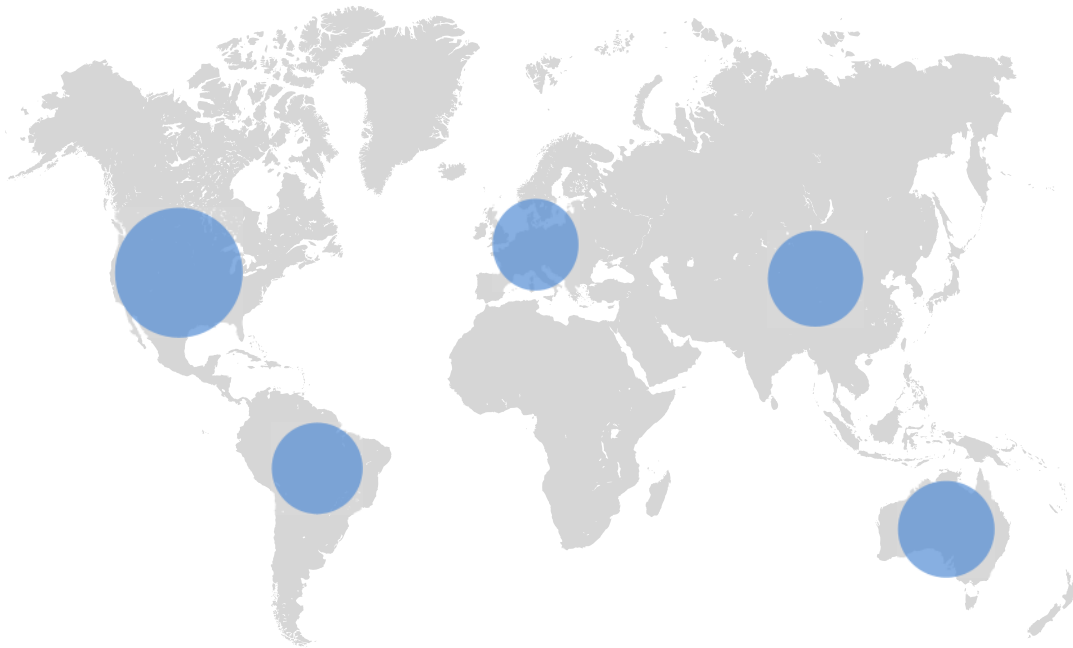
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# OUR MARKET



## North America

- Chicago, IL
- Dallas, TX
- Houston, TX
- Long Beach, CA
- Milwaukee, WI
- Phoenix, AZ
- St. Louis, MI
- St. John's, Canada
- Toronto, Canada

## Europe

- Lyon, France
- Oslo, Norway
- Prague, Czech Republic
- Frankfurt, Germany
- Kongsberg, Norway
- Konz, Germany
- Skövde, Sweden
- Amsterdam, Netherlands
- Brussels, Belgium
- Budapest, Hungary
- Copenhagen, Denmark
- Dunfermline, Scotland
- Eskilstuna, Sweden

## Asia

- Bangalore, India
- Mumbai, India
- New Delhi, India
- Changwon, South Korea
- Linyi, China
- Shanghai, China
- Singapore

## South America

- Pederneiras, Brazil
- São Paulo, Brazil

## Australia

- New South Wales
- Queensland

Delivery is available in a variety of languages including English, French, German, Korean, Mandarin, and Portuguese