

For Immediate Release

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HBR Consulting LLC Continues Expansion of Its Procurement Solutions offerings with Strategic Hire Lee Garbowitz

Addition of Supply Chain Expert Garbowitz Demonstrates HBR's Continued Commitment to Helping Clients Evolve Procurement Capabilities Through Its Procurement Managed Service Offerings

October 27, 2016 (Chicago, IL) — HBR Consulting LLC (HBR) is pleased to announce that Lee Garbowitz has joined the firm as managing director of HBR's procurement managed services practice area. Garbowitz comes to HBR with over 20 years of experience in procurement, sourcing, strategy and business development at world-class organizations including WPP, Cadbury, Honeywell, GE and McKinsey.

"As law firms continue to focus on expense management while improving operational efficiencies and reducing third-party risks through their procurement function, HBR is committed to investing in its procurement capabilities," said Matt Sunderman, managing director and global strategic sourcing and business optimization practice lead at HBR. "With Lee's wealth of knowledge, expertise and industry recognition, he is focused on expanding HBR's procurement managed services to provide increased flexibility to meet unique client needs, both within legal and broader professional services firms. His forward-thinking approach and deep understanding of the supply chain space will help clients streamline procurement operations and deliver cost-savings that have a long-term impact on their businesses."

Garbowitz was formerly the chief procurement officer at WPP North America, the world's largest advertising agency holding company, and founder and chief executive officer of The Bridge APB, WPP's advertising production sourcing company. In his previous roles, Garbowitz transformed supply chain functions and built multi-billion-dollar global sourcing programs at Honeywell, Cadbury and GE. Additionally, Garbowitz served as a consultant in McKinsey's purchasing and supply management practice where he created a global sourcing program for a Fortune 50 client that covered \$3.5B in spend and generated \$350M in savings.

"I'm excited to be joining HBR's extensive team of procurement experts and believe together, we can deliver a flexible procurement managed services business model to meet the unique and evolving needs of our clients," said Garbowitz. "The legal industry in particular is approaching a tipping point where it needs enhanced procurement capabilities to both improve and expand expense management capabilities and better manage [third-party risks](#). I believe HBR is uniquely positioned as talented advisors, with proven technology capabilities and forward-looking processes, to deliver end-to-end world-class procurement solutions. I look forward to being part of the team behind enhancing these offerings to best support our clients."

Lee has been recognized as one of the top 25 supply chain executives by *Supply Chain Technology* magazine and has held positions on advisory boards for Coupa, AT Kearney, Procurement Leaders Forum and others. Lee received an MBA from NYU and a BS from Carnegie Mellon.

About HBR Consulting

HBR Consulting (www.hbrconsulting.com) delivers advisory, managed services and software solutions that increase productivity and profitability for corporations, professional services and law firms. Thought leaders with decades of experience, we deliver value to our clients. HBR has long-term relationships working with 90 percent of Am Law 200 law firms and 35 percent of Fortune 500 corporate law departments.