

**Curriculum Vitae**  
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**Summary:**

A career professional with more than 35 years of experience both in a developing country and in Washington. Experience includes supply chain, project management, procurement and financial management in developing countries and in the USA. Successfully led the Agency's largest supply chain project for over ten years. Achieved results that significantly contributed to changing the HIV global enterprise providing access to life saving commodities to millions of patients in 50 countries in Africa, Central American and Asia. Led two consecutive multi-billion supply chain projects as COR over a period of 14 years and was able to identify and mitigate performance risk in a timely manner that resulted in securing timely delivery of life saving drugs to millions of patients across the globe.

**Innovation in Supply Chain:**

Responsible for the introduction and development of prefabricated warehousing, storage and laboratory units (also known as Warehouse-in-a-Box (WiB), Storage-in-a-Box (SiB) or Clinic-in-a-Box (CiB)) under the supply chain contract. This innovative approach was utilized by more than dozen countries and improved the handling of commodities valued at hundreds of millions of dollars and safe guarded the investments of U.S tax payers. This initiative represented the second largest investment of the project after commodity procurement.

Responsible for changing the methodology of warehousing costs from flat monthly rate per palette to Activity Based Cost (ABC). This change has saved the U.S. Government millions of dollars over the past five years. ABC model was implemented by both the former and current supply chain projects.

Shepherd the Supply Chain Industry Day to solicit feedback from the private sector on the Agency's supply chain design. An event that attracted more than 300 private sector supply chain professionals, which had a positive impact on the overall architecture and the creation of the multiple award \$500 million IDIQ for supply chain technical assistance.

**Professional Experience:**

**Jan 2018 – Present: Deputy Division Chief, Supply Chain for Health Division, Office HIV/AIDS, Bureau for Global Health**

- Deputy Division Chief leading the Supply Chain for Health (SCH) Division at the Global Health Bureau's Office of HIV/AIDS and supervise 17 professional and support staff. Provide strategic direction and oversight over the Agency's multi-billion-dollar HIV/AIDS commodity portfolio.
- Serve as Contracting Officer Representative and have fiduciary responsibility for the Agency's largest supply chain IDIQ with a ceiling of \$9.5 billion.

- Co-lead the Agency's efforts to design the next generation of supply chain exploring state of the art technologies to achieve excellence and control. A focus on self-reliance and transfer to local partners are key to the success of our mission.
- Prepare written material and give presentations and briefings to Agency's leadership and Congress on progress made under the supply chain project.
- Member of the Office's senior staff; and serve as a senior advisor on public health supply chain issues for the Office, the Bureau and the Agency.
- Lead SCH's mandate of providing uninterrupted supply of quality health commodity and supply chain technical assistance on behalf of all USG agencies implementing the PEPFAR program.
- Support the Agency's mandate of overseeing the strategic development, program design, and support to the field for HIV prevention, care and treatment commodities and services. The Division has an annual budget of over \$600 million and its staff manages the implementation of several contracts under the Global Health Supply Chain program including the Quality Assurance contract, the Rapid Test Kits contract, the Business Intelligence & Analytics contract, the Procurement and Supply Management contract, and the multiple award Technical Assistance contracts.
- Responsible for securing precise supply chain procurement and logistics data at the central level in low-middle income countries. Striving to enhance and efficiently utilize management information systems to achieve end-to-end visibility through service-facility-level to ensure availability and avert stock outs of life saving drugs.
- Support OHA's priorities with a unified objective of controlling the HIV epidemic.
- Lead global supply chain transition to a new formulation of antiretroviral treatment, TLD, that has lesser side effects on patients. While there have been recent developments pertaining to the safety of TLD on women at child bearing age, most men and children (45% of the population in PEPFAR countries) will transition over the coming year. Further research is ongoing to provide conclusive evidence of the effect of TLD on women between the age of 9-49. This transition is estimated to benefit 14 million patients, will take approximately 2 years and will cost an estimated \$500 million.
- Provide expert technical analysis that affects the program direction of cooperating but disparate groups. Responsible for serving as an authoritative consultant for other program managers and program specialists and perform a key role in resolving issues that significantly affect agency programs.
- Employ innovative strategies to improve program performance and solve technical and programmatic problems especially those related to supply chain management.
- Oversee the financial management of PEPFAR's Working Capital Fund (WCF) and ensure adherence to Standard Operating Procedures for all technical, programmatic and financial matters.

**Jan 2008 – Dec 2018: Branch Chief, Supply Chain for Health Division, Office HIV/AIDS, Bureau for Global Health**

- Chief for SCH Management Branch and COR for GHSC-PSM, an inter-agency \$9.5 billion project. An expert advisor and technical authority on global health supply chain issues for HIV/AIDS and other health commodities.
- Supervise 8 professional and support staff.

- As COR, responsible for the successful execution of two multibillion dollar projects, SCMS and PSM, and all HIV/AIDS supply chain procurement and technical assistance in the Global Health Bureau and the government-wide PEPFAR program.
- Responsible for successful transition from the predecessor project, SCMS, to the follow-on project, PSM. Transition was successfully completed in February 2017.
- Advise senior management in USAID and DoS' Office of Global AIDS Coordinator (S/GAC) on key issues and constraints on the full range of supply chain issues, including forecasting, qualification, forecasting and quantification, procurement, freight, warehousing and distribution, of health commodities.
- Provide supply chain and other global health expertise to and consults with USAID Missions and other overseas agencies participating in PEPFAR, OGAC, FDA, the Global Fund, GATES, WHO, the Clinton Foundation, other international organizations and private voluntary organizations.
- Participate in a leadership role in PEPFAR country programs reviews, country operational plans and other critical program and policy documents with emphasis on supply chain issues.
- Act as the principal interface of USAID project to the Contractors implementing the SCMS and PSM projects. Conducts critical analysis of multi-billion-dollar budgets, and budget allocation within HIV/AIDS Working Capital Fund.
- Considering the Public Health challenges and complexities of social, political, and economic circumstances in Africa, Central America and Vietnam, where PEPFAR is implemented, oversee Contractor's implementation and provide guidance and technical directions to ensure that priorities in identifying and scheduling procurement actions are consonant with USAID's program needs.
- Provide specialized project development support on the design and implementation of Global Health, PEPFAR and other USG programs involving supply chain activities, including the design of new cutting-edge projects, activities and initiatives in the supply chain area.

**Nov 2004 – Jan 2008: Senior Contract Specialist, USAID Washington**

Principal backstop for Office of HIV/AIDS's grants and contracts portfolio for a wide-range of activities. Responsible for the negotiation, execution and administration of a multi-billion-dollar portfolio of direct contracts and grants under the President Emergency Plan for AIDS Relief (PEPFAR) including the Supply Chain Management System for HIV/AIDS Program, Population, Health and Nutrition Technical Assistance and Support Program (TASC-three), and AIDS Support and Technical Assistance Resources Program (AIDSTAR). Support technical officers in the preparation of scopes of works and other documents on complex health issues, including project approval documents, concepts papers, branding plan, source and origin requirements, selection of instruments, proposal evaluation, negotiations, and award of procurement mechanisms.

**Mar 1998 to Sep 2004: Senior Export Services Manager, EEA, a USAID Financed Project**

- The Egyptian Exporters Association (EEA) is an Egyptian private non-profit organization that provides technical and marketing assistance to its 1000-plus indigenous member companies, both manufacturers and exporters. EEA provides a

wide range of services covering product development, process development, supply chain, operation management, marketing, policy advocacy and human resource development. From 1998 to 2004, EEA was awarded two back to back USAID Cooperative Agreements at \$25 million and \$12 million respectively, as well as a \$5 million contract from with the European Commission. As part of EEA's Senior Management, served as Contract Manager and in 1999 managed both Contracts and Export Services to EEA's member companies. Provided advise in supply chain and export services through daily communications and interactions with members and international consultants and experts, establishing milestone and timelines; reviewing and approving workplans; monitoring performance progress; resolving problems and determining the need for modifications and/or corrective actions. An integral part of assuring successful implementation necessitated significant coordination with sizable member base, Host Government counterparts, advocacy groups, Industry Unions, Foreign Donors and International Export Institutes, Egyptian commercial representation offices overseas, and other entities involved in the manufacturing and export business.

- Planned, negotiated, executed and administrated a portfolio of subcontracts that amounted to \$30 million. This portfolio covered a universe of international and local export development programs including long and short term technical assistance, policy advocacy and reform, market intelligence, market correspondents' network, trade fair construction, supply chain, corporate image building, observational study tours, and start up program. Managed EEA's customer satisfaction and performance improvement plan.
- Led the Monitoring and Evaluation Unit and prepared EEA's quarterly and annual performance reports including data collection, editing and publishing the reports.

#### **Nov 1991- Feb 1998 Senior Contracts Specialist, USAID Cairo**

- The Procurement Directorate in USAID/Egypt is responsible for the negotiation, execution and administration of a portfolio of direct and host country contracts and assistance instruments obligating over \$600 million annually. Assumed the responsibilities of backstopping the Offices of Economics, Trade & Investment, Finance & Investment, Institutional Development Support, and the Office of Agriculture.
- Conducted conferences and oral presentations with contractors to clarify issues on contractual and technical requirements such as project objectives, benchmarks, delivery schedules, terms and conditions, billing procedures and reporting requirements; conducted pre-award evaluations; monitored Contractors' performance through review of progress reports, vouchers, field trips & visits to contractors' facilities for compliance with terms and conditions; and reviewed and analyzing problem situations with the technical offices and legal office and recommended corrective action to remedy the situation.
- Participated in several project-design committees from cradle to grave.
- Have profound knowledge of the current US procurement and administration guidelines.
- Conducted an Internal Control Assessment of the Office of Contracts Services as a special assignment under an Agency overall evaluation.

**1990-1991 Voucher Examiner, USAID Cairo**

The Office of Financial Management in USAID/Egypt has a portfolio of over 1,000 projects, which generate approximately 9,000 vouchers with a value in excess of \$550 million annually. Serve as a member of a team undertaking the review and assessment of claimants' accounting systems and records. Process and analyze claims for payment for multi-year contracts (both Host Country and USAID direct), grants and agreements, and review against applicable payment provisions; make recommendations that deal with allowability, allocability, and reasonableness of expenditures; and review and process claims with regards to operating expenses, goods and services, and International travel vouchers.

**Jun 1984 – Nov 1989 Purchasing Manager, Mowafy & Gizy Co., a private sector firm, Egypt**

Own and manage, along with one other partner, a family business importing high end European garments to Egypt. Attend international exhibitions and trade fairs in Europe. Responsible for sourcing, negotiating product quality, quantities, prices, terms of payments and deliveries. Manage agreements and orders with various manufacturers, banks, letters of credit, cash transfers, and other bank transactions.

**Publication:**

Current Opinion: Dealing with large-scale supply lines when introducing new regimens; Christine Malati, Joshua Rosenfeld, Sherif Mowafy, Trevor Rittmiller; Joel Kuritsky, and John Crowley.

**Education:**

BACHELOR OF COMMERCE, Suez Canal University, Port Said, Egypt - 1977-1982.  
Majors: Accounting and Business Administration.

**Language Proficiency:**

Speak, read, write and understand Arabic fluently.