

Career Results

Recent Career Highlights

- **Driving Efficiency & Reducing Costs Globally**
- **\$50B+ in Strategized Spend / \$400M+ Savings**
- **20+ Years Leading Supply Chain, Procurement & Transformation Programs**
- **Conference Panelist / Speaker**



Deepinder Singh

Challenge

- Prior to its acquisition by Koch, Guardian Industries was operating across 60+ outdated ERP systems, resulting in fragmented procurement, low visibility into spend, compliance risks, and missed savings opportunities across global operation
- Build a global business case and lead the implementation of a modern, centralized Source-to-Pay (S2P) platform to improve efficiency, increase savings, and drive compliance across the Americas, EMEA, and APAC regions.

Action

- Built and executed a global roadmap for S2P transformation across Americas, EMEA, and APAC
- Digitized sourcing, contracting, and onboarding workflows to channel \$700M+ through preferred suppliers
- Implemented 100+ vendor catalogs and launched touchless invoicing to drive automation and cost savings
- Partnered cross-functionally to align procurement technology with business performance goals

Results

- \$350M in indirect spend redirected, yielding \$30M - \$40M in savings
- 100+ vendor catalogs implemented, reducing procurement headcount by 50%
- Achieved 50%+ touchless invoicing, cutting costs from \$8 to \$2 per invoice

Challenge

As Regeneron rapidly scaled into a multi-billion-dollar company, its procurement function lacked the infrastructure, controls, and systems needed to operate at enterprise scale, creating risks around spend visibility, compliance, and supplier governance.

Lead the transformation of procurement into a mature, scalable, and compliant operation capable of supporting growth and delivering measurable value to the business.

Action

- Developed enterprise procurement roadmap to support \$2B+ spend and long-term growth
- Deployed spend analysis tools, risk controls, and supplier diversity initiatives
- Automated catalog purchasing and AP workflows to enhance scalability and compliance
- Integrated procurement operations with finance to build governance and cost control

Results

- Directed 50% of \$2B+ in spend through catalogs, generating 6% annual savings
- Reduced manual purchasing, improved financial controls, and enhanced compliance
- Positioned procurement as a scalable, efficient business partner aligned to Regeneron's long-term growth

Contact

Deepinder Singh (Deep)
dsingh.mich@gmail.com

(914) 479-2596