

# SAMUEL S. SMITH

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*"He easily translates his operational expertise into strategic action plans to solve complex issues."  
-Milton Sample, Deputy Commander for Administration, George S. Reston Army Medical Center*

Energetic, dynamic leader and program director known for success in tackling tough challenges and delivering superior, meaningful results in high-tempo, performance-based environments. Seasoned director-level experience in program management, logistics support, and supply chain management with significant expertise in facilitating targeted program advancement with multiple agencies and partnerships, driving joint application development methodologies and building immature programs into robust, fully-functional operations. Well-established negotiator known for effectively managing difficult relationships to successful ends with senior government/military agency and congressional-level officials.

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## AREAS OF EXPERTISE

- Program Management
- Communications
- Lean Six Sigma Yellow Belt
- Logistics Management
- Medical Inventory Control
- Analysis and Assessment
- Supply Chain Management
- Strategic Planning
- Joint Application Development

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## SELECT VALUE-OFFERED HIGHLIGHTS

- Obtained vital program support through strong relationship-building in coordination with Secretary of Defense for sustaining current and future Joint Trauma Analysis and Prevention of Injury in Combat (JTAPIC) Program.
- Managed procurement for over 95 medical departments with funds exceeding \$700M. Provided world-class healthcare, logistics and support for over 130K military, dependents, retirees and transitioning combat personnel.
- Directed substantial cost reduction measures and increase of Prime Vendor utilization, reducing credit card use by 25% and non-obligated actions by 120%.
- Achieved critical funding measures for life-saving programs and initiatives in cooperation with budgeting and oversight authorities and multi-jurisdictional agencies through logistical analysis and meticulous preparation and presentation of relevant documentation to Army and congressional decision-making authorities.
- Established six major Combat Support Hospitals and four Combat Division medical component sets and managed over \$150M in prepositioned supplies, commercial materiel and \$6M in modernization equipment.

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## PROFESSIONAL EXPERIENCE

*Top-Secret Security Clearance/SCI*

**Program Manager**  
**U.S. Army Medical Research & Materiel Command, Fort Nomad, IA**

**2009 – Present**

Managed a Program Management Office with a staff of seven and a budget of \$17.3M. Directed the Joint Trauma Analysis and Prevention of Injury in Combat (JTAPIC) Program under the Department of Defense (DoD) Blast Injury Research Program Executive Agency. Produced actionable information on threat vulnerabilities from combat analyses among DoD materiel, operational, intelligence and medical sources to improve tactics, techniques and procedures and enhance crew protection systems for greater troop survivability.

- Increased program scope and response of vital JTAPIC Program during crucial time period through facilitated awareness and influence at the office of the Secretary of Defense (SECDEF).
- Motivated DoD partner agencies to collaborate on mutually beneficial solutions and overcame threats to partnership through effective interpersonal skills and relationship-building ensuring program vitality.
- Identified and articulated crucial program functions for a peacetime version of the JTAPIC in a formal plan to justify future funding in the Army Program Objective Memorandum (POM).
- Initiated development of a DoD Issuance process that will formally establish JTAPIC under the DoD Blast Injury Research EA. Resolved multiple objections from Army and DoD planners to ensure long-term program viability.
- Completed Lean Six Sigma Yellow Belt training.

**Senior Manager and Program Coordinator**  
**U.S. Army Medical Research and Materiel Command, Monmouth, MD**

**2007 – 2009**

Department of the Army (HQDA) Program Coordinator for the Director of Medical Systems. Provided life-cycle management oversight for medical research, development, evaluation and procurement funding for medical systems.

Directed program management and supervised execution of medical Research, Development, Test and Evaluation and Other Support Equipment and Spares (OPA3) Army budget. Served as a liaison to the Assistant Secretary of the Army for Acquisition, Logistics and Technology.

- Directed staff actions for Department of the Army, SECDEF, Surgeon General (OTSG) and Congress related to planning, programming, budgeting for personnel health protection and support activities in hostile environments.
- Successfully justified increases in the advanced development funding of >\$200M above the base appropriation in support of POM 10-15 for the USAMRMC to enable a more rapid development and distribution of medical products.
- Collaboratively developed program justification for FY 11-15 resourcing plan and the FY 12-17 POM to support operations in Afghanistan and to enhance vital elements of the Army Force Generation doctrine for sustainability.
- Led program management and resource planning strategy development to drive a coordinated approach between the Army Medical Department (AMEDD) and Army Equipping Strategy components.

### **Director of Materiel Management**

**2003 – 2007**

**George S. Reston Army Medical Center, Circleton, MD**

Managed \$85M+ medical, surgical and pharmaceutical inventory. Managed procurement for over 90 medical departments with funds exceeding \$600M. Supervised 300+ personnel in the divisional office and 110 staff in Supply Chain Management. Directed warehousing operations and logistics procurement with multiple agencies/vendors.

- Managed \$41M DoD healthcare account in materiel, \$55M in pharmaceuticals and \$500M in logistics and facilities.
- Saved over \$9M in Obligation Authority funds for operations and reconstruction efforts. Negotiated and implemented custom palletized direct Prime Vendor (PV) delivery system to increase effective PV use by 30%.
- Directed substantial cost-reduction measures, reducing credit card use by 30% and non-obligated actions by 130%.
- Mobilized massive support and medical supplies effort to devastated region following Hurricane Katrina.
- Requested by reputation to lead acquisition of critical medical supplies by overseas surgeons in combat environments with timely fulfillment through US Transportation Command.
- Led logistics and materiel support in achieving one of the highest accreditations by the Joint Commission Accreditation for Hospital Organizations (JCAHO).

### **Logistics Director**

**2003**

**U.S. Army Materiel Command, Antac, Kuwait**

Senior Medical Materiel Agency Logistics representative deployed in the combat zone. Coordinated all aspects of medical logistics (MEDLOG) support from the MEDLOG service leader to the Combined Forces Land Component Command, Command Surgeon and the Army Materiel Command Logistics Support office. Managed medical inventory of \$150M+.

- Readily integrated services into multiple operating organizations; developed and presented executive-level briefings regarding MEDLOG issues to enable effective decision-making by senior staff.
- Directed efficient combat health care delivery systems and medical logistics initiatives to save numerous lives.
- Established six major Combat Support Hospitals and four Combat Division medical component sets and managed over \$130M in prepositioned supplies and commercial materiel and \$8M in modernization equipment.

### **Program Manager**

**2001 – 2003**

**U.S. Army Medical Materiel Agency, Fort Washly, MD**

Project Manager for the Joint Medical Asset Repository (JMAR) and Medical Logistics Total Asset Visibility Program. Directed life-cycle development, integration, maintenance and management of the medical logistics data for the DoD. Managed \$3.8M annual budget for personnel, software and equipment. Led team of 15 contractors located at Fort Washly, MD, and Maui, HI, in sustaining web-based medical logistics business processes and medical operational effectiveness.

## **EDUCATION/TRAINING**

Masters of Science, Management/Information Systems, Colorado Institute of Technology, 07/1999

Bachelor of Arts, Economics, Carolina Military Institute, 05/1990

Lean Six Sigma Yellow Belt, 07/2010; Acquisition Management Course, 09/2007; Contract Management Course, 05/2003  
Depot Operations Management Course, 01/1998; Medical Facilities Management Course, 04/1996

## **COMMENDATIONS**

Meritorious Service Medal (3); Joint Commendation Medal; Army Commendation Medal (2); Army Achievement Medal;  
Army Superior Unit Award; National Defense Service Medal (2); Global War on Terrorism Expeditionary Medal