

## **STEVE INACKER**

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### **PROFESSIONAL SUMMARY**

Retired Senior Executive with over 30 years of successful Commercial, Supply Chain/Operations and General Management experience in Healthcare and Logistics. A highly organized, analytical and determined leader with an outstanding track record of delivering exceptional financial results and developing successful teams.

### **EXPERIENCE**

- 5/2022  
to  
7/2023
- AVANTE HEALTH SOLUTIONS, Chicago, IL***  
***Senior Advisor, Board Member***
- Full-time position providing strategic guidance and industry insights to senior leadership team regarding customer/supplier relationships, channel partner solutions, acute/non-acute/veterinary commercial growth strategies, and new market (Government, Group Purchasing Organization, Regional Purchasing Coalition, Outsourced Service Provider) expansion opportunities.
- 5/2016  
to  
5/2022
- JORDAN HEALTH PRODUCTS (rebranded to AVANTE HEALTH SOLUTIONS), Chicago, IL***  
A diversified, private equity-backed portfolio of medical capital equipment sales, depot repair, and field service companies in the areas of ultrasound, medical-surgical/operative & intra-operative capital equipment, diagnostic imaging and patient monitoring, with annual revenues of ~\$200 million.
- President & COO, Board Member***
- Responsible for all elements of commercial, operational, financial and strategic activity for an integrated business consisting of eight formerly independent companies, with Business Unit Presidents as direct reports.
  - Successfully implemented a new, integrated Enterprise Resource Planning (ERP) system across the business, including two acquisitions that occurred during the deployment.
  - Key priorities included talent and performance management, new market expansion, pricing strategy and discipline, business development/platform expansions.
  - Harmonized and balanced benefits plans across the enterprise.
- 2/2010  
to  
2/2016
- CARDINAL HEALTH, INC., Dublin, OH***  
***President, Hospital Sales and Services, Medical Segment, Dublin, OH***
- General Manager of an \$8B revenue division, leading the Medical/Surgical and Laboratory distribution businesses, Presource kitting business, OptiFreight freight management business, ILS third party logistics (3PL) business, and Cardinal/WaveMark Inventory Management business.
  - Full P&L responsibility for sales, operations, services, marketing and field support functions.
  - Responsible for end-to-end supply chain effectiveness, supplier relations and customer satisfaction through a domestic distribution platform which includes 40 facilities and over 400 product and service selling resources.
  - Successful acquisition and integration of WaveMark (RFID technology) and FDSI (freight management).
  - Cardinal Health Operating Committee Member
- 5/2007 to  
2/2010
- President, Clinical/Procedural Division, Medical Segment, Dublin OH***
- General Manager of the Presource procedural kitting solutions and clinical apparel/patient protection businesses, a \$1.3B revenue business unit.
  - Responsible for strategy development and execution for sales, marketing, manufacturing, procurement, supplier relations, supply chain logistics, customer operations, and contract sterilization.
  - Large-scale assembly operation with 9 manufacturing facilities (4 domestic, 5 international), 3400 manufacturing associates, 130 customer operations specialists, 210 selling resources and 45 marketing resources.
  - Initiated a Lean Six Sigma business transformation to reduce process lead time, improve quality and service, and increase customer satisfaction.
  - Cardinal Health Operating Committee Member

- 10/2006 to 5/2007 ***Executive Vice-President, Global Supplier Services, Dublin, OH***
- Consolidated, cross functional role leading the aggregated direct spend procurement and supplier relations functions for Branded Pharmaceutical, Medical-Surgical, Lab, Consumer Health, Presource and Manufacturer Services business units.
  - Managed contracting and procurement for over 3000 suppliers, representing \$67B in direct spend volume.
  - Improved procurement-related margin contribution while reducing departmental operating expenses.
  - Led the team that designed the business case and developed the Global Sourcing model for Cardinal Health, resulting in the deployment of a Global Supplier Sourcing team to Shanghai, China.
- 12/2004 to 10/2006 ***President/General Manager Hospital Supply, Supply Chain Services-Medical, Waukegan, IL***
- General Manager of the Acute Care Medical/Surgical distribution business with revenues of \$6.5B.
  - Responsible for business strategy, marketing, supplier relations. Matrix to sales, operations, finance and HR.
  - Provided strategic direction and operational support to 230 sales representatives.
- 5/2004 to 12/2004 ***President Midwest Region, Hospital Supply Distribution, Waukegan, IL***
- General Manager responsible for regional sales, operations, HR and finance functions (full P&L) of \$1.5B revenue business, providing medical/surgical and laboratory product sales and distribution services to acute and ambulatory care facilities.
  - Managed twelve distribution centers in ten states with a total employee base of 1250.
  - Established and implemented the sales strategy required to achieve regional growth objectives while controlling/leveraging operating expenses.
  - Cultivated and maintained executive-level relationships with key IDN partners through strategic leadership meetings and quarterly business reviews.
- 4/2003 to 5/2004 ***Vice President Distribution Technology, Hospital Supply Distribution, Waukegan, IL***
- Responsible for the distribution technology and network strategy initiatives of the Hospital Supply business with a primary focus on reducing operating expense through process improvement, labor efficiency and the appropriate application of automation.
  - Manage approximately \$70M in annual capital projects, including facility consolidation and capacity expansion initiatives, new facility construction, Warehouse Management System (WMS) enhancements, labor productivity improvement solutions as well as conveyor transportation and sortation projects.
  - Provide support resources to 52 Distribution Centers for systems, infrastructure, productivity and capacity projects through the Distribution Technology team of WMS and engineering associates.
- 8/2001 to 4/2003 ***Region Director, Hospital Supply Distribution, Upstate, NY***
- Management of the Sales Associates and Field Service Specialists as well as overall sales and profitability of a \$100M sales region.
  - Develop and implement short and long range strategies to achieve regional and divisional business goals, and review/approve all contracts, pricing and service offerings.
- 8/1992 to 8/2001 ***Sales and Management roles of increasing responsibility.***
- 5/1984 to 7/1992 ***RAPISTAN DEMAG CORP., Grand Rapids, MI***
- System design, project management, sales and consulting positions of increasing responsibility for domestic and international distribution automation and materials handling projects.

#### ***CURRENT/PAST ACTIVITIES***

Board Director, TIDI Products, Shorr Packaging and Tally Surgical  
 Editorial Advisory Board, *DC Velocity* Magazine  
 Advisory Board of Directors, Great Lakes Adaptive Sports Association (GLASA), 501(c)(3)  
 Former Board of Directors, Healthcare Industry Distributors Association (HIDA)  
 Former Chairman, HIDA Education Foundation (HEF)  
 Former Executive Sponsor, Cardinal Health Supplier Diversity Council  
 Former Executive Sponsor, Cardinal Health Disabilities Advocates Network

#### ***EDUCATION***

BS, Business Management, Lock Haven University, Lock Haven, PA, 5/1984