

JENNIFER  
DETTMAN

**Director, Real Estate and Strategic Sourcing, North America 1992-2009**

**Real Estate**

*Provide overall strategy and services for managing real estate investments to exploit market opportunities while creating long-term value (right place, right space, and right cost)*

- Ensure real estate transactions meet our business need, mitigate risk and are executed in a timely rigorous fashion
- Manage an on-site, outsourced service provider that integrates specialized Real Estate services with ManpowerGroup's strategic initiatives, values, and culture
- Provide design, construction and project management to ensure projects are delivered on time, within budget, and with minimal business disruption
- Provide lease administration, portfolio management and reporting
- Roll out Branch Experience (look and feel) standards as they relate to facility brand image; manage all contracts/vendors for key elements. Manage annual Cap-ex budget.
- 600+ total field locations in North America
- Over 1.6M Rentable Square Feet
- Over \$30M in total annual rent spend for North America base rent

**Strategic Sourcing**

*Responsible for all sourcing functions relating to the purchasing of goods and services for ManpowerGroup North America and Global Headquarters*

- Purchasing - Responsibilities of IT hardware and software, office supplies, copiers, phone systems, travel, company car program, couriers, print material, etc. Including negotiation, vendor management and contract compliance
- Contract Administration - Managed volumes of 1200+ contracts worth in excess of \$200 million per year
- Managed and implemented ManpowerGroup's first global program - Intel based products through Tier 1 hardware provider.
- Managed National Programs valued at \$16 million per year - 45% technology/55% commodity
- Led Diversity Supplier initiatives and implemented a Procurement Corporate Social responsibility program
- Created Strategic Sourcing Policy to ensure accountability to our stakeholders
- Consistently developed innovative cost-saving methods
- Saved \$5 million globally through creation of single source provider of PC's, laptops, monitors, printers and servers
- Assisted in negotiations of our global data network - approximately \$8 million savings per year for 5 years
- Led local and long distance contract negotiations - consolidated billing and \$1.5 million savings per year for 3 years
- Led effort to procure contract, RFP and e-auction systems to create efficiencies in sourcing department.
- Created efficiencies by streamlining the procurement process to meet company goals

**Facilities Management**

*Developed and implemented a new headquarters facility maintenance program*

- Development of business continuity plan for company's headquartered and key payroll facilities
- Managed a facility of over 280,000 square feet
- Managed company's onsite outsourced cafeteria services, mailroom and facility/maintenance functions
- Managed company's travel program
- Managed other programs such as courier services, multifunction units, office supplies and other facility management programs

---

**EDUCATION**

---

University of Wisconsin-Milwaukee, Bachelor of Science 1979

Continuing Education, leadership, project management, real estate, finance, thought leadership

---

**MEMBERSHIPS**

---

Board Member, Milwaukee Riverwalk Association-2006 - present

Risk Management Society from 2011-present

National Association of Professional Women, 2011-present