

**BRYAN DeGRAW** is senior director of Finance Advisory Services for The Hackett Group. In his current role, Mr. DeGraw conducts topical research, supports client inquiries, leads member webcasts, performs client briefings, and speaks at forums/conferences. In support of C2C and P2P Advisory Clients, Bryan provides insight and guidance focused on leveraging best practices to improve working capital through credit/risk modeling, customer segmentation, collection strategies, supplier risk analysis, buy/pay transactional strategy, and leverage of automation.

Bryan has over 20 years of business experience in a variety of disciplines including business process creation, reengineering and improvement; cost reduction/management; planning; budgeting; and financial analysis. Mr. DeGraw has worked in corporate management and in consulting, defining and transforming back-office finance and customer-facing business processes. He has extensive program management office experience that includes defining and documenting methodologies, creating project measurements, facilitating workshops and performing future-state training. In addition, he has advised corporate finance management regarding business plans, budgets and process/performance improvement. Mr. DeGraw's previous experience with The Hackett Group has included managing and delivering finance, procurement, and complete SG&A benchmark projects for clients in both the public and private sectors.