



William (Bill) Funk

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Bill is an independent procurement consultant focusing on support for large and small businesses interested in public sector procurement. Bill's unwavering guidance and dedication to his clients is a testament to his experience and knowledge in both the private and public sectors. His familiarity with business operations is derived from his 35 years of analytical proficiency, sales, marketing, and product management experiences in the private sector combined with 18 years in procurement with the Commonwealth of Massachusetts' Operational Services Division (OSD). In 2014 Bill transitioned from public service into "retirement" and in early 2015 he became an independent procurement consultant. Now with eight-years into his procurement consulting services Bill has amassed a client base of small, minority, and Veteran owned businesses experiencing success in public sector engagements. He also maintains an active membership in the Worcester Chamber of Commerce and the Greater Cape Ann Chamber of Commerce.

His procurement experience began in 1996 as an OSD Contract Manager then becoming a Director of Procurement for Professional and Institutional Services in 2000. Some of Bill's early accomplishments include the development of the first multi-state contract for incontinent care products with the participation of all six New England States, shaping an education outreach program bringing training and education about new contracts to agencies across the Commonwealth, and implementing an informative procurement newsletter on contract development, team development, plus surveys regarding statewide contracts. Bill's leadership, organizational, and analytical skills placed him in a perfect position to manage the STAR Exposition (Statewide Training and Resources) in 2000 for 13 years achieving record setting numbers for exhibitor and attendee participation. In addition to Bill's position as a director, post 9/11 Bill volunteered to be the OSD liaison to MEMA (Massachusetts Emergency Management Agency) for 10 years in support of the Commonwealth's requirements for Resources and Supplies during a declared state of emergency.

Bill grew up in Brooklyn enjoying the Brooklyn Dodgers, Nathans in Coney Island, Steeplechase, Brighton Beach, Prospect Park, and the Carnegie Deli in Manhattan. Bill was an avid runner starting his running career at a time when the New York Road Runners Club was in its infancy, requiring all runners to be members of the AAU (Armature Athletic Union), races then cost 50¢, no T-shirt, and less than 50 runners participating. Consequently, Bill was in perfect shape when he entered the Army in September 1964 and almost represented the Army in an all-service track and field event but instead he assumed the responsibilities of a buddy having orders for deployment to Vietnam.

Moving forward almost 20 years, one summer evening in 1984, Bill met his artistically talented "Jersey-girl" wife Sue in Highland Park, NJ following his evening run with the Raritan Valley Track Club and then going into the local gym to play volleyball. Then in 1988 Bill and Sue relocated to West Concord, MA when Bill's job with a radiopharmaceutical company moved to Bedford, MA from Lake Success, LI, NY. Bill and Sue have two children who have spread their wings to Roslindale, MA and Brooklyn, NY.

Education:

- MBA, Marketing & Business Management, Baruch College, City University of New York (CUNY)
- BBA, Business Management, Brooklyn College & Baruch College (CUNY)
- AAS, Business Administration. Brooklyn College (CUNY)

Military Service:

- 1964-1966, U.S. Army, Military Police – Ordinance Security Support, Rank SP/4