



David Rutchik, Managing Director

“Pace Harmon uses its specialist knowledge and deep business and technical expertise to understand the key motivations of suppliers and obtain the best results for our clients.”

Overview

David Rutchik has more than 15 years of operational and management experience including a diverse business, technology and consulting background. Among his prior roles, Rutchik has served as an outsourcing attorney with Shaw Pittman (now Pillsbury, Winthrop, Shaw, Pittman), and as president of the Internet Data Center and outsourcing division of Diveo Broadband Networks, an international telecommunications and outsourcing provider. Rutchik specializes in negotiating complex, commercial transactions.

Expertise

Representing both suppliers and customers in numerous outsourcing, technology and telecommunications deals, cumulatively worth several billion dollars, Rutchik has worked with leading technology providers including IBM, Lucent, HP, Ericsson, Jabil Circuit, Siemens, AT&T, CSC, and Oracle. His management and business experience includes Strategic Sourcing, Outsourcing Advisory Services, Contract Manufacturing, Technology Procurement, Legal/Regulatory and M&A.

Viewpoints

What changes are today’s global enterprises tackling?

“Historically, procurement has not been viewed as the strategic function it is today. Companies’ increased use of outsourcing, sourcing and other strategic, value-creating activities requires sophisticated processes and methodologies to improve competitiveness.”

What is the biggest challenge in managing supplier relationships?

“Seeing the long term value. The real value opportunity for the customer begins after the contract is signed. Setting up the most beneficial contractual relationship greatly increases the likelihood of success, but managing the vendor for results throughout the term of the agreement is critical to realizing the projected benefits.”