

2008 Supply Chain Management Compensation Survey

Contract Portfolio Manager

304

Primary contracting manager responsible for fulfilling the sourcing and contracting needs within a particular category to meet customer and operational needs. Positions typically aligned by category (i.e., medical-surgical, non medical-surgical, laboratory, radiology, etc.). Positions negotiate and award major contractual agreements for system-wide use. Manages process, all requests for proposals, information, quotations, the awarding of contractual agreements and ongoing supplier management responsibility. Works extensively with end users/customers to ensure service excellence and supply chain management is meeting their needs. May or may not have direct reports. Comparable Positions: Director, Manager, Contract Manager, Contract Administrator, Category Manager

Bachelor's degree required and 5 or more years of experience. Usually reports to the Director of Contracting.

Data by Organization Type	Number of:		** Annualized Base Salary (\$000s) **					** Bonus Data **				** Total Cash Comp (\$000s) **				
	Firms	EEs	25th Percentile	Average	Wtd. Average	Median	75th Percentile	# Firms	ES	Avg.	Wtd. Avg.	25th Percentile	Average	Wtd. Average	Median	75th Percentile
Healthcare	21	79	71.4	84.5	86.8	81.0	97.0	6	6	5.3	5.8	74.2	85.6	87.2	81.0	98.3
All Organizations	25	106	71.4	86.7	87.2	81.0	97.8	8	8	9.1	11.4	74.2	89.3	90.1	84.7	100.7
Organizations by Supply Chain Spend			No results shown for this section if insufficient data were reported.													
\$250 to \$500 Million	10	44	71.7	84.4	89.1	81.8	98.0	*	*	*	*	75.3	86.0	89.6	83.8	100.0
\$500 Million or More	13	60	72.8	89.2	86.0	81.0	101.3	*	*	*	*	73.5	92.6	90.6	84.7	101.3
Organizations by Size Group (Total Employees)			No results shown for this section if insufficient data were reported.													
Less than 10,000 Employees	7	28	76.5	92.4	90.7	81.0	105.0	*	*	*	*	76.5	98.9	100.6	84.7	105.0
10,000 to 20,000 Employees	8	31	74.9	92.2	89.2	84.1	102.2	*	*	*	*	80.0	94.3	92.4	96.2	103.5
More than 20,000 Employees	10	47	67.6	78.2	82.2	79.2	84.3	*	*	*	*	67.6	78.5	82.2	79.2	86.8
Organizations by Region			No results shown for this section if insufficient data were reported.													
East	9	46	69.4	83.0	82.4	77.8	100.6	*	*	*	*	72.2	84.9	85.0	84.7	100.6
Central (including MN)	10	35	77.2	89.1	81.9	80.5	90.4	*	*	*	*	77.2	83.2	82.2	80.5	91.5
West	6	25	66.1	99.4	103.3	98.3	129.4	*	*	*	*	66.1	105.9	110.4	101.0	137.9
Minnesota Only	5	11	*	85.5	82.1	81.0	*	*	*	*	*	*	87.3	82.9	81.0	*

Data are not shown if fewer than 5 firms reported base salary or bonus data. "All Organizations" includes all reported data for a position.

25th and 75th Percentile results are not shown if fewer than 6 firms reported data.

Bonus data includes only firms which paid a bonus.

Total Cash Compensation includes all firms matching the job, including firms not paying a bonus.