



ANTHONY E. CROSBY

Biography

Anthony “Tony” E. Crosby is the Co-founder and President of the Crosby Consult Group, LLC, where he helps organizations with strategic planning, sourcing, budget analysis, supply chain management, and leadership development. He is the former Supervisor of Purchasing for Prince William County Schools, the second largest in the Commonwealth of Virginia and 34th nationally. While at Prince William, Tony awarded the first governmental contract with Amazon Business which is a multi-year public sector contract valued at up to \$5.5 billion. The agreement extends to the more than 55,000 agencies, including state and local government agencies, universities and non-profit organizations, that are members of OMNIA Partners (formerly U.S. Communities) cooperative purchasing program. This is the largest contract of its kind for any cooperative purchasing program in the U.S.

Prior to joining Prince William County Schools, Tony served for several years as the Director of Procurement Services for Fairfax County Public Schools, the largest school system in the Commonwealth of Virginia and the 11th nationally, until his initial retirement. He led the massive Enterprise Resource Planning (ERP) implementation of the SAP procurement module, which included automating electronic catalogs and warehousing for over 200 schools and all administrative offices. Over his entire career, he maintained a primary focus on “one-stop shopping” for those that carried out purchasing functions.

He is a graduate of Kent State University class of 1980, with a Bachelor of Science in Business Management and Marketing.

Tony maintains certifications with the National Institute of Governmental Purchasing as a Certified Public Purchasing Officer and Certified Professional Public Buyer, Virginia Association of Public Purchasing, and Virginia Association of School Business Officials. He served on the U.S. Communities Advisory Board and the Commonwealth of Virginia as the director for the Association of Educational Purchasing Agencies Cooperative Purchasing Program.

Tony resides in the Northern Virginia area and enjoys spending time with family, golfing and cooking.



ANTHONY E. CROSBY

Acquisition, Supply Chain, and E-commerce Thought Leader

Career Summary

PROFESSIONAL SUMMARY

Accomplished purchasing and supply chain management professional with over 30 years of experience with a demonstrated track record in leading large school districts in all areas related to purchasing and supply chain management. Possess excellent skills sets in all areas pertaining to procurement, including the development of solicitations, contract award and management, finance and budget. Strong track record of establishing relationships with key stakeholders and among business partners within departments; value collaboration, teamwork and open communications. Dynamic leader improving organizational competencies through developing vision, providing tools to succeed and driving business processes until goals are achieved.

CORE QUALIFICATIONS

- Forecasting and Strategic Planning
- Project Management
- Contract Administration
- Policy and Regulation Development
- Finance
- Supplier Analysis
- Team Leadership/Development
- Competitive Negotiations
- Human Resources/Personnel
- Budget

CONTACT

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CAREER HIGHLIGHTS

Prince William County Schools – Manassas, VA Supervisor of Purchasing (2013 - 2020)

Duties:

- Supervision of staff in administering contract administration and routine purchasing functions
- Oversight of E-rate Program for school district in all phases
- Lead and administered complex purchases on behalf of the School Board
- Assist in writing policies and regulations to guide purchasing functions.

Fairfax County Public Schools – Falls Church, VA Director 1999 - 2013

Duties:

- Collaborate and coordinate with schools, office and center to ensure prompt and accurate distribution of supplies, equipment, textbooks and other related products and services
- Responsible for writing policies and regulation on behalf of the School Board Authority to negotiate, enter, administer, and/or terminate contracts
- Overall supervision of three senior staff members in the following business areas: Purchasing, Technology and Warehousing
- Unlimited signature authority to award contracts on behalf of the School Board

Career Accomplishments

- Advisory board member for US Communities purchasing cooperative program
- Served as procurement lead on an ERP implementation
- Lead representative for the State of Virginia of a K-12 cooperative organization (AEPA)
- Chaired and creator of Strategic Purchasing Council for Fairfax County Public Schools
- Past instructor for the National Institute of Governmental Purchasing
- Presenter on multiple topics at national and regional purchasing forums

Education

Kent State University BS Business Management and Marketing
- 1980