

Students Put Classroom Skills to the Test During May 4 Halliburton Strategic Sourcing Competition

Supply chain management students from the C. T. Bauer College of Business at the University of Houston put lessons learned in the classroom to the test in May during a strategic sourcing competition presented by Halliburton. A total of 26 teams (5 students per team) participated in the overall competition. Each team was tasked with performing a spend analysis on Halliburton's Global Oilfield Cement spend data and then, based on that analysis, formulating a global sourcing strategy. Once the analysis and strategy were complete, each team was then

responsible for presenting their plans to a judging panel comprised of strategic sourcing executives from Halliburton.

"The competition was intense, and the students rose to the occasion," said Professor Victor Wayhan, who teaches in the Supply Chain Management program and is faculty advisor to the UH Bauer chapter of APICS. "Every team did an outstanding job of not only representing the Supply Chain Management program, but also the Bauer College of Business."



Students from the Supply Chain Management program at the C. T. Bauer College of Business participated in the Halliburton Strategic Sourcing Competition. Pictured from left: James Maze, Sayyed Fatima, Lora Kousounis, Dang Vo and Doug Winfield.



The judging panel comprised of senior SCM executives from Halliburton discussing the relative merits of one of the Strategic Sourcing presentations. Pictured from left: Dax Middlebrooks, Ron Woll, Keith Terry, and Rebeca Ginyovszky.

Four teams were selected by the initial judging panel as finalists (2 teams from each class) to participate in the final round of competition, held at the Halliburton corporate headquarters. The final presentations were made before a new judging panel comprised of senior supply chain executives from Halliburton. The results were impressive. “It’s important for Halliburton to have a relationship with Bauer, so that we can give access to students—to let them see what happens beyond the classroom,” said Ron Woll, senior vice president of supply chain for Halliburton. “If we can provide Halliburton with a pipeline of promising talent, while also providing these students with a view of the challenges of global supply chain management, it benefits both sides.”

Students James Maze, Lora Kousounis, Dang Vo, Sayyeda Fatima and Doug Winfield made up the winning team, impressing judges with their concise, practical and thorough presentation of their strategic sourcing plan. “Halliburton was a great experience,” Kousounis said. “It allowed us to gain a real world understanding of the classroom concepts we have been learning.”



James Maze helps his team take home a first place prize during their presentation to Halliburton executives.