



Carlos Pulido

Financial Services Consultant

Mr. Pulido is an experienced management consultant with 21 years specializing in cost management, cost-revenue analysis, process and profitability improvement. Mr. Pulido holds a Bachelors of Science Degree in Business Administration from Saint Michael's College in Colchester, VT and a Masters in Business Administration from the University of Notre Dame in South Bend, IN.

Mr. Pulido has a long standing relationship with CAM-I, the global leader in cost, process, and performance management, mostly known for its research and development of the basic principals and concepts of Activity-Based Costing and Activity-Based Management (CAM-I Cross, Glossary of Terms and the Strategic Process Management Model). He currently participates in the Cost Management interest group in CAM-I where best practices in the field are shared with other members from top notch organizations like: King County, Boeing, Harley Davidson, and Navistar.

Mr. Pulido has been a speaker at the following conferences: Beyond Budgeting Round Table, MD Anderson Health Care Cost Management Symposium, and AICPA; sharing acquired knowledge in Cost / Profitability Management and Performance Improvement.

Mr. Pulido has acquired the following skills throughout his Management Consulting Career: Activity Based Costing, Performance Management, Activity Based Management, Activity Based Budgeting, Process Improvement, Cost Reduction, and Cost-Revenue Analysis. He has worked in different industries in the last 21 years including: Local Government, Financial Services, Health Care, Manufacturing, Distribution, Telecommunications, Entertainment, and Banking.

He has extensive experience with cost & profitability challenges ranging from internal charging, rate setting, capacity planning, scenarios & simulations, process improvement, and cost-revenue analysis.

Mr. Pulido has worked on different government related projects including:

- Designed and implemented a costing and a rate model using Value Streams at a leading US County for mainly back office related services including Payroll, Finance, Procurement, Treasury. Specific focus included determining and justifying a proper foreclosure fee.
- An in depth analysis of the cost – revenue structure using Managerial and Strategic principles was conducted for King County's Department of Assessments. The analysis revealed the non-value added services which included the commercial and personal appeals service but the outcome was also used to help justify the implementation of a new assessments IT system.
- Implemented a cost revenue analysis for a solid waste division within a leading US County. Analysis included the impact of using new technology on the cost structure and benchmarking different sites.
- An in depth analysis of the Fleet related cost for a leading US county. The analysis included benchmarking different make and models by comparing \$/mile, ideas how to contain cost and make transparent the cost of 'going green'.
- Helped the IT department of a leading US County via an in-depth cost analysis to transition their budgeting rate methodology from \$/Hr to \$/Application.
- Designed a Cost Management Model to understand the cost of providing health care within the jails of a leading US county. Also, provided insight as to how the cost structure differed from a regular clinic.