
Procurement and operations leadership for growing food and hospitality businesses, without a full-time Chief Procurement Officer.

Founder track record

~\$500K Unmanaged purchasing found in UC Santa Cruz's Amazon Business program	\$1M+ Incentives secured from major beverage and supplier programs	25% Small-business participation at UCSC, a first for the UC system	DGS Seat on the state's Small Business Advisory Council (California DGS)
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Founder's professional experience, not completed contracts of HAPV Solutions.

Fractional procurement leadership

- Category management and supplier relationship development
- Contract negotiation, competitive bidding and RFP development
- Purchasing policy, supplier performance and team training

Technology and systems modernization

- Inventory, purchasing and food management software evaluation
- Implementation planning across purchasing, production and accounting
- Reporting dashboards, automation and adoption training

Procurement and operational optimization

- Purchasing and operational assessments
- Inventory management, cost control and supplier consolidation
- Recipe standardization, food costing and production efficiency

Strategic sourcing and supplier development

- Regional, national and GPO sourcing evaluations and pricing analysis
- California agricultural sourcing and local producer partnerships
- Small-business, diverse and sustainable supplier development

Why HAPV

Executive-level expertise without the full-time executive commitment. HAPV brings three disciplines that are usually handled separately: strategic procurement, culinary and foodservice operations, and operational systems. The work doesn't stop at recommendations. It covers implementation, measurable results and the internal skills to keep them, through defined projects or ongoing fractional advisory.

Assess → Strategize → Implement → Optimize

Also brings

- Multi-unit foodservice executive management with multimillion-dollar budgets
- Restaurant consulting on recipes, food cost and production
- Hands-on management of Martin Ranch Organics, a certified-organic avocado ranch in Ventura County

Who we serve

Restaurants, hospitality groups, K-12 and institutional foodservice, food makers and distributors, agricultural producers and growing small businesses.