

<b>SUMMARY</b>	Accomplished consulting leader, international trainer, and author. Experienced in business development, firm development, and the implementation of large-scale change within client organizations. Domestic and international experience across a breadth of operational areas with depth in Supply Chain Management. In 21 years of management consulting, projects led or participated in have resulted in savings exceeding \$500MM. Results achieved through improved business processes, organizational effectiveness, management systems and tools, leadership development, and behavior change.		
<b>AREAS OF EXPERIENCE</b>	Supply Chain Management Sales & Operations Planning Finance and Accounting ERP/Information Systems Business Development	Business Process Improvement Post-Merger Integration Organizational Design and Change Product Lifecycle Management Leadership Development	Demand Planning Manufacturing Change Management Business Planning Engineering
<b>INDUSTRY EXPERIENCE</b>	Chemicals High Tech Oil & Gas	Consumer Products Medical Devices Aerospace	Pharmaceuticals Software Mining & Construction
<b>EMPLOYMENT HISTORY</b>	<p><b>Nexview Consulting LLC</b>, Derry, NH and Houston, TX <span style="float: right;">2009 - Present</span>  Managing Principal, <a href="#">Company Overview Video</a>  <i>Lead boutique consulting and training firm that leverages Sales &amp; Operations Planning and supply chain improvements to generate improved business results for clients and thought leadership in the marketplace</i></p> <p><b>Plan4Demand Solutions</b> (Acquired by Spinnaker), Pittsburgh, PA <span style="float: right;">2008 - 2009</span>  Practice Director, Sales &amp; Operations Planning  <i>Practice Leader focused on client service, business development, as well as firm infrastructure and people development</i></p> <p><b>Celerant Consulting</b> (Acquired by Hitachi Consulting), Lexington, MA <span style="float: right;">1999 - 2008</span>  Principal  <i>Led large projects focused on results and behavior change while working as a key member of business development teams, developing firm capabilities, and teaching finance and supply chain</i></p> <p><b>Deloitte &amp; Touche, LLP</b>, Los Angeles, CA <span style="float: right;">1996 - 1999</span>  Senior Consultant  <i>Improved client business processes and information systems in operations and accounting, as well as developed firm methodologies</i></p> <p><b>Hughes Aircraft Company</b> (Acquired by Raytheon), Los Angeles, CA <span style="float: right;">1986 - 1993</span>  Engineer – Aerodynamics and Propulsion Systems  <i>Led project engineering and management efforts related to the development and procurement of rocket propulsion and other electro-mechanical systems</i></p>		
<b>SELECTED CONSULTING PROJECTS (All firms)</b> <i>Operations Improvement, Information Systems, Strategy, and Finance</i>	<ul style="list-style-type: none"> <li>• For an international region of a <b>global oil major</b>, led a project that enabled profitability visibility and management at the customer and product level, developed pricing methods, improved the fuels supply distribution network, outsourced fleet operations, improved inventory management, and generated procurement savings. Advised on a client led effort that divested assets to Branded Marketer partners. The project resulted in an earnings improvement of over <b>\$100MM and a working capital reduction of \$64MM.</b></li> <li>• Developed new techniques in Integrated Business Planning (IBP) for the upstream oil &amp; gas industry. For a <b>global exploration and production company</b>, led a team that designed and implemented IBP to connect strategic plans with operational execution. IBP in combination with tactical improvement efforts, <b>reduced the capex to cash cycle time by 20%.</b></li> <li>• For a large <b>mining &amp; construction</b> firm in the oil sands of Alberta, led a 10 site change implementation program that prepared this private equity held firm for an initial public offering. The project redesigned the organization and <b>improved equipment and labor productivity by 10%. Annualized savings of \$32MM which exceeded target by 20%.</b></li> </ul>		

- 
- For a large manufacturer in the **plastics** industry, led a 5 site supply chain project comprising demand planning, production planning, inventory management, raw material planning, procurement, distribution and logistics, S&OP, information systems, and organizational change. The project delivered **\$15MM in annualized savings**.
  - For a **global wine producer**, led design and implementation of S&OP in North America across 8 business units, including underlying process improvements in demand, supply, and inventory planning, as well as technology enablement. **Reduced obsolete inventory in Canada by 50%**.
  - For a **global chemical manufacturer**, led a multi-national project consisting of improvements in demand planning, inventory management, sales & operations planning, organizational change, information systems, and a redesigned distribution network in the United States and Mexico. The project saved **\$3MM in distribution costs, improved forecast accuracy, inventory turns, and on-time-in-full**.
  - For a **global pharmaceuticals company**, led a site level engagement to link key performance indicators and management meetings from site leadership to the production floor.
  - For a manufacturer of **advanced aerospace materials**, led a plant level supply chain project that improved S&OP, production scheduling, customer service level definition, and warehouse operations. The project **reduced lead times by 25% and improved OTIF by 10%**.
  - For a **private equity owned international manufacturer of lubricants**, led a large consulting team in the assessment and design phases of a project to globalize sales and marketing effectiveness, consolidate and improve manufacturing, manage inventory, leverage procurement spend, and redesign the organization to improve operations in preparation for an acquisition. The project identified **\$15MM in annualized savings**.
  - For a large **chemical manufacturer**, managed a project team of 13 consultants and over 80 client task force members that successfully delivered a 2 site change program comprised of 6 teams that produced results in organizational design, supply chain (production, rail fleet management, procurement, inventory, sales & operations planning), maintenance, vehicle utilization, information systems, and business performance management. The project delivered **\$14.3MM in annualized savings**.
  - For a **large chemical manufacturer**, led a client team that increased railcar utilization by 20%, improved demand planning, and resulted in **\$4.3MM of annualized savings**.
  - For a **consumer products manufacturer**, led a procurement effort that standardized processes, implemented strategic sourcing techniques, and leveraged spend across two sites resulting in **\$1MM in savings**.
  - For a **high-tech manufacturer** of laser systems used in the semiconductor manufacturing industry, led an enterprise-wide effort for the requirement definition and system selection phases of a Product Data Management (PDM) system project. Major components of the system include data vaulting and version control, configuration management, workflow, and interfaces with CAD and ERP systems.
  - Developed supply chain, facility, personnel, and system recommendations to support process improvements and the post-merger integration of two **electronics manufacturers**
  - For a **healthcare services** concern, implemented a financial accounting system.
  - For a **manufacturer of medical devices**, developed business and system requirements for all modules of an ERP system.
  - For a multi-subsidiary, international manufacturer of **specialty chemical and plastic products**, developed a strategy for information systems, proposed redesigned accounting processes, developed business and system requirements, and selected a corporate accounting and consolidation system.
  - For a large **global software firm**, assisted the executive team with evaluating strategic options for divesting non-core businesses.
  - For a large **aerospace manufacturer**, supported analysis of corporate transactions.
  - Financial advisor to a start-up developer of audio systems for the **motion picture industry**.
  - Advised **small businesses** on business plans, financing, accounting, marketing, and IT.

**EDUCATION**

**Marshall School of Business, University of Southern California**

Master of Business Administration, Concentrations in Finance and Entrepreneurship

**California State University, Northridge**

Master of Science, Mechanical Engineering

**Syracuse University**

Bachelor of Science, Aerospace Engineering

**CERTIFICATION**

Certified Public Accountant, 6 Sigma Black Belt trained

**EVENTS and  
THOUGHT  
LEADERSHIP**

**Public Training Courses** (See links for overview videos, participant comments, and reviews)

[“Demand Planning and S&OP for Impact”](#), three-day seminar, Singapore and Bangkok, 2016.

[“Demand Planning Strategies”](#), two-day seminar, Shanghai, Apr, 2012.

[“Integrated Business Planning for Upstream & Downstream Oil & Gas”](#), a five-day seminar conducted in Kuala Lumpur, Feb, 2014.

**Book Author** (Paperback and Kindle versions available on Amazon)

[“Sales & Operations Planning RESULTS”](#), Pace Publishing Company, 2015.

**Conference Presentations**

[“Find, Measure, and Manage Supply Chain Results”](#), APICS Holiday Event, Dec, 2015

[“Using Procurement Data to Add Value, Integration, and Influence”](#), Institute for Supply Management, Boston Chapter, Mar, 2015.

[“8 Levers for S&OP Excellence”](#), APICS/IBF joint event, Dec 2013, webinar, Apr, 2014.

[“Excellence in S&OP”](#), presented to APICS North Shore Chapter, Apr, 2011.

[“Revitalize Your S&OP”](#), Institute of Business Forecasting conference, Oct, 2010 and the IE Group S&OP Summit, Jan, 2010.

“Current Topics in S&OP”, Panel Member, IE Group, Consumer Products Conference, May, 2009.

**Articles**

[“26 Ways to Get Sales On Board with Demand Planning”](#), article for Supply Chain Quarterly, Jun, 2016.

[“Directing Success – 10 Tips for S&OP Sponsors”](#), article for APICS Magazine, Jan, 2015.

[“Revitalize Your S&OP”](#), article for the Journal of Business Forecasting, Oct, 2010.

[“Why S&OP Matters to the CFO”](#), article for the Journal of Trading Partner Practices, Sep, 2009.

**Interviews**

[“So Your S&OP Initiative Isn’t Working Out, Here’s Why”](#), SupplyChainBrain, Mar, 2016.

[“S&OP Expert Blog Series. S&OP Maturity Systems”](#), Kinaxis, Sep, 2010.

**SOCIAL  
NETWORKS**

