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CONSULTING PRACTICE ERP software implementation consulting, utilizing broad experience, flexibility and problem-solving skills to help clients grow business and improve business performance. Primary focus on Manufacturing Enterprises. “Fit” assessment, Pilot/Demo Build, Train/Implement, Support

OVERVIEW Engineer, Wharton MBA, 4 years Kodak, 16 years DuPont, 20 years Mfg. ERP Consultant

EXPERIENCE SUMMARY Over 35 years of broad industry experience with effective results in:

- Computer Systems Implementation
- Product Development/Venture Launch
- Product Marketing
- Sales
- Manufacturing Engineering
- Supply Chain Management
- Marketing Research
- Business Planning
- Financial Analysis
- Re-Engineering & Change

SELECTED ACCOMPLISHMENTS

Information Systems/Supply Chain Management

- Managed projects, customer relationships and consulted in numerous enterprise software implementations, upgrades and migrations. Learned and established consulting practices in four ERP software products, consulting in the breadth of the product offerings (supply chain, manufacturing, planning, financials). Microsoft Business Solutions Certified Professional in Manufacturing Applications – Dynamics GP (formerly Great Plains). MAS 500 Manufacturing and Distribution certified. Formerly consulted in IFS Applications and TCM (Time Critical Manufacturing from EMS/Workwise). Currently working to develop Microsoft Dynamics 365 and Office 365 competencies and practices.
- Member of team leading 100+ person international supply chain re-engineering project which improved business profitability \$6 million.
- Identified major international financial accounting problem, led 13-person investigation team which resolved complex issues and increased Departmental earnings \$19 million (20%).
- Established and improved Sales and Operations Planning business practices and processes, as part of team supporting operations of global businesses exceeding \$200 million. Designed, implemented and operated information systems to support Sales and Operations Planning and Master Production Scheduling processes.
- Established inter-regional resolution of inventory problems, identified markets and redeployed material, eliminated \$500,000 in probable write-offs in the first year.

Manufacturing Engineering

- Developed and implemented manufacturing changes resulting in a 60% capacity increase, \$3 million in savings and avoidance of a planned \$10 million capital expansion.
- On a short timetable, developed pilot and contract manufacturing and testing capabilities, enabling product and market development to proceed rapidly.

Business & Product Development/Marketing

- Developed business proposal and gained support to create a business in advanced technology products. Identified, evaluated and recommended opportunities to pursue.
- Launched significant new business venture by developing and implementing marketing programs and operational infrastructure, including developing business plans, pricing, advertising, literature, technical service and sales capabilities.

- Initiated and coordinated technical development programs with the research organizations of industry leaders, resulting in thorough evaluation of numerous potential new products, down-selection to the best candidates for market introduction, and increased goodwill with major future customers.
- Generated significant interest in and market value for company products, gaining product evaluations from customers and product adoptions into major avionics development programs.
- Envisioned a novel approach to meet customer needs for an advanced technology product, resulting in a patent award for the process to manufacture the advanced product.

Sales

- Increased territory sales 70%, converted largest producer in territory from competitive technology. Minimized price erosion in cost-pressured market and strengthened competitive position in sales territory by consistently providing customers with strong process support through a consultative selling approach.

Marketing Research

- Developed key understandings of market needs, saved \$4 million and significantly changed the direction of major scientific and engineering development efforts, through a combination of interviews, workshops and product concept evaluations with leading market participants.

PROFESSIONAL EXPERIENCE

Independent Consulting Practice, Wilmington, DE **2002 - Present**

EMS Inc., IFS North America Inc., WorkWise Inc., Wilmington, DE **1997-2002**
Senior Consultant & Project Manager – WorkWise, Inc. (spun off from IFS) 2001-2002
Consultant & Project Manager – Industrial & Financial Systems Inc. (acquired EMS) 1999-2001
Consultant & Account Manager – Effective Management Systems, Inc. 1997-1999

E.I. DUPONT DE NEMOURS, Wilmington, DE **1980-1996**
Marketing Research Specialist - Dacron® and Nylon / Textile Fibers 1995-1996
Product & Marketing Research Specialist - Central R&D Biotechnology Venture 1992-1995
Supply Chain Specialist - Printed Circuit Materials 1990-1992
Senior Planning Specialist - Printed Circuit Materials 1988-1989
Product Manager - Laminate Products 1986-1988
Market Development Specialist - Laminate Products 1984-1985
Business Analyst - Financial Analysis, Electronics Department, Wilmington DE 1983-1984
Technical Sales Representative - Printed Circuit Materials/California Utah 1980-1983

EASTMAN KODAK COMPANY, Rochester, NY **1976-1979**
Marketing Intern - Business Systems Marketing 1979
Manufacturing Engineer - Resource Recovery Department 1976-1978

EDUCATION M.B.A., The Wharton School, University of Pennsylvania, 1980
 Concentrations in Marketing and Finance
 B.S., Chemical Engineering, Lehigh University, 1976
 Graduated with Honors

PROFESSIONAL ASSOCIATIONS APICS
 Chemical Consultants Network - Treasurer & Steering Committee Member

NONPROFIT Delaware Greenways, Inc. – Treasurer & Board of Directors Member