

Gregg R. Macaluso

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Introduction

A diverse background with over 25 years experience in professional consulting and industry in the most significant areas of Supply Chain Management and Process Improvement. Strength in developing teams of gracious professionalsⁱ in engaging and developing rapport with shareholders, customers, suppliers, group partners, peers and executive management.

Professional strengths include:

- Building, motivating, and retaining teams of dedicated consulting and industry professionals moving toward a goal
- Generating revenue/free cash quickly by developing and implementing innovative supply chain solutions
- Strong ability to go from concept to profitable revenue in short time frames
- Adapting technology for more efficient, effective, and sustainable operation

Vertical Industry Experience

- Health and Life Science (clinical and manufacturing/distribution)
- Telecommunication and High Technology
- Industrial and Process
- Engineering & Large Scale Construction

Areas of Supply Chain Management expertise include:

- Strategic Procurement, Sourcing, and Supplier Network Design
- Lean Supply Chain Strategy, Process Improvement, Lean Service Design, Small Lot Production Optimization, Speed and Agility through the Supply Chain
- Critical Spare Inventory Planning and Distribution Strategy, Design and Implementation
- Multi-modal Logistics-Network Design and Optimization
- Global Operations Strategy Development and Asset Deployment Design
- International Distribution Network Design and Asset Management
- Supply Chain Systems Integration (popular supply chain visibility and optimization software in combination with major ERP systems)
- Make-to-Order, Configure-to-Order strategies for manufacturers, Product Design Integration

Experience

Celerant Consulting (2009 – Present)

Director – Supply Chain Strategy Practice

- Responsible for the development and market-place positioning of a supply chain practice for this UK/US based operations consultancy. Practice focuses in delivering global solutions through integrated planning, global logistics optimization, and demand/supply chain segmentation and asset deployment.

University of Colorado, Leeds School of Business (Fall 2001 - present)

Adjunct Professor

- Part-time professor in the Operations Management Division, teaching supply chain and operations strategy for both MBA graduate and BBA undergraduate curriculum. Focus in overall supply chain strategy, process improvement development, lean integration and service design.

CH2M HILL (2006 – 2009)

Director – Corporate Procurement Strategy

- Responsible for developing International Strategic Sourcing and integration strategy for the Design-Bid-Build and Engineering, Procurement, and Construction (EPC) practices. Major responsibilities include:
 - Co-developed a global project-logistics method for delivering high-value capital equipment to diverse project locations domestically, the Middle East, and the Pacific Rim.
 - Developed Procurement Organization Strategy for the centralized \$6.2B Revenue, \$4.25B external spend, multi-business-group practice (commercial, federal, and civil infrastructure client segments) in an Oracle ERP system environment.
 - Responsible for Oracle Order Management, Supplier Relationship Management (SRM), and Ariba product management for supplier portal and inter-company communication (supply chain transaction/notification protocol) systems development and use.
 - Completed the strategic sourcing plan for a \$120B USD (est). land-development program in the UAE.
 - Led a project to place an integrated China-sourcing team in Shanghai for firm-wide Design-Build project use.
 - Developed and lead the firm's econometric forecasting and escalation-management office for assisting in managing project risk.

UPS Consulting & UPS Supply Chain Solutions (2001 – 2006)

Vice President – Industrial and Automotive Sector - Operations Strategy

MAJOR CONTRIBUTIONS:

- From start up to supply chain solutions role: \$5M with associated revenue to \$50M. Enhanced brand awareness at the executive level in large multi-national customers, aided in integrating a number of new acquisitions, designed and deployed corporate solutions group to support business development
- Responsible for the Global Logistics Consulting Operations Practice for the Industrial, Automotive and Government Verticals.
- Designed and implemented operations improvements with clients extensively throughout career. Most implementations have involved strategic sourcing initiatives and procurement management, shop floor and enterprise redesign for Lean, logistics center design & development (inter-modal distribution centers), transportation network redesign & optimization.

- Responsible for integration of supply chain-related system use on projects including i2 technologies transportation and network optimization software.

Symbius Corporation (2000-2001)

Vice President – Supply Chain Strategy

- Responsible for the development of products, services, and client strategies for the firm's *SymVision* (Supply Chain Strategy Methodology) practice. Led the functional systems integration efforts identifying the proper supply chain software for redesigned operation processes focusing primarily on Supplier Relationship Management (SRM) applications and Strategic Sourcing method development.

Ernst & Young LLP (1993 - 2000)

Senior Manager

- Responsible for development of Supply Chain Service Line resources and served as a manufacturing core team leader for the National Supply Chain practice. Practice areas included strategic sourcing and supply management, logistics, Lean Manufacturing, advanced planning and scheduling software integration, etc.
- **June 1998 - March 1999** Leave of Absence – Assistant to the VP of Operations Directing Lean/Continuous Flow Practices – **Symbol Technologies**. Designed and implemented Lean Production Strategy for Long Island-based operations in preparation for a move offshore.

Coopers & Lybrand (1986 - 1993) (currently dba IBM Global Services)

Managing Associate

- One of five managers in the southwest region of the United States responsible for a 20 person manufacturing consulting practice. Designed and implemented Lean Manufacturing, Procurement Management and Sourcing, and Total Quality Management systems in industrial, distribution, and service industry settings.

Dixon Paper Company (1984-1986)

Operations Analyst

- Operation system and process design in an IBM 43XX development environment. Served in a liaison role between operation groups in warehousing/material management and Information Services across Dixon's distributed IS network of paper distribution centers in the west and southwest.

Arthur Andersen (1982-1984) (currently dba as Accenture)

Staff Consultant

- Designed and developed operations functional software for application in manufacturing and distribution settings.

Education

Northwestern University, Executive MBA Studies, Operations Strategy, 1999, *Evanston, IL*

University of California, Irvine, M.S., Applied Mathematics, Operations Research, 1980 – 82

Regis University, B.S., Summa Cum Laude, Mathematics, 1976-80, *Denver, CO*

Key Clients (*detail available on request*)

<p><i>Technology & Telecommunications</i></p> <ul style="list-style-type: none"> • Seagate Technologies • Lucent Technology • Dell Computer • Storage Technology • Xerox • Siecor Corporation • Sprint • Sony PC • Micron Computer Corp • Symbol Technologies • Bell South (dba AT&T) • Qwest/Century Link • Verizon • TCI (dba Comcast Communications) 	<p><i>Industrial, Construction, & Aerospace</i></p> <ul style="list-style-type: none"> • Iberpotash Mining • Suncor Corporation (shale mining ops) • Lennox Industries • Nissan Motor Company • Manville Corporation • Lockheed Martin • Hughes Aircraft (dba Boeing Corporation) • Purolator Inc. • John Deere • Andersen Windows • International Paper • American Axle & Mfg • Gates Rubber Company • Emerson Corporation • Fluor Industries • Meraas Development (UAE)
<p><i>Health & LifeScience, Consumer, Service</i></p> <ul style="list-style-type: none"> • Merck & Co • American Red Cross (blood processing) • American Airlines • Delta Airlines • Cardinal Health • Medtronics Corp • Boise Office Products • Cobe Cardiovascular • Marriott • Philips Luminaries • Campbell Soup 	<p><i>Defense & Public Sector</i></p> <ul style="list-style-type: none"> • Defense Logistics Agency • Department of Defense • Joint Logistics Transformation Agency (J9) • City of Bismarck • Ports of Indiana • Continental (OK) Gateway Authority
<p><i>B2B, B2C</i></p> <ul style="list-style-type: none"> • Amazon.com • FreeBorders.com • TestMart.com • Corporate Express 	

Publications, Presentations, & Affiliations

- “Meet in the Middle” – Supply chain model and execution development for atypical supply chains where responsiveness without assets remains the challenge. An article published in Closework™ Magazine. May 2012.
- “Sailing Through Complexity: Adapting to a Global Marketplace”, - Food Manufacturing Magazine, Doug Newman, Gregg Macaluso, Celerant Consulting. June 2011.
- “When the Customer is King” – Quoted as part of an overall piece on more direct methods for satisfying customer requirements. An article published in Inbound Logistics Magazine, April, 2005.
- “The 3-day Washer” – A global production strategy and operating model to convert the way durable goods are purchased, made, and delivered. An article published in Appliance Magazine, December 2004.
- “Out of the Box” – Quoted resource relative to the services now provided by third-party logistics providers including supply chain strategy. An article published in Electronics Supply and Manufacturing Magazine, January 2005.
- Speaker – Network Supply Forum, San Jose, CA, September 2004, “The Porter vs Peters – The debate that should have happened.” Lessons inferred relative to Global Migration Supply Chain Strategies for the Electronics Industry.
- Speaker – 58th Annual National Defense Transportation Association, Milwaukee, WI, September 2004, “The Deployment of RFID in Commercial Spare Part Logistics Models”.
- “Answering a New Call” - Telecommunication Service Companies Leveraging Efficient and Effective Supply Chains. A white paper on creating a new supply chain strategy for managing plug-in-circuit and capital equipment for wired-line operators in a difficult market. Co-author with Mr. Joe Donohue and Mr. Tim Duffié.
- “Value in the Model” A white paper on the battle for who will succeed in offering value-added services in the supply chain while disintermediating steps or other players.
- “Configure @ the Source” A white paper detailing an integrated approach to meeting customer requirement through the entire sales and supply chain.
- “Productivity in a Box”. A series of lean-based tools, methods, templates, and software oriented to identifying productivity opportunities in repetitive (manufacturing and service) environments. This includes the concept of “bus scheduling”.
- Member Editorial Advisory Board – Electronics Supply and Manufacturing Magazine. CMP Media LLC, Manhasset, NY. Since 2004.
- Former Member Advisory Board – East-coast Internet portal for the sale and distribution of telecommunication equipment. Supply Chain Strategy Advisor.
- Stanford Global Supply Chain Forum - Palo Alto, California, co-Ernst & Young contact to Dr. Hau Lee, forum chairperson.

Supply Chain Systems Development

- Oracle Order, Supplier, and Inventory Management module development (ERP configuration and implementation)
- Ariba Supplier Relationship Management (SRM) applications (supplier portal, asset management, supplier communication). Used reverse auction and supplier network facilities to support strategic sourcing work.
- JDA, i2 Technologies & Logistix (former GLog) Solutions – transportation and network optimization applications
- Transportation Management System (TMS) Requirements definition and selection for a nationwide wholesale food distributor. Emphasis on earned logistics income generation in better use of private fleet.

ⁱ Term generally associated with Professor Woodie Flowers and Dean Kamen, the latter, inventor of the Segway®, in referring to an ethic and orientation toward cooperative competition.