

Bruce M. Machado, CPIM

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OVERVIEW

Energetic, results-oriented, APICS-certified professional, with over thirty years' inventory management and planning experience in demanding positions to increase profit and enhance efficiency. Combines excellent leadership and staff development skills, professional knowledge, and problem solving experience to propose and implement substantial improvements. Most outstanding qualifications include:

- Built and demonstrated realistic and feasible ERP solutions for diverse and complex purchasing, inventory, financial, manufacturing and distribution systems.
- Regularly interacted with C-level executives regarding ERP, CRM, and MES applications.
- Related to day-to-day operational needs of clients as a knowledgeable hands-on user.
- Extensively used Microsoft, HP and other PC tools, software and sophisticated MRP systems (SAP and Oracle).
- Holds a Secret security clearance.

PROFESSIONAL HISTORY

General Dynamics Information Technology and Main Sail Group – Senior Material Management Consultant, 2003-Present

Developed and reviewed functional solutions for the entire gamut of the U.S. Navy's multimillion dollar SAP Aerospace and Defense Enterprise Resource Planning (ERP) system. It covers all business practices: finance, purchasing, planning, logistics, maintenance, human resources, equipment, facilities and other functions. It is being designed to manage the Navy's supply chain and enhance and modernize its business management processes, eventually for use by 272,000 civilian and military personnel.

- Served as a Material Management (MM and APO) functional lead on the QA and Testing Team for the Navy ERP project.
- Provided supply chain expertise and knowledge to requirements writers and documenters who were involved in the Blueprinting, Realization and Integrated Systems Testing Phases of the project.
- Monitored and reviewed progress toward the production of a feasible, fully-integrated ERP package with quantifiable results.
- Participated in workshops, meetings and planning sessions to gather key information to address the complex material issues required to be considered by project management.
- Reviewed strategies, plans and documents that governed the quality assurance and testing processes for the project, including requirements traceability, customer input documents, and both functional and technical specifications.
- Analyzed sensitive data and technical paths for PM, MM, FI, AM and APO modules to ensure the proposed SAP solution adequately protected data from those not authorized to access such data.

The OASYS Group – Senior Manufacturing Consultant, 2001-2003

Aggressively participated in pre and post-sales visits/discussions with prospective clients to demonstrate and implement realistic and feasible e-business solutions for diverse and complex purchasing, inventory, financial, manufacturing, and distribution systems.

- Served as Project Manager of implementation teams at client sites.
- Implemented Oracle 11i Process Manufacturing (OPM) solutions.
- Presented pre-sales proposals to potential Oracle clients.
- Developed lifecycle planning packages for client use
- Conducted training classes on Supply Chain Management and ERP applications.

Oracle Corporation – Sales Consultant, 1999-2001

Demonstrated Oracle e-business solutions to a wide variety of companies to improve supply chain efficiencies, profitability, and business success.

- Traveled extensively and frequently to consult with potential clients and customers.
- Evaluated business networks, procedures, and operations to devise realistic and feasible solutions to pressing needs; used latest technology and trends for benefit of the customer.
- Interacted with sales team members to generate \$2.2 million in sales revenue.

ICI Paints - Inventory Manager, North American Operations, 1998-1999

Delivered high levels of product availability to assure excellent customer service while exceeding inventory targets. Supervised a team of planners implementing Logility software to continuously improve inventory management and production planning for 6,600 SKUs.

- Managed \$68 million of multi-plant inventories and related customer service.
- Integrated new system with other existing systems to achieve best use of total resources.
- Reduced inventories by over 21% (\$14.3 million) and increased customer service by almost 9% in just one year.
- Interacted daily with C-level executives on inventory, purchasing and MRP issues.
- Planned and executed the restructuring and elimination of warehouses and plants.
- Built a cohesive and knowledgeable team of planners to manage a new centralized replenishment function and accountable for timetables, plans and results.
- Accountable for a budget, implementation plan, and project milestones.

The Sherwin-Williams Company - Inventory Manager & Systems Coordinator, 1991-1998

Led forecasting, production planning, product availability and systems improvements.

- Implemented MRP II software solutions (Manugistics and Oracle GEMMS) for forecasting, production planning, and distribution planning.
- Implemented a statistical forecasting technique that saved \$839,000 worth of active stock and reduced supplier lead times by 19% over seven months.
- Improved customer service, JIT material movement, and manufacturing performance.
- Employed cost and manufacturing accounting techniques and economic considerations to enhance operations, resource allocation, accounting, management information, EDI, and production control.
- Communicated daily with vendors and internal company personnel to achieve best cost, schedule and quality of delivered and finished products.
- Recommended changes to Manugistics development teams for software enhancements.
- Provided product training for users and managers of the systems.

U.S. Navy - Navy Supply Officer, 1969-1991

Directed all facets of inventory, distribution, accounting and systems operations in a global environment. Most important assignments included:

- Managed the Navy's worldwide payroll processing operation including unique software development by leading a department of 473 employees with an annual budget of \$11.1 million. Led projects to make significant changes to systems, policies and procedures.
- For three years, directed a \$4 billion spare parts fund.
- For two years led a traveling materials management team reviewing inventory and warehouse/distribution operations, making recommendations for improvements in receipt control, storage, data visibility and transportation.
- Extensive experience in major systems analysis, process design, planning, and budgeting.
- Evaluated inventory, financial, retail and other IT systems for cost and efficiency.
- Seven years experience in contract management, including three years of writing purchasing procedures.
- Implemented an automatic data network transmission system that reduced personnel requirements in one division by 40%.
- Held successively increasing positions of responsibility and trust. Highest rank attained: Commander. Held Top Secret Clearance.
- Vietnam Era veteran.

EDUCATIONAL ACHIEVEMENTS

Certified in Production and Inventory Management (CPIM) by APICS
MBA in Finance - George Washington University, Washington, DC
BA in Psychology/Economics - Lafayette College, Easton, PA; Dean's List

ASSOCIATIONS

APICS – The Association for Operations Management; member of Boston chapter; past member of Cleveland Chapter Board of Directors