



Staff Resume

Mr. Joseph D. Meglen

BACKGROUND

Joe Meglen is business and technology consultant with over 25 years of experience. He has consulted with commercial clients in the Consumer Products, Automotive, Retail, Health Care and Professional Services industries. His consulting experience includes large-scale program management, re-engineering of core business processes, transformation management, package software selections and implementations, supply chain application integration, design of information requirements, data needs analyses, conversion data mapping and reconciliation. Size of efforts has ranged from two hundred million dollar programs to small business ERP implementations.

AREAS OF EXPERTISE

Mr. Meglen has personal experience in the areas of:

- Order fulfillment and customer service
- Inventory control
- Distribution planning
- Financial applications
- Software-enabled process redesign
- Supply chain integration
- Large-scale IT project management
- IT systems selection & deployment
- Six Sigma principles
- Business case realization
- Order-to-cash
- Purchase-to-pay
- SDLC methodologies
- Program office design and management

CAREER EXPERIENCE

Mr. Meglen's career experience includes business management and information technology positions in both public and private sector operations, including:

Consulting Experience

A.T. Kearney, Inc.: a Chicago, IL-based management consulting firm.

Principal-level Management Consultant – 1987 to 2006; Strategic Information Technology Practice (15 years), and Operations/Logistics Practice (5 Years).

Provided supply chain application, project/program management, information technology consulting to clients in the Consumer Products, Automotive, Health Care, Retail industries; played a key role in the initial efforts of establishing the Strategic Information Technology Practice within A.T. Kearney (1993).

Industry Experience

Maritime Cost and Service Company, venture capital backed international trade software and information services firm

Co-founded business; secured seed stage and second-tier financing through private placement and venture capital; responsible for all phases of product design, development and client implementations; directed operations staff in business activities to support client installations

CONSULTING ENGAGEMENT ABSTRACTS

- Led the inception and implementation of a Program Management Office for a \$44 billion grocery wholesale and retail company. Processes implemented included Program Governance, Business Process Ownership, Risk/Issue Management, Quality Control, Metrics/Scorecards, Project Schedules/Status Reviews, Benefits Management, Scope Change Control, Change Management, On-boarding, Decision Management and Resource Management.
- Led the development of the implementation framework for a major software services company, including a combination of elements from Six Sigma, Voice-of-the-Customer, ASAP, Global Delivery Model and Client SDLC.
- Led the implementation of a Program Office for a major Software Services Company. Functions implemented included Risk Management, Schedule/Deliverables Management, Business Case Realization, Resource Alignment, Quality Control, and Scope Management.
- Led an IT Strategy project for an international HVAC corporation which included portfolio assessment, business strategy alignment, business unit migration plan, platform architecture selection, business and technology justification.



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- Led a ten-person project to recover "lost" inventory resulting from a flawed implementation of ERP System; resultant benefits exceeded \$5 million.
- Developed internal controls ensuring that all product and service shipments were successfully priced, billed, tracked and collected.
- Led the implementation of a scarce product allocation process between contending sales channels and boat companies.
- Initiated directed and performed multiple projects to recover/reconstruct both engineering and manufacturing bills-of-material data from varied sources to a centralized data base increasing accuracy levels from less than 50% to over 95%
- Led a twelve person cross-functional, cross-organizational team in the planning and definition phases of major upgrade to Vehicle Order Management Architecture for a Fortune 5 automotive manufacturer, resulting in reduction of order cycle times from 45 to fifteen days.
- For a major chemical company, led and performed full functional and information analysis between competing software packages in the areas of personnel management, human resources and benefits administration.
- Directed the creation and implementation of working prototypes and production systems for Sales and Operations Planning and Operating Asset Effectiveness for an \$8 billion consumer products company in support of new senior executive business and operations processes, including sourcing and mapping of key data requirements from multiple systems and data bases.
- Led the redefinition and design of all major distribution and order-to-cash business functions for a two billion dollar medical products and services company using information and data engineering techniques to ensure full integrity.
- Led the overall planning and requirements for a customer inventory management program designed to generate \$25 million in sales based upon collaborative management and automated replenishment data mapping of in-store parts and supplies for 100 top dealers.
- For a Fortune 100 automotive manufacturing company led the successful deployment of reengineered customer management, order fulfillment, inventory control and replenishment, and shipment control business processes and data requirements.
- For a \$12 billion consumer Products Company led the successful implementation of new business processes and technology solutions within customer service and distribution. Areas addressed included Order Fulfillment, Inventory Management, Distribution Planning, Warehousing, Customer Information Management and Vendor Managed Replenishment.
- Performed numerous additional client engagements, wrote proposals, and developed award-winning intellectual capital frameworks for Program Management, Post Implementation Value Capture and Joint Undertaking Project to deliver IT Excellence and Result.

EDUCATION

Mr. Meglen holds:

- A Master of Business Administration degree from Baldwin-Wallace College, Cleveland, Ohio (1976)
- A Bachelor of Business Administration degree from the University of Toledo, Toledo, Ohio (1971)

Additional specialized training received by Mr. Meglen includes:

- Microsoft Dynamics Supply Chain and Finance Certifications, (2006)
- Six Sigma certification, Villanova University (2004).
- Large-Scale Program Management Educational Series, A.T. Kearney (1997).

PROFESSIONAL AFFILIATIONS, AWARDS AND HONORS

Mr. Meglen is a past member of the American Production and Inventory Control Society (APICS)

His awards/publications for consulting and business management excellence include:

- Contributed to development of "Mastering the Digital Market Place," and "Accelerating ERP Benefits Capture".
- Received numerous awards including: Great Client Work, Global Exchange Program, SITP Intellectual Capital Development, and Length of Service
- Received the Thomas Alva Edison small business recognition grant