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Summary: An experienced and knowledgeable professional, seeking a Supply Chain Manager or Director position. Has the ability to put together a comprehensive Supply Chain strategy including leveraging a company's ERP system to achieve Supply Chain excellence.

Experience in SAP, QAD, Baan, and customized software solutions.

Qualifications include:

- MBA (Finance and Information Systems)
- CSCP (Certified Supply Chain Professional - APICS)
- CPIM (Certified in Production and Inventory Management - APICS)
- CIMA (Chartered Institute of Management Accountants – London, England)
- BA (Economics and Business Administration)

Core competencies:

- Producing comprehensive Supply Chain strategies to significantly improve financial results
- Increasing ERP functionality to improve Supply Chain performance
- Extensive experience in the use of MRP systems, and instructs MRP at public seminars and in-house training sessions
- Process mapping and process improvements across the extended Supply Chain
- Teaches APICS body of knowledge in Manufacturing and Supply Chain best practices to various levels of management and staff
- Project Management across all entities in multi-national companies
- Successful implementations of customized ERP applications in multi-national environments
- Financial applications and cost accounting expertise
- Pre-Sales presentation skills to all levels of management including "C" level
- Bridges knowledge gap between the business functionality and Information Technology functions

Past President and Director of Education of local APICS chapter - understands current Manufacturing initiatives such as 6 Sigma, 5S, Lean Manufacturing, Vendor Managed Inventory (VMI), Collaborative Supply Chain, and the technologies needed to assist in their success.

PROFESSIONAL EXPERIENCE

Cablofil/Legrand (Cable Management Systems)

MATERIALS MANAGER

2011-present

Responsible for 30+ people in Planning, Production Control, Inventory, Packaging, and Shipping.

- Increased inventory turns from 6 to 10 by adjusting safety stock and target vendor inventory levels
- Increased inventory accuracy from below 70% to greater than 95% by defining processes and procedures and implementing higher levels of discipline in receiving and issuing functions
- Reduced staffing levels by 15% while increasing functional efficiencies
- Reduced lead times on major product line from 10 days to 4 days by using vendor managed inventories and strategic inventory levels, and by improving vendor relations/management
- Significantly reduced shipping errors and RMA's
- Increased trucking throughput by 59%

Osmetech Molecular Diagnostics now **GenMark Diagnostics** (Near-patient DNA testing appliances)

SENIOR SUPPLY CHAIN MANAGER

2008 – 2011

Improved the Supply Chain performance during a 300%+ 6-month growth period by implementing disciplined processes and procedures, and by increasing the use of ERP functionality. This was done at a time of severely reduced economic circumstances and a reduction in staff.

- Increased inventory accuracy from below 80% to greater than 95% by controlling processes and defining procedures

- Increased inventory turns from 2 to greater than 8 by using disciplined Purchasing processes and Economic Order Quantities (EOQ) saving over \$500K in inventory investment
- Eliminated stock-outs while at the same time reducing safety stock levels throughout the company
- Reduced freight costs by >\$50K annually by negotiating contracts with new vendors
- In collaboration with technical personnel significantly reduced costs of company-strategic vendor materials
- Negotiated improved contracts containing Vendor Managed Inventory with strategic DNA vendors
- Managed Shipping department with 99.2% shipping accuracy rate
- Met material deadlines for two clinical studies and FDA approval processes
- Used disciplined MRP, Reorder Point (ROP), and Kanban systems to control material and drive down inventory carrying costs
- Introduced supplier scheduling to improve cash flow and reduce inventory levels
- Introduced repetitive scheduling to better streamline the manufacturing process

Corporate Knowledge (Consulting group specializing in process improvement in the Supply Chain, standardization of policies and procedures)

TECHNICAL CONSULTANT

2003 – 2008

Clients included:

- Epson America (Subsidiary of Epson Inc.)
 - Increased fill rates more than 6% and reduced inventory greater than 10% by overhauling safety stock levels
 - Introduced and monitored Sales and Operations planning meetings to better meet customer demand
 - Increased forecast accuracy >5% by changing business models
 - Reduced reliance on spreadsheets to counter disparate system issues
- International Rectifier (\$1B) in the Semi-Conductor industry. Projects included:
 - \$2 million estimated savings as Project Manager implementing various Procure-to-Pay initiatives including Automatic Clearing House (ACH), Work-Flow, and Procurement Cards (P-Cards)
 - Increased standardization by producing process maps and narratives of all cost accounting and inventory control functions of their worldwide ERP manufacturing and distribution systems
 - Standardized Inventory and Cost Accounting Policies, Procedures, and Processes across the multi-national entities
 - Recommendations to seriously reduce the company's dependence on spreadsheets and to standardize on a centralized ERP system became part of the company's IT strategy
 - Reviewed and audited all cost accounting and inventory control functions for control issues as part of their Sarbanes-Oxley initiatives
- Jet Propulsion Laboratory (JPL)
 - Instruction in the APICS body of knowledge to the inventory management team
 - Consulting in the implementation of manufacturing best practices

INDEPENDENT CONSULTANT

2001 - 2003

- Implemented an ERP system for a small toy and children's furniture manufacturing company (\$3M). The cost visibility saved the company in excess of \$50,000 per annum.
- Teaching assignments for APICS in the management of Production and Inventory Control.
- Teaching assignments for the University of Phoenix (Southern California Campuses) in Operations Management, Finance and Critical Thinking/Problem Solving.

Computer Associates (\$4 B - ERP and EAI software)

1998 – 2001

BUSINESS TECHNOLOGIST (Pre-Sales)

Business Focus: ERP, E-Business Solutions, CRM, Workflow & Messaging Technologies

Generated \$3.1 million in revenues based on ERP sales wins. Business role included executive presentations, initial on-site business flow and needs analyses, business case development and payback with custom solution demonstrations.

- Experienced in web-based CRM solutions
- Presented applications with Common Object models linking disparate databases
- Successfully presented web-based storefront, and procurement applications
- Resolved problem accounts decreasing outstanding software issues significantly
- Knowledgeable in Business Intelligence applications
- Active in Local and National ERP user groups

- Successfully demonstrated ERP application in Mexico City to Spanish speaking C level management

Industrial Dynamics (\$50M manufacturer of imaging equipment in the beverage industry) **1993 – 1998**
PROGRAMMING MANAGER (1997 - 1998)

Business Focus: Project management including in-house and contractual programmer activities enabling the company to respond to business changes by immediately implementing technological solutions using source modifications or report writing / tools Kits.

- Led IT development and support effort to move company from Traditional to Lean Manufacturing
- Developed methodologies to reduce programming development time and costs by > 10%.

SENIOR BUSINESS ANALYST (1993 - 1997)

- Successfully resolved business and software issues for Beta site for UNIX based ERP system
- Significantly improved relations between user base and I.T. department
- Interpreted business requirements and controlled customized modifications
- Presented seminars at software manufacturer's annual conferences
- Developed specifications for company compliance to ISO 9000 requirements, resulting in ISO certification

Santa Fe Drilling – (Now Global Santa Fe) \$3.8B Worldwide Oil Drilling Contractor 1983 - 1993
MANAGER, INFORMATION SYSTEMS SUPPORT (1983 - 1993)

- Project Manager for the implementation and support of ERP and Financial Systems worldwide
- Participated in Kuwait Recovery process by replacing systems lost in the military occupation
- Led multi-national staff implementing and supporting application systems on six continents including offshore platforms
- Invited by Hewlett Packard to give seminar at annual Expo on implementing systems in hostile/difficult environments

BUSINESS SYSTEMS CONSULTANT (1982 - 1983)

- In Materials Management and Financial team that developed a customized solution used worldwide and saving the company an estimated \$2 million annually
- Presented cost justifications (ROI etc.) for proposed applications
- Led project team that designed a customized payroll system for the Venezuelan Spanish-speaking community reducing payroll costs by \$50,000 annually

Other experience:

Cost Accounting manager for Johnson and Johnson. Field Accountant for Santa Fe Drilling.

ADJUNCT PROFESSOR University of Phoenix **(1990 – 2007)**

Finance, Accounting and Operations Management courses at graduate and undergraduate levels.

APICS INSTRUCTOR (San Gabriel Valley Chapter of APICS) **(2003 – present)**

All courses contained within the CPIM and CSCP body of knowledge

LANGUAGES:

Working knowledge of Spanish in an office environment.