

OVERVIEW

Experienced execution, design and delivery expert with background in operations, supply-chain/logistics and custom analytical solutions. Mr. Kilby is an executive with proven capabilities for designing, developing and delivering corporate-wide strategies and solutions for efficient global manufacturing and distribution. Guaranteed attainment of operational, financial and sales goals and objectives by leveraging over 15 years experience in large-scale implementations, projects, and operations in large, multi-divisional, and international companies.

Mr. Kilby is uniquely qualified to evaluate a multinational corporation and envision and deliver solutions for new product concepts, sales channels and categories that drive strategic changes and ensure continuous competitive advantage. Experience with forging partnerships with internal executives, key customers, external vendors and 3rd party developers to validate and implement strategic solutions that support unilateral goals and initiatives. Ability to develop, monitor and manage the initiative costs, budgets and P&L to maximize profit, and monitor financial results, sales and activity reports and other performance data to measure goal achievement.

Always seeking executive and strategic project opportunities to deliver excellence in areas of lean operations, supply chain, cost reduction, product management or program management.

KEY ACCOMPLISHMENTS

- Partnerships and alliances with consulting, staffing and technology leaders including Capgemini, Microsoft, Perot Systems, Cerberus, i2 Technologies
- Microsoft sole Active RFID Microsoft Technology Adoption Partner (TAP) for BizTalk RFID R2 and SharePoint
- Strategic Operational Assessment (SOA) definitive methodology with ROI validation and ASAP actionables
- Turn-around and delivery of at-risk implementations from Big 5 and off-shore consulting companies
- Launched premier web-based retail business and hands-on installation and admin experience with Joomla CMS, X-Cart Gold, WordPress, Dreamweaver, MySQL, SqlServer, Paint Shop Pro, Animation Shop
- Demonstrated Forecasting, Demand Management, statistical modeling, CPFR and S&OP leadership
- Transportation and Logistics execution expertise with multiple 3PL, Carrier and CPG Logistics and i2 implementations supporting >\$1 billion in annual transportation spend
- Custom development of multiple supply chain, integration, RFID and collaboration solutions including needs assessment, requirements, project planning, resourcing/staffing, and managed development through delivery

EXPERIENCE DETAILED**9/2001 – Current, eChain Technology, Atlanta GA****Managing Partner**

eChain Technology delivers business strategy and technology solutions that significantly improve performance and maximize returns on technology investments. Project experience with eChain Technology includes:

- **2007-2009, Kimberly-Clark Corporation** Participant in SAP R/3 and i2 TM (6.2.3) implementation engagement from design through go-live. Provided design/blueprint guidance for seamless and robust logistics integration to SAP. Led functional and technical design sessions capturing requirements, business/use case diagramming using UML, flow charts and swim lanes. Designed and developed KC enhanced Track and Trace solutions, actionable EDI (204, 990, 214), web portal visibility and update capability for carriers, and integrated carrier performance management and reporting solution. Certified and rolled out new KC EDI structures to over 50 carriers as part of go-live OTC total solution offering. The total Kimberly Clark OTC solution uses SAP R/3, BW, i2 TM 6.2.3, i2 TP, i2 ABPP, Xi/Pi, EDI 204, 214, 990 and dynamic integrations to multiple legacy systems.
- **2009, Blue Bird, North American Bus Industries (NABI)** Supply Chain and Operational performance assessment and operations improvement initiative. Identified several areas of inventory improvement and procurement cost reduction for both BB and NABI. Analyzed all business areas, prioritized the immediate and profitable opportunities, and drive initiatives that improved stock/service levels for core SKU's, reduced

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inventory for slow-moving items, and improved inventory and planning policies in LN ERP and Baan 5. Developed service parts pricelist for 2009-2010. Presented several strategic initiatives that will quickly and significantly improve profitability. Net result is 20% increase in service levels and a 30% decrease in inventory.

- **2007-2008, ChemFree Corporation** Performed ERP needs assessment and product recommendation resulting in client purchasing Microsoft Dynamics Axapta. Subsequently engaged as Engagement Manager and PM supporting the implementation. Acting engagement manager on client behalf providing planning, risk mitigation, data conversion and driving AX customization development.
- **2006 – 2007, Capgemini** Provide ongoing and on-demand sales, pursuit and solution design support for i2 and supply-chain solution and staffing opportunities. Supported i2 TMS implementation (Visibility and Freight Audit-Pay) pursuits for GM account, i2 TMS global inbound logistics for Target, TMS capability review and tactical support for Michaels Stores, and CPFR pursuit for AutoZone pursuits.
- **2006-2007, SYMX Technologies** Partnered SYMX with Microsoft as the sole Active RFID technology adoption partner (TAP) for BizTalk RFID R2. Led needs assessment (BNA) for solution requirements, selected implementation partner, and drove development of “ATLAS” Healthcare Asset Management solution using active RFID/IR, BizTalk, SharePoint, SQL Server and EDGE Server technology.
- **2006, RF Code** Directed product management and aligned engineering and manufacturing capabilities for leading Active RFID manufacturer RF Code. Supported manufacturing approaches to reduced product cost and increased capacity and quality for the 303 MHz and 433 MHz active RFID product lines. Supported partnering initiatives, sales, training and certification activities to grow global adoption of Active RFID.
- **2006 Global Motorsport Group** Performed Strategic Operational Assessment (SOA) for Perot Systems and Blackstone customer, Global Motorsport. The SOA successfully uncovered the root cause and provided specific recommendations for the correction of key operational challenges. Involved review of JD Edwards capabilities and configuration, forecast model selection, accuracy targets and inventory policy. Execution on key recommendations would result in significant operational improvement in 6 months.
- **2006, Schneider Logistics** Subject Matter Expert support for global logistics capabilities and solution fit of i2 TM/TO 6.2.1 proof of concept. Included deep dive on i2 TM version 6.2 capabilities and fit to Schneider business needs and i2 implementation challenges on IBM Web Sphere, and DB2 environment using BI Adapters, MQ Series, CIS compatibility and J2EE.
- **2005-2006, Tectura** Engagement management and turn-around support for multiple at-risk Microsoft Axapta ERP implementations for Tectura, Microsoft’s leading MBS partner. Provided organization guidance, development, restructuring and hands-on account management to ensure proper support for three prominently challenged project engagements implementing a vertical Axapta ERP solution. Successfully delivered client acceptance on these three at-risk ERP implementations in less than 4 months. This engagement involved achieving level of familiarity and use in Microsoft Axapta, X++, Navision and SharePoint, and guiding shared project resources.
- **2004-2005, UPS-Supply Chain Solutions** Enterprise Architect and implementation support for 4PL Logistics offering supporting multiple customer implementations and migrations from early i2 TMS platforms (4.2, 5.0 and 5.2) to current baseline of i2 6.1.2 TM/TO supporting over \$1 billion in annual transportation spend. Adopted extensive use of group’s Rational Unified Process (RUP) and UML to capture and document requirements, capabilities, rules and architecture. This engagement leveraged my skills with the Microsoft Office Suite, MS Project, Visio, Access, XML, SAP iDoc, and flat file integrations. All projects utilized a rigid and full software development life cycle (SDLC) approach with formalized risk mitigation and periodic reviews. Provided hands-on support for solution design, integration, configuration, testing, QA and go-live support. Performed data mapping for transportation operations from SAP (iDoc) and EDI to TMS XML specifications including EDI 204, EDI 214, and EDI 990 mapping. Evaluated TM/TO 6.1.2 for North America migration including thorough baseline and new functionality testing. Recommended key features to adopt and/or drop for baseline solution. Assisted in Test/QA role in EMEA customer go-live using hosted (ASP 3PL) TM/TO v 5.2. Identified and guided infrastructure and operational enhancements to continuously improve baseline TMS offering and streamline new implementations. UPS-SCS solution architecture included multiple clustered

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servers, redundant failover, and a custom integration layer developed in Java, VB, and C++ integrating the TMS solution and API's with external and internal customer ERP systems and financial systems.

- **2003-2004, Philips Semiconductor** Troubled/Challenged account turnaround and architect for supplier collaboration solution engagement for Philips semiconductor. The engagement included design and engagement management for a distributed advanced allocation pegging algorithm upgrade (functional specification) for an existing web-based supply collaboration solution. The engagement was based in Eindhoven, NL, and at the vendor site, Vizional Technologies in California. Was able to save the Phase 1 go-live, and salvage next phase upgrade following the departure of the entire project team.
- **2003-2004, FedEx** Solution design and development for FedEx strategic marketing advanced analytics application. Led design, development and delivery of a web-based Market Research advanced analytics application. This engagement involved managing a 3rd party development team building to my specifications and assuring final acceptance by the customer. The solution incorporated SPSS into a custom, secured intranet web-based ASP infrastructure for indexed and ranked market research, surveys and globally-culled strategic marketing content into a SQL Server Relational database incorporating a matrix security schema to secure content. The solution incorporated an EIS front-end dashboard for ad-hoc reporting.
- **2002, Clorox** Demand Planning/forecasting support for Clorox i2 Demand Planning system performance enhancement engagement. Engagement supported Demand Planning (i2 DP 5.1) forecast and schema optimization, model tuning and required Unix scripting and support. Additionally developed S&OP process, reports and documentation for Clorox, and developed an integrated Demand Forecasting reporting application and decision support system in Access VBA.

9/2000 – 9/2001 , World Commerce Online (WCO), Orlando FL
Director eChain Solutions

WCO was an i2 portal marketplace provider for high-velocity perishables and CPG providing collaborative solutions powered by a hosted stack of i2 Technology applications (DP, TM, TO, SCP, Load Configurator), coupled with internally developed warehouse inventory replenishment, safety stock and collaboration. As Director of Supply Chain Solutions, crafted requirements for collaborative solutions, hand-selected and hired the development teams, designed and managed solution development and product support and managed a 25 person P&L. Additionally was tasked with managing core development, client deliverables and demonstrating and selling multi-million dollar solutions in US and in Europe to companies like GE GXS, Enable CPG, FedEx, Ryder Logistics, Ahold, and Acosta. The final solution was a world-class Collaborative Planning, Forecasting and Replenishment (CPFR) solution that incorporated inbound and outbound logistics and recursive modeling on a open-market bidding platform for purchasing optimization. Provided sales support for a \$15 million sales pipeline, and assisted in closing \$2 million in sales. The solution was build on a custom middleware platform (WebMethod predecessor) developed in Java/JSP with XML and SOAP adapter technology on an Oracle Database. Developed an i2 supply-chain practice to support multiple hosted i2 applications integrated onto the WCO messaging platform and managed the group P&L, recruiting, hiring functional, technical, DB, and middleware solution experts. Utilized extreme programming (XP) approach to quickly deliver solutions. Implemented 3 integrated i2 DP forecasting engines to forecast consolidated demands across multiple portal customers.

9/1998 - 9/2000, AnswerThink Consulting, Atlanta GA
Supply Chain Implementation SME, Project Manager, Sr. Consultant

Sr. Consultant and Project Manager specializing in Supply Chain and i2 application implementation consulting. Provided forecasting, solution integration and supply chain expertise, lead generation and sales support to multiple AnswerThink customer projects and engagements.

- **World Commerce Online** developed the first hosted portal-based forecasting solution for WCO using i2 DP connected to client's perishable customer portal applications. These solutions allowed all participants in the portal to have their supply and demands statistically forecasted and "matched" for upcoming product shortages, overages, or futures pricing or alternative sourcing opportunities.
- **Texas Instruments** Developed custom forecast application using MS Access and VB. For approximately six months, ran all TI demand planning activities using a custom developed forecasting application while preparing TI for a transition to Oracle Demand Forecasting application. The project included several metrics

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reports, database updates, demand smoothing for production feeds, and calculated safety stock values. Supported Oracle ERP global implementation project for TI Europe. Participated in project supporting demand forecasting and integration into Oracle. Participated in CRP's, providing forecast data feeds and expert guidance and advice on use and capabilities.

- **Texas Instruments** Supply Chain Assessment (SOA) engagement identifying greater than \$10mm opportunity. Supported interviews, financial analysis, operational analysis, and forecasting statistical analysis. Developed and utilized tools that quantified specific savings with different operational focuses based on APICS calculations to guide recommendations of specific approaches for optimal operations.
- **Clarks Shoes** Implementation support for i2 DP schema design & master data hierarchy development.

4/1994 - 9/1998, The Coca-Cola Company, Atlanta GA

Sr. Demand Forecast Analyst

Initially engaged as independent consultant to develop and deploy a warehouse inventory management application for the Non-Carbonated Beverages (NCB) Division. This application was Paradox-windows DB application that supported warehouse inventory synchronization across multiple systems, DC's and manufacturing locations, and contained custom algorithms for loading and cleansing data from multiple sources, collapsing and flagging data for exception analysis. This application replaced 15 auditors, was used to automate the integrations. Following the warehouse project completion joined Coca-Cola as full-time employee at Coke NCB Forecasting.

Developed a custom historic demand-based forecasting application in Microsoft Access as an interim solution while searching for a suitable Tier 1 forecasting application. Selected and led Logility SCP demand planning implementation resulting in more than \$20 million in recognized operational savings in the first year. Acting as super-user SME, assisted in software selection, initial configuration, model tuning, hiring and training of forecast analysts. Designed Sales & Operations Planning (S&OP) process and reporting solution in MS Access and Oracle for the entire NCB Division. Provided internal consulting support to Minute Maid division supporting Logility SCP solution design and implementation. Assisted in infrastructure design and Oracle schema setup (DW) for Logility and reporting (BI), user training, metrics development, and decision support reporting application development in MS Access and Crystal Reports.

8/1993 - 4/1994, Advanced Data Solutions, Atlanta GA

Business Systems Administrator

HealthCare 3rd-Party Claims Administrator. Developed and implemented massive database and claims reporting application using Paradox while acting as Unix system administrator for claims processing applications. Provided trend analysis, exception reporting, annual pricing recommendations, and contract rates for TPA customers.

1/1992 - 8/1993, Millennium Healthcare, Duluth GA

Business/Systems Analyst

Defined requirements and factoring algorithms, and assisted in development of Mainframe/PC solution for electronically capturing, submitting, synchronizing, validating and paying distributed healthcare claims.

EDUCATION

8/1991

London School of Economics, UK-England-London

Earned credits towards MS-Finance in International program sponsored by Georgia University System

6/1991

Georgia State University, US-GA-Atlanta

Bachelor's Degree

Major: B.B.A. International Finance, Minor: Decision Science

AFFILIATIONS & PARTNERSHIPS

Lean Six Sigma Champion, NRCC Business Advisory Council Chairman, APICS, Microsoft, Institute of Business Forecasting (IBF), Institute International Research (IIR), i2 Technologies, Dunn & Bradstreet(D&B), SCMP, PRO-Net and DOD's Central Contractor Registration (CCR), Capgemini vendor, Cerberus, Tier1Performance.