

## Grant Lock

### Supply Chain Area Expertise:

- Supply Chain Management
- Global Supply Chain Practitioner

### Technology & Infrastructure:

- Business Process Redesign/Reengineering
- Systems Methodologies
- Information Technology Systems

### Sample Client Base:

- Campbell's Soup
- Kellogg's
- Unilever
- Johnson and Johnson
- Avnet
- US Air Force
- Sears
- Defense Logistics Agency
- Kroger
- HEB
- Lexmark
- Sikorsky
- USAF

### Education:

- M.S. in Information Technology
- B.S in Biology and Educations
- Higher National Diploma in Biology DeMontfort University

### Summary:

Grant Lock is Vice President of MEB Consulting LLC since September 2002. An international supply chain professional with 17 years global experience in multiple industry verticals. Grant currently has projects in both the commercial and the government sector.

Grant has worked with many top 100 companies including Campbell's Soup, Kellogg's, Unilever, Johnson and Johnson, Avnet, Defense Logistics Agency, US Air Force, Sears, Kroger, and HEB. His experience includes: utilizing core capabilities of world wide manufacturing and distribution supply chain management, sales management, project and program management, and a strong ability to co-ordinate and communicate across all levels of an organization to achieve objectives.

### Professional Background:

Grant holds a Masters of Science Degree in Information Technology, a Bachelor of Science Degree in Biology and Educations and a Higher National Diploma in Biology all from DeMontfort University in England.

Grant has been a regular speaker at numerous industry forums including CLM, CLM Executive track, NATO Defense seminars in Brussels, APICS.



## Relevant Experience:

Mr. Lock's accomplishments include:

- Leading the implementation and business process reengineering for a \$2.5 Billion distributor of adult beverages, including the change management required for the planning, the extended marketing, field sales and executive teams to ensure a successful transformation for this company.
- As team lead within the DLA CRM program for strategy phase of the program defined the components for phase 2 to enable DLA to better serve their customers.
- Participated in release 1 training of DLA planners in Philadelphia and Columbus.
- As part of Manugistics senior management team, setup the infrastructure, sales team and pipeline for the new government vertical. In 12 months created a brand awareness of Manugistics that generated the two largest sales in corporate history worth over \$40 million, and a pipeline of over \$100 million.
- Part of a four person team that restructured Manugistics after the company had failed to hit financial targets pre Y2K. As part of the restructuring the company focused on returning to profitability while looking for a new CEO. Since then company had, until recent economic conditions, seven successive quarters of growth.
- As Vice President for CPG at Manugistics Grant was responsible for managing the sales and implementation teams driving successful implementations for clients. Grant oversaw the strategy of the accounts and was the executive that created the thought leadership relationships with client executives. As the executive responsible for the success of the client, Grant consulted with the client on supply chain strategy and execution with advanced planning and scheduling tools drawing on his experience as a global supply chain practitioner.
- As a Project Manager Grant was responsible for the selection, purchase and implementation of supply chain software tools for the company. Grant eventually ran the procurement and supply chain group for a \$1 Billion electronics distributor. The projects scope was for pan European implementation of best practices for catalogue retailer and distributor of electronic and electrical goods. Manugistics was the tool selected. Implementation eventually halved the company's inventory while maintaining service levels of 99.6% line fill and 96% order fill for 11,000 orders per day.