



Mark Brown

Supply Chain Area Expertise:

- Supply Chain Planning
- Strategic Sourcing
- Inventory Management
- Distribution Logistics
- Purchasing and Contracts Management

Technology & Infrastructure:

- COTS Package Implementations
- Business Process Redesign/Reengineering
- Systems Methodologies
- Information Technology Systems
- MS Office Applications (Word, Excel, Powerpoint, Access, Project, Visio)

Sample Client Base:

- HJ Heinz
- L'oreal
- Kennametal
- Defense Logistics Agency
- PP&L
- Pepsi
- Coca-Cola
- Schwan's Sales Enterprises
- Lockheed Martin
- LG Electronics
- Quantum
- Lexmark
- Sikorsky
- USAF

Relevant Experience:

- Managing the contributions of the MEBC Delivery Team that is responsible for 17% of the project efforts supporting the DLA's Distribution Planning Management System (DPMS) Program. Mr. Brown's personal contributions throughout the life of the program have involved requirements development, program planning, and business readiness. He is currently serving as the Programs Senior Systems Integrator Management Advisor.

Summary:

Mr. Brown is a Managing Principal of MEB Consulting LLC, a professional services firm with an emphasis on Supply Chain and Customer Relationship Management Solutions. MEB Consulting is chartered to assist clients in developing strategies and creating solutions designed to improve an organization's Supply Chain performance. Mark has over 20 years of experience in COTS Package Implementations, Business Strategy, Business Process Redesign/Reengineering, Physical Distribution, Purchasing, eCommerce, Project Management, and Information Technology Systems Methodologies. Prior to creating MEB Consulting LLC, he was employed in management positions at Manugistics Inc, KPMG Consulting, General Public Utilities, Izod/Lacoste, and Bachman Foods.

Mr. Brown has extensive experience assisting fortune 500 and government clients such as: HJ Heinz, L'Oreal, Kennametal, Defense Logistics Agency, PP&L, Pepsi, Coca-Cola, Schwan's Sales Enterprises, LG Electronics, Quantum, Lexmark, Sikorsky, Lockheed Martin, and the USAF. While at KPMG, Mark was responsible for the supply chain technologies practice. Throughout his career he has managed and consulted in a broad range of supply chain focus areas. These focus areas include: supply chain planning, strategic sourcing, purchasing and contracts management, inventory management and distribution logistics.

Education:

- 1982 B.S., Business Administration, Kutztown University
- 1986 MBA, Operations, Saint Joseph's University



- Managing Principal of MEBC's delivery team for DLA's BSM Program with IV&V services. In this role Mr. Brown is responsible for interface with the BearingPoint, Accenture and DLA Program Managers and coordinating the activities for the IV&V teams Planning functions. The Program has been underway since 1999. During Mr. Brown's tenure on the program he has personally provided the Accenture and DLA Solution Delivery Teams with focus analysis in areas such as: Manugistics Best Practices, Procurement Solution software application strategy, and Planning Solutions Alternative Analysis
- For a global specialty metal manufacturer led a 7 person project team in the successful results driven re-implementation of the Manugistics Supply Chain Planning software suite. Achievements realized were significant inventory and customer service level improvements. Products utilized were DPEE, Base Demand, Supply and CPP. Process and organizational transformation were specific project focus areas along with the reconfiguration of supporting Manugistics tools and integration with the SAP ERP environment.
- For a \$6B electric Utility led the selection and implementation replacement project for existing legacy Materials Management and Accounts Payable transaction systems. Program took 3 years and the GPU Project Team, partnered with Electronic Data Systems (EDS) consisted of 60(+) professionals. The team successfully achieved its goals within 18 months and resold the developed system to other Utilities in a joint venture with EDS.
- Provided support to Manugistics Clients and Prospects in defining Solution Architecture, Value Propositions, and Supply Chain Assessments. Representative clients included: the Defense Logistics Agency, Boeing A&M, Sikorsky, Lockheed Martin, and USDA (Forest Service).
- For an international fortune 500 manufacturer led the efforts of 8+ KPMG resources in the world-wide implementation of Manugistics Supply Chain Planning Software.
- For a multi-billion dollar's US Owned Distribution Company led a 6 person team in evaluating the effectiveness of the organizations 3PL network. Evaluation led to subsequent significant savings being realized.
- For a multi-Billion dollar Department of Defense Agency managed the contribution and solutions development of KPMG's 15+ practionaire delivery team. Serving as this agencies technology transition partner, KPMG assisted the agency in the selection and identification of the software application portfolio that will serve to replace existing legacy systems and provide mission capabilities to meet the agencies future state vision. Solution components consisted of SAP and Manugistics software. Program delivery consisted of the following key phases: requirements definition, scripted vendor demonstration, planning and scoping, portfolio assembly and systems integrator selection.
- Chief Architect of KPMG's Collaborative Planning Solutions model. This model represents KPMG's go to market strategy and approach to helping clients improve their process and technology infrastructure to enable successful on-boarding with B2B digital market places.



- For a major soft drink manufacturer implementing Oracle Gemms and Manugistics, managed development of process design, testing of process/systems integrations and development and delivery of user training. The implementation included the following Manu modules: Supply Planning, Constrained Product Planning and Finite Capacity Scheduling. Additionally, Mr. Brown has provided the client with assistance in developing a Manugistics implementation strategy for the US and Canada.
- Implemented a Collaborative Planning solution for a \$4 billion CPG company. Solution included successful piloting with a key trading partner and included significant increases in the piloted categories revenue and on-shelf availability. For a \$3 billion US based Division of a \$14 Billion International CPG Company managed all aspects of a Demand Management improvement program. Program included implementation of Logility Demand Management Software and the start-up of a Sales & Operations Planning Process (S&OP).
- For a \$5 billion international manufacturer and distributor; managed an Advanced Planning Systems selection project. Products evaluated were i2, Manugistics and LPA/Paragon. Major activities included: RFP development; demonstration script development; design and management of product demonstration sessions and detailed product GAP analysis. Client selected i2. For a \$6 billion Utility led a strategic sourcing initiative that reduced the supplier base by over 50% and developed strategic alliance program for the utilities key suppliers. Program was completed in 18 months and the estimated savings associated with the initiative were estimated to be over \$30M annually.
- For an international consumer electronics manufacturer, project managed a Manugistics-enabled process redesign. Manugistics tools included Demand Planning (Base and EE) and Supply Planning Modules. Redesign effort was completed in 8 weeks and involved the organizations international operations. Conducted an Advanced Planning Systems Diagnostic review for a \$3 billion food manufacturer. Work included assessment of functionality and process support fit of SAP VS Manugistics. Client selected Manugistics solutions.
- For a \$4 billion Fortune 500 organization, managed the redesign and implementation of the supply chain management process, and the selection of supporting software. Manugistics Demand Planning and Distribution Planning Modules were used. The technical architecture supporting the installation included the Risk 6000 UNIX client server platform integrated with an MVS DB2 legacy system. As part of this project a workflow component several EDI transaction sets were implemented.
- For a major food client, developed a strategy for modeling safety stocks utilizing the functionality and capabilities of the Manugistics suite of software. This effort included capitalizing on the existing information in Manugistics and developing a visual basic front end for safety stock modeling.
- With a colleague, one of the Chief Architects of KPMG's Package Integration/EDI Service Delivery Methodology. This methodology focuses on the integration of EDI with Enterprise Packages such as SAP and Oracle. This knowledge repository is deployed on KPMG's Intranet and leverages experiences gained during actual Enterprise Package /EDI implementations.
- For a major apparel distributor, restructured and lead the staffing efforts of a supply chain organization responsible for order processing, inventory control, production scheduling and operations planning. Project impacted over 500 employees, involved closing 5 divisional facilities, and was accomplished in 8 months saving in excess of \$5 million.



- Managed the design, development and implementation of an integrated Logistics system which supports major electric utilities 120 warehousing locations, \$200 million of inventory and over 1500 users. Project was jointly developed with EDS and GPU Applications Development staff and the development team consisted of 35+ employees and contractors.
- Conducted an Electronic Commerce focused reengineering study for a \$6 Billion Banking Services firm. Project focus was on the end to end procurement process and incorporated Electronic Commerce technologies such as Intranets, Extranets, Workflow and EDI. When ultimately implemented by the Client the project is estimated to save in excess of \$4 million annually.
- Facilitated the organizational redesign of the Materials & Services Division for a \$4 billion electric utility. process was completed within 3 months and involved the reassignment of over 200 employees.
- Managed the design, development and implementation of invoice and payment processing EDI transaction sets for a \$6 Billion Banking Services firm. Specific EDI transaction sets implemented included X12.110, X12.810, X12.820 and X12.824. Project scope required integration with Walker Financials and the use of Sterling Gentrans Mapping software.
- For an \$8 billion Electric and Gas Utility performed a solution search for a Meter Records Management System which would; integrate with the current Customer Information System Project, and provide for advanced metering automation capability that will be required with eventual deregulation. Search included screening over 41 software vendors, and the development and management of a Response For Information (RFI) screening process.

Professional Background:

Mr. Brown is a graduate of Kutztown University with a B.S. in Business Administration, and received his MBA in Operations from Saint Joseph's University.

Mr. Brown's more recent continuing education and training includes:

- KPMG's/Digital Think e-commerce Certification
- Syncra CT – Collaborative Planning tool
- Certified in DPEE, Demand, Collaborate and Fulfillment via Manugistics Partner Academy
- Attended Logility Product Implementation Training
- SAP Basics, MM, PP and SAP/ALE (Application Link Enabling)
- KPMG's Electronic Commerce Business School
- Certification as a Team Power Facilitator in ODI's Process Improvement Methodology
- Attended Hammer & Companies - Reengineering: The Implementation Perspective