

James D. Reeds
M.S., CFPIM, CIRM, C.P.M. CPCM
2020 Delaware Street
Berkeley, California 94709
Cell: (510) 229-0846
jaydr@mindspring.com
<http://www.reedsresearch.com>

Profile

I am the President for The Institute for Supply Management, Silicon Valley, Inc for 2006-2008.

I have worked with the Program Office, Global Strategic Sourcing, for AT&T, specifically involved in Procurement-related integration initiatives in the 2006-2007 merger between AT&T, BellSouth and Cingular Wireless. Specifically, I designed and delivered Global Sourcing / cross-functional team training to 450+ AT&T Contract Management professionals.

I am the Director of Student Chapter Development and the Donald W. Fogarty International Student Paper Competition for APICS Region 10. I am also the APICS Region 10 Webmaster.

As the **Project Director** for the Supply Chain Management Institute, I have been instrumental in guiding corporate supply chain organizations in work-centered process improvement projects, with a documented total cost savings of over \$ 69.MM in the first year. The resultant 5-year projected corporate cost savings for teams from such firms as Raytheon, Agilent, Shell Oil, Southern California Edison, and Boeing is an estimated \$139.MM.

I have seasoned experience as a **consultant**, specializing in Project and Program Management, Strategic Sourcing, World Class Supply Management, Contract Management, Lean Manufacturing, Logistics, Operations Management, and Supply Chain Management. I have consulted with firms in North and South America, Europe, Russia, South Africa, China, South Asia, Southeast Asia, Australia and New Zealand. I have consulted with the International Trade Commission-World Trade Organization (ITC-WTO), in Geneva, Switzerland, in the development of a Modular Training Programme in Procurement for Developing Nations. I am a Deming Master, and have helped many organizations in process improvement projects. I have taught programs in Just-in-Time manufacturing and the Lean/Toyota Production System.

I was Responsible for ERP System specification, source selection, and implementation as well as manufacturing education of plant work forces in multiple US plant locations. I have served in supply management leadership roles, as well as a Cross-functional Project Manager, responsible for purchasing for five manufacturing sites in North America.

Industry and Academic Experience

Consultant. Program Office, Global Strategic Sourcing, AT&T. Specifically involved in Procurement-related integration initiatives in the merger between AT&T, BellSouth and Cingular Wireless. Responsible for development and delivery of training program for AT&T Senior Contract Managers, in a cross-functional and cross-enterprise self-directed work teams. (2006-2007).

President, Learning Solutions International. 1987 - present. I offer consultation engagements with global and domestic business enterprises. My consultancy focuses upon the application of Supply Chain process optimization and the transformation of enterprise supplier relationships through the application of Lean manufacturing techniques in the Extended Enterprise and performance measures based upon World Class Supply Management.

Project Director, Supply Chain Management Institute. University of San Diego, San Diego, California. Involved in educational course design and delivery research for USD's Supply Chain Management Distance Learning Programs. I also mentored corporate-sponsored teams of adult learners in the delivery of process reengineering and cost reduction projects.

Purchasing Manager and Manufacturing Systems Project Implementation Leader, USI Lighting, Inc., San Leandro, California.

Purchasing Manager, Liebert Programmed Power Division. Sunnyvale, California.

Procurement and Pricing Manager, Systron Donner Inertial Division, Concord, California. I was responsible for all material pricing/cost analyses, under Federal Acquisition Regulations (FAR) and NASA Specifications.

Purchasing Manager, Badger Meter Telecommunications, Inc., Richmond, California.

Senior Buyer and Engineering Project Manager, Pitney Bowes, Dictaphone Division, Bridgeport, Connecticut and Melbourne, Florida. I was responsible for all division electronics component

and system sourcing and purchasing. I was also a member of the plant relocation team for a new manufacturing plant in Florida.

Adjunct Professor, San Jose State University, San Jose, California. 1995 – present. I deliver a course on Logistics Management for San Jose State's Professional Development program in Supply Management.

Adjunct Professor, University of San Diego, San Diego, California. Involved in educational course design and delivery research for USD's Supply Chain Management Distance Learning Programs. (2000-2005).

Education

M.S. in Procurement and Contract Management, Saint Mary's College

B.A. in Political Science University of Bridgeport, Bridgeport, Connecticut 1969. Concentration in both Soviet and Southeast Asian Affairs

C.P.M. Lifetime Certified Purchasing Manager (ISM- The Institute for Supply Management).

CPCM Certified Professional Contracts Manager (NCMA - National Contract Management Association).

CFPIM Certified Fellow in Production and Inventory Management [American Production and Inventory Control Society]

CIRM Certified In Integrated Resource Management [American Production and Inventory Control Society].

Research Associate Henley Management College, Henley-on-Thames, Oxfordshire, England. DBA Programme.

Some Corporate Clients Include:

Abu Dhabi National Oil Company
Agilent
Apple Computer
AT&T
Australasian Production and Inventory Control Society (Sydney, Australia)
Bank One
British Petroleum
Dade MicroScan
Flextronics
Gateway, Inc.

Goodfellow Brothers. Inc. Construction
Hewlett Packard
International Billing Services
Jamaican Institute of Management
L3 Communications
Matson Navigation Company, Inc.
North American Interconnect
Pacific Bell/SBC
Raytheon
Shanghai Crystal Management Consultants
Shell Oil
Shanghai Regional Vocational Training Directorate
Singapore Institute of Purchasing and Materials Management
Southern California Edison
USI Lighting - Hansen Trust PLC
Varian Associates
Veriflo Corporation
Vision Service Plan
Zytec

Professional Affiliations and Initiatives:

I am the President for The Institute for Supply Management, Silicon Valley, Inc for 2006-2008.

I am the Director of Student Chapter Development and the Donald W. Fogarty International Student Paper Competition for APICS (The American Production and Inventory Control Society) Region 10. (APICS Region covers all of the Pacific Northwest as well as Northern California, Northern Nevada, Alaska and Hawaii). I also serve as the APICS Region 10 Webmaster.

I am a national presenter for the National Contract Management Association (NCMA), "Project Management for Contract Managers" and "Performance-Based Acquisition."

I have developed practitioner-based courseware tailored to customer needs, most recently: "Project Management for the Supply Management Professional," and "Logistics and Supply Chain Management."

Other Affiliations and Accomplishments:

I have been active with the American Production and Inventory Control Society (APICS) for the past twenty-six years. I have taught all APICS Certification courses and numerous workshops. I have served as the APICS Region 10 Director of Education. I have served as a team member of the CIRM (Certified in Integrated Resource Management) Program for APICS. I am a member of the APICS New South Wales Chapter in Parramatta, Australia. I am presently the Education Ambassador for APICS Region 10 in the United States.

I have presented technical papers at the International Congresses of the following professional societies: ISM, APICS, the National Contract Management Association, the Society of Logistics Engineers, The European World Congress on Production and Manufacturing, The South African Production and Inventory Control Society, the Singapore Institute of Materials Management, the Australian Production and Inventory Control Society, and the New Zealand Production and Inventory Control Society.

I have served on the Certification and Curricular Test Committee for the APICS CIRM (Certified in Integrated Resource Management) module: Identifying and Creating Demand) (1997-1999). I was a member of the development team for the APICS Fundamentals of Materials and Operations Management.

I was the Book Review editor for the monthly magazine, ***APICS—The Performance Advantage*** (1991-1995).

I served as a delegate on the 1990 ISM Procurement and Materials Management Delegation to the Soviet Union. In 1992, I lead a manufacturing education study mission to the Ukraine and the Russian Federation.

I have hosted delegations of Australian and New Zealand manufacturers to various manufacturing firms in Northern California.

I have mentored numerous Raytheon Company Project Teams as a Project Director, and helped present papers at the 2004 and 2005 World Congresses of the National Contract Management Association as well as an Article on “Raytheon Six Sigma With Suppliers” in the Summer 2004 issue of ***Contract Management Journal***.