**J. Gregory “Greg” Smith**

Annapolis, MD/ Boston Ma

Phone: 202 255-1440

[www.jgsmith.com](http://www.jgsmith.com)

[gsmith@jgsmith.com](mailto:gsmith@jgsmith.com)

[twitter.com/JGregorySmith1](https://twitter.com/JGregorySmith1)

http://www.linkedin.com/in/jgregorysmith

**MAJOR ACCOMPLISHMENTS:**

Digital Supply Chain Subject Matter Expert with demonstrated expertise in Directing/Participating in Engagements for National/International clients to include: Mapping/Directing/Streamlining of Life Cycle Supply Chain Processes that include: Demand Management, Production Planning, Inventory Management/Accuracy, S&OP, Bill and Material (BOM) Procurement/Availability of Inventory (Raw Materials, Containers, Packaging ) Manufacturing Scheduling / Planning Digital Supply Chain Mapping/Transformation/Strategy (AI, IOT, ML,Robotics, Blockchain) Supply Chain/Technology Optimization/Road Map, ERP / Supply Chain Vendor Selection/Strategy (SAP S/4 Hana, Oracle, Infor, Workday), SWOT analysis, Good Manufacturing Practices, Hazard Analysis and critical Control Points, Track and Trace, Cloud Migration (AWS, Azure, IBM, Google), Program Management Office (Project Rescue, Portfolio Management, Agile/Scalable Architecture). Operational Performance Optimization/Profit Improvement, Program Management (SCRUM, Agile). Supply Strategy Council (SSC) framework analytics.

**Digital SCM, LLC**

[**http://www.digital-scm.com**](http://www.digital-scm.com)

***Practice Principal Supply Chain Consulting***

**2019 to Present**

Provide/Deliver complex Supply Chain Management Consulting Engagements to clients from Industry Verticals that include:  National/International Manufacturing, Pharmaceuticals, Life Sciences, Bio-Technology, Medical Device, Consumer Package Goods, Retail, Transportation, Selective engagements include:

Retained by a Global Strategy Consultancy to assist in the Development / Blue Printing/ Architecting of the firm’s Digital Supply Chain Procurement Transformation Practice Offering. Acted as the Firms Subject Matter Expert on Digital Engagement Proposals and Client Deliverables.

Engaged by a Private Equity client to provide M&A: Pre acquisition target identification, Due Diligence and Post Merger integration of Supply Chains (People, Process & Technology) for International/National acquisitions

Performed Digital Transformation, Process Improvement Modeling/Analysis/Blueprinting, Digital Supply Chain Assessments and IT Optimization engagement for Private Equity owned organizations-in the Pharmaceutical, Life Sciences, HiTech, Consumer Goods, Manufacturing, Distribution and Retail Verticals.

Retained by a VC owned Post Merger Small Cap Fully Developed Pharmaceutical Manufacturer to Provide/Direct Global Regulatory Affairs, Reengineering of organizations Multi-Plant Supply Chain Management and Planning (S&OP, MRP, Demand, Production Planning and Inventory Management Processes.

**Supply Chain Management Partners, LLP**

***Practice Principal Supply Chain Consulting***

**2012 to 2018**

Accountable for establishing and directing the start-up of this (Boutique Technology/Strategy consulting firm) organizations Global Supply Chain Pharmaceutical/Life Sciences/Medical Device/Distribution, Healthcare, Supply Chain Consulting Practice. Responsible for delivering,Processes Innovation /Methodology Development, Strategic Design/Reengineering and regulatory Compliance engagements to US and International Clients. Additional Engagements include. Participated/Lead cross functional (Operational/Technical) teams on Engagements that included: ERP/SCM blueprinting, Selection, Digital Assessments/Transformation,Blockchain/ArtificialIntelligence(AI/),InternetofThings(IoT)Assessments/Proof of Concept/Deployment/Implementation ,Global Supply Chain Planning, Architecting, Change Management, Implementation, Technology Analysis Implementation,Risk Mitigation, Compliance, Procurement Redesign/Optimizations, Sales & Operations Planning, Materials Management/ Sourcing Analysis/Optimization, Data Modeling/Analysis, Transportation Warehouse Planning, Carbon Footprint Supply Chain efficiencies realization/analysis, Compliance with Federal and Non Government Mandates that include: FSMA,ICD10/11,HIPPA 5010, CPSC, OSHA, TSA, Wal-Mart Package Reduction Mandate. Product Recall Planning & execution.

**Cognizant Business Consulting Services**

***Practice Director Supply Chain Consulting Solutions***

**2010 to 2011**

Recruited to establish and direct the Organizations start-up Supply Chain Technology/Strategy Consulting Practice for the Consumer Package Goods, Pharmaceutical/Life Sciences verticals. Established and directed a process delivery teams that engaged clients in Technical/Operational Reengineering Engagements To include: Source To Pay, S&OP, MRP, CMO analysis/Selection, Vendor/Inventory Management, cGMP audits Designed and implemented new and innovative consulting processes and methodologies that differentiated the Cognizant’s practice offerings**.**

**IBM Global Business Services,**

***Associate Partner: Distribution Sector Consulting Supply Chain Strategy Group***

**2006 to 2010**

Responsible for the identification of new clients, & delivery of complex revenue optimization/change management consulting engagements to Global: Retail & Consumer Goods /Pharmaceutical /Life Sciences/Distribution clients, utilizing: Process Assessments, design/ re-engineering, Revenue Management.Selective engagements include**:** Supply Chain Operational/Technology selection, architecture integration Business/Technology Case Design /Analysis/Implementation, Design/Optimization/Implementation of new Technologies (IBM, SAP, Oracle etc..) Analysis/Design and Delivery of Operational Cost Reductions, Network Optimization, Supply Chain Innovation, Performance Monitoring, Change Management, Operations Modeling, Pre & Post Merge Assessments, Procurement Optimization Modeling / Design / Implementation, and delivery of Supply Chain Visibility Solutions. Additional engagements include review analysis and implementation of solutions related to Data Capture Data Analysis, Business Analytics, Customs Compliance, Strategic Sourcing & Procurement, e-Pedigree / Tractability, Mobility, Product Re-calls, Sales & Operations Planning.

**Tan Tari, LLC**

***Principle Business Development/Delivery Partner***

**2004 to 2006**

Tan Tari a privately held management consulting, services and advisory firm that specialized in delivering complex consulting engagements that evaluated and advised clients on Enterprise Risk Management, Data Security, Data Capture, Advanced Data Analysis/Modeling. Through the deployment of the organizations proprietary Enterprise Information Risk Management (EIRM)™ solution offering clients were advised and solutions were designed to Minimize Risk & Exposure while Maximizing: Data Capture, Data Analytics, Data Quality and complex Data modeling, Migrations strategies. Additional consulting engagements delivered included comprehensive enterprise Operational risk analysis / blueprinting engagements & solutions design and deployment. Clients included: Private Sector and Federal Government agencies. Additional responsibilities included the Collaboration on New Business/Product/Solution Development and Business Development and the delivery of related complex consulting engagements. The ensuing growth and deployment of this unique solution offering lead to the sale of the organization to a US Based Defense Contract and Consulting Organization

**QRS Corporation, (Now Inovis)**

**G*lobal Vice President Business Development / Delivery***

**2002 to 2004**

QRS Corporation a Global supplierof: Collaborative EDI Supply Chain, and B2B e-Commerce solution design and delivery of: Global Trading Partner Collaboration/Hubs/Networks, Data Capture/Analysis/Utilization Modeling, Data Hub Exchange Management, Supply Chain Optimization/Visibility Solutions to: Retail, Consumer Goods . Responsible for the Global Business Solution Development and Delivery group that delivered: Advanced EDI/Trading Partner Collaboration, Business Process Optimization, Change Management Platforms, Data Analytics/Automation & Global Network and Technology Modeling, Solutions globally. Solution deliverables included detailed road maps/executable blue prints that delivered operating efficiencies through: Technology Business integration in the areas of:, Advanced Data Analysis, Supply Chain Modeling, New Product Launch, Supplier Network Collaboration, Product information management, Collaborative planning, Deployment of Trading Community Management and Integrated Supply Chain Solutions. The success of this two year engagement and resulting Operational/Profit improvements delivered were instrumental in the successful sale of QRS to Inovis.

**Manugistics (Now Blue Yonder)**

***Vice President: Business Development Software as a Services Offering***

Recruited to Create and Direct the sales, solution design/role out and delivery of the Organizations initial Global Software as a Services (SaaS) Offering. Solution offerings included: Supplier Management, Transportation Management, Inventory Planning, Network Design & Optimization, Demand Management, Factory Planning & Scheduling, Sales & Operations Planning (S&OP), Pricing and Revenue Management, Replenishment & Fulfillment, Trade Compliance, Space and Category Management and Visibility, Collaboration & Performance Management. Clients included: US Department of Defense (Defense Logistics Agency) Global Retail, Consumer Goods, Pharmaceutical and Whole Sale clients. At my direction and the through the deployment of a worldwide sales execution/delivery strategy team the SaaS group exceeded projected revenue/profit targets by 268% per year

**Meta Group Consulting (Now Gartner)**

***Vice President Supply Chain Consulting***

Responsible for: New Business Recruitment/Business Development and Consulting engagement/delivery for this Global technology/strategy consulting firm. Additional responsibilities include the Methodology Development of new and innovative Practice Offerings that included: Business/Technology/Assessments/Blue Printing, Business Processes/Technology Innovation Planning, Supply Chain Analysis/Design/Modeling, Data Mapping & Integration Technology Analysis and Vendor Selection. Through the Business development, Direction of the Design/Delivery of unique consulting engagements practice revenues increased by a minimum of 145% per year contributing the profitable sale of the firm to ***Gartner.***

**Deloitte & Touche, LLP**

***Senior Manager Change Management Practice***

Responsible for the direction, business development and delivery of this Washington DC based, Business Process Re-engineering and Operational Change Management consulting practice. Engagements included operational/change management assessments, Supply Chain Optimization Modeling, Financial Risk modeling, Mergers and Divestiture technology assessments, planning/integration execution. Lead the recruitment, capture effort and subsequent delivery of operational/financial and change management professionals on engagements with “Fortune 1000” organizations.

**EDUCATION:**

**University of Massachusetts** Boston

Bachelor of Business Administration/ Finance GPA: 3.75