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Typical Client Results

Supply Chain

- Partnered with executives at US Aluminum to reduce lead times by over 60% while reducing inventory by over 20%
- Developed operational strategies and provided change management guidance to transform from a system of manual work-a-rounds to the implementation of Oracle Applications and ASCP at Donaldson Valencia.
- Partnered with the executives at Esterline Control Systems Mason to implement master scheduling, customer partnership programs and S&OP to gain significant benefits in service levels and operational efficiencies.
- Partnered with Esterline Control Systems Mason's management team to implement scheduling processes and operational improvements to realize an 80% improvement in on-time percentages from the shop.
- Partnered with executives at Transtar Metals to increase inventory turns/reduce inventory levels by 30% on the targeted product lines which expanded company liquidity while maintaining customer service levels
- Successfully implemented an inventory management process and system at Coast Plating Inc. for their critical product line, increasing profitability and tightening financial controls.
- Worked with executives of PPI to transition and start up the supply chain functions for their new spin-off company with seamless customer service and operational effectiveness.
- Received supplier of the year from #1 customer three separate years with the implementation of vendor managed inventory (VMI) and supply chain programs while VP of Operations at PaperPak
- Reduced total freight costs in half to a key customer while improving service by developing a logistics partnership while VP of Operations at PaperPak



Typical Client Results

Supply Chain

- Developed an analysis and recommendations to optimize US Aluminum's supply chain network to increase service levels while reducing cost and leveraging already-existing key system functionality
- Worked with International Aluminum Corp to integrate Friedman's cost system functionality and business processes to reduce cost roll errors by 20% and part numbers by 20 million while automating close functions.
- Achieved the reduction of inventory reserve requirements through the successful implementation of the first, complete physical inventory and the implementation of cycle counting programs at Transtar Metals
- Worked with a cross-functional team at SEMA, Specialty Equipment Market Association, to evaluate and recommend a business intelligence software solution provider to best support their business data analysis needs.
- Worked with ATNV Apparel Group, Inc. to start up their apparel business from a logistics standpoint, coordinating the delivery and short-term warehousing of outsourced manufactured goods from Korea to the U.S.
- Partnered with executives at Eliminator LLC to launch their business and worked on activities ranging from developing a supply chain network strategy to modeling financial returns.
- Collaborated with Eureka Aerospace executives to develop a business plan and strategy to gain investor interest to finance and grow their business.
- Reduced inventories by over 60% or \$11 million, while improving fill rates by 35-40% and reducing operational lead times in half at PaperPak
- Integrated three separate businesses into one, resulting in the successful consolidation to 1 order, 1 shipment and 1 invoice while integration project manager at Paper-Pak Products, Inc.



Testimonials

Supply Chain

"In terms of every element of operations and systems, Lisa was instrumental in getting us on the right path and moving forward. She is relentless about finding the right solution, the best way of providing solutions, and then continuously improving them, and it does not have to be her initial idea!"

Mike Brown, CEO
PaperPak

"Lisa was an integral part of my team at Transtar Metals which had operational responsibility for all domestic business. In addition to her expertise in production, process, operations and inventory controls, she also had superb project management skills and did excellent work on SOX, Oracle and facilities issues. In my 42 years in the business, Lisa is one of the most professional, dedicated and brightest people I have ever worked with."

Jack Middlebrooks, Executive VP Sales & Operations
Transtar Metals Aerospace

"Lisa is an extremely intelligent, hard working individual with a great problem solving ability; coupled with innovative and creative thinking related to many areas and aspects of the product supply chain, she has a unique ability to resolve complex issues."

Rich Beu, President
PaperPak Industries

"Lisa is a knowledgeable and skilled Supply Chain professional. She successfully led numerous initiatives that reduced inventories while improving service levels so effectively that we won "Vendor of the Year" honors from our largest customer. She is a true team player with great focus and tenacity."

Paul Dearing, CIO
Attends Healthcare

"I found Lisa to be committed and competent, results oriented and tireless in pursuit of the optimum solution for the near and long term objectives of daily challenges. I took pride in following her career as she took the same aggressive approach expanding her grasp of effective and efficient Supply Chain Solutions."

Marge Wickens, Supply Chain Manager
Coca-Cola Enterprises



Testimonials

Supply Chain

"I have known Lisa for sixteen years in my capacity as Chief Financial Officer at both Paper-Pak Products and Transtar Metals. I would rank her as one of the best business leaders I have ever worked with. She brought real results to the bottom line, works well with people and demonstrates exceptional influence leadership on any project she undertakes. Lisa is a highly skilled supply chain professional."

Jolene Myers, Chief Financial Officer
Transtar Metals

"Lisa worked with us for over four years on projects as varied as inventory planning and control, operations, management team integration and systems implementation. She has the ability to think several steps ahead on a project and brings a wealth of experience to project management. Lisa is a creative thinker and presents several options and courses of action. She also presents problem solving recommendations and solutions to complex issues. Her ability to address complex issues systematically is a great strength. Lisa worked well with our team and became an integral part of our company. She developed and enhanced the skills of others. She is an expert facilitator as well which enhances her value on any project."

Mike Zundel, President
Castle Metals Aerospace

"Lisa demonstrated the ability work across organizational lines to bring people together and bring significant projects to fruition. Her vision of the goal was crystal clear and well articulated to the team. Lisa was disciplined and organized, and she kept all projects moving forward through many challenges. I recommend Lisa Anderson for your most difficult assignments in operations and organizational improvement."

Jim Cennamo, President
US Aluminum

"With Lisa's unique combination of big -picture perspective with hands-on ability to implement change vital to the function of the enterprise, we have gone from a system of manual work-a-rounds to the implementation of a major integrated planning, purchasing and inventory system and process utilizing Oracle Applications & ASCP."

Sheila Peyraud, WW General Manager Aerospace & Defense
Donaldson Company, Inc.



THE WALL STREET JOURNAL.

Enterprise Technology Section

May 12, 2011

"During the recession, cash is king, and process re-engineering has focused on preserving capital," says Lisa Anderson, head of LMA Consulting Group, Inc., a firm that works on supply chain and inventory projects. "Now, companies are also looking at processes that will improve customer service and lead times, so they can be in a position to leverage the recovery."



Leadership to Accelerate Bottom Line Results

June 17, 2010

By Lisa Anderson

I've found there is one distinguishing factor to those companies who consistently achieve bottom line results and provide excellent customer service – leadership.



Get More from Your SCM System

November 18, 2009

Anderson has found that information technology either can "bog down" or enhance a company's efforts to manage its supply chain – and she believes that the key to achieving the latter outcome lies in a manufacturer's ability to integrate SCM software with its people and processes.

Los Angeles Times

Stay Calm in Face of Organizational Change to Ensure Success

August 30, 2009

"There is always chaos and uncertainty in organizational change, and you'll stand out in the crowd by not getting caught up in the chaos; instead be the steadfast, calm one."

The Bright Side of Big Bonuses



March 20, 2009

"Overall, I believe that money is not a motivator but the lack of it is a motivator," she said. "If you're not compensated fairly for your skill sets and background, it is definitely a motivator to get out."



Cash Management Strategies in Current Economy

Winter 2010

"Companies with cash will also be able to take advantage of sale prices on potential assets," Anderson says.



Accelerating Cash Flow through Supply Chain Innovation

Spring 2010

By Lisa Anderson

In today's business environment, the previously admired slow and steady progress, continuous improvement, low-cost producer philosophy will likely result in death.



How to Accelerate Cash Flow through Supply Chain Innovations

February 17, 2011

Business managers and entrepreneurs can increase cash flow with already-existing assets through the implementation of innovative supply chain strategies, according to Lisa Anderson, founder and President of LMA Consulting Group, Inc.



Keys to Program Management Success

March 1, 2011

By Lisa Anderson

In today's business environment, programs are required to deliver the correct series of results which will add up and achieve a significant bottom line impact for an organization. In my experience, 80% of the intended benefits will not be achieved. Instead, take charge of the future and become part of the 20% who achieve success through effective program management.



Buyers' Challenges in 2011

February 1, 2011

Lisa Anderson, a senior supply chain and operations executive, says procurement managers need to focus on more than commodity prices. Anderson, the founder and president of Claremont, Calif.-based LMA Consulting Group, recently completed a survey of a dozen procurement executives on the keys to success in procurement.



Discouraged? Time to Reignite Job Search

September 7, 2009

"It appears as though employers are afraid to make decisions," said Lisa Anderson, a management consultant and founder of LMA Consulting Group, Inc.

Made in the USA Gains Momentum

February 26, 2010



There are some downsides to locating in largely overlooked areas, however. Lisa Anderson, president of LMA Consulting Group Inc., advises companies to investigate the infrastructure carefully.



When an HR Consultant Loses a Key Contact

January 18, 2011

"The No. 1 way to address this issue is ahead of time. It is key to establish effective relationships not only with your sponsor but also with key project participants and other executives."

The Diversity Factor

November 29, 2009



In my experience, during times of economic turmoil and high unemployment, countries become more protectionist," says business consultant Lisa Anderson, LMA Consulting Group, Claremont, Calif. "There has already been a reversal trend of globalization since the recession started.



Case Study

Vendor Managed Inventory: From Low Gear to Supplier of the Year

Challenge

A middle-market company was faced with a new challenge, when its top customer suddenly required all suppliers to develop a vendor managed inventory (VMI) relationship in order to maintain business volumes and the opportunity for growth.

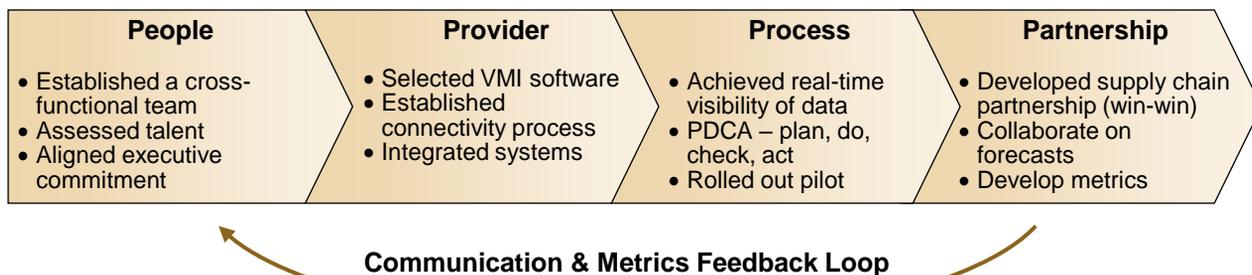
Result

- Achieved “Supplier of the Year” status with #1 Customer in three separate years
- Reduced inventory levels by 50%
- Reduced lead times while maintaining 98%+ service levels
- Optimized freight and warehousing costs through load and pallet optimization
- Reduced invoicing errors while creating a predictable cash flow

What We Did

Implemented a cross-functional approach to the 4 P’s of operational implementation for VMI: people, provider, process and partnership:

The 4 P’s of VMI Success





Case Study

Improving Service Levels through Sales & Operations Planning

Challenge

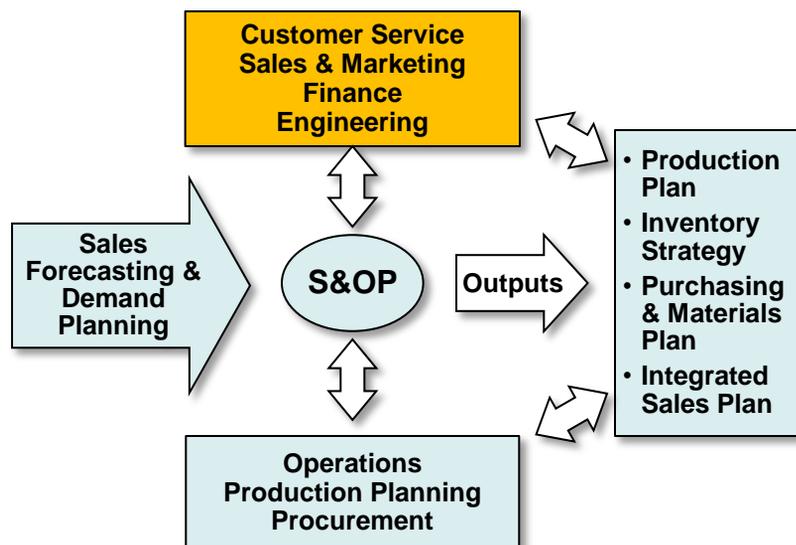
Following a prolonged period of sagging service levels, an aerospace manufacturer sought a rapid improvement in service levels to their customers.

Result

- Improved on-time delivery by 80% in the department causing the critical roadblock
- Customer satisfaction improved rapidly for the key focus areas – core customers and programs

What We Did

- Partnered with executives to develop and execute a supply chain roadmap for service level improvement
- Identified the top priorities to receive additional focus
- Worked with the teams to “plan the work and work the plan”
- Ramped up demand planning and master scheduling
- Implemented a cross-functional sales & operations planning process





Case Study

Improving Service & Efficiency by Leveraging a Fully Integrated System

Challenge

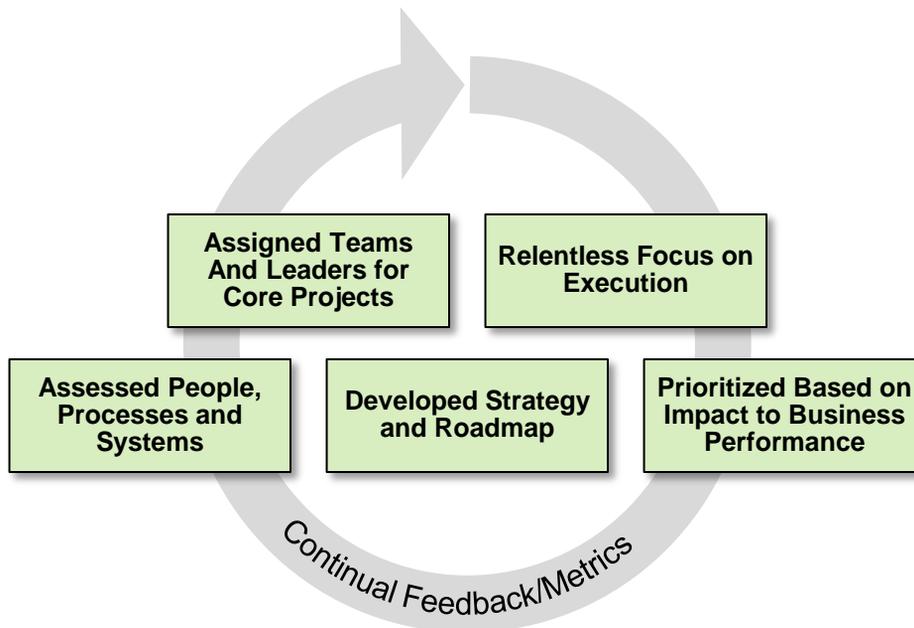
A manufacturer was plagued with service and efficiency challenges due to process and system implementation struggles.

Result

- Inventory accuracy dramatically improved from “off the board” to the high 90%’s
- Process efficiencies improved while errors dramatically declined
- Transformed from struggling with a set of manual work-a-rounds to leveraging a fully integrated system

What We Did

Assessed the core business processes and developed a strategy and path forward





Case Study

Improving Cash Flow by Increasing Inventory Turns on Core Product Line

Challenge

A leader in aerospace metals distribution sought to reduce inventory levels to free up cash flow and reduce debt levels.

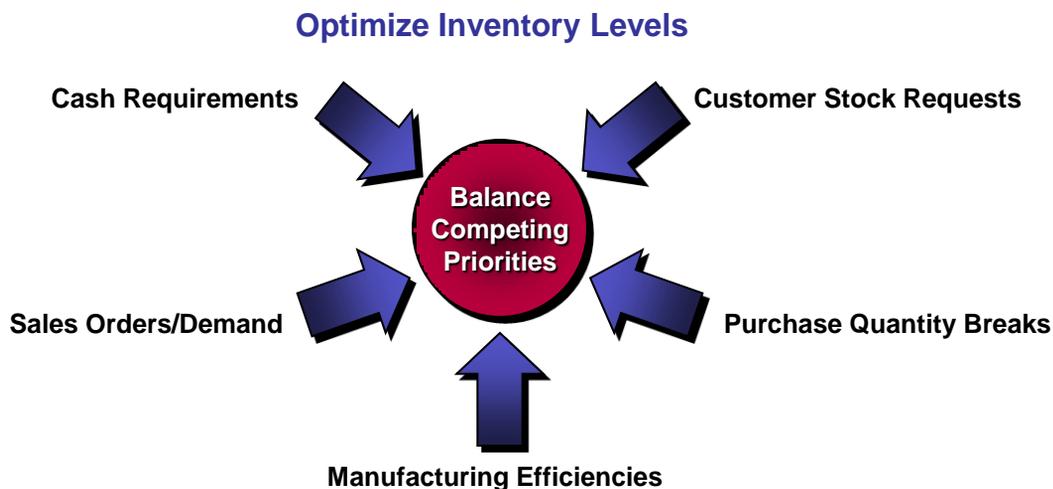
Result

- Achieved almost double the inventory turns on the core product line while maintaining high fill rates and on-time deliveries
- Reduced inventory obsolescence

What We Did

Worked with leadership to identify and evaluate the inventory management personnel, processes and systems and then developed and implemented action plans to impact results.

- Elevated the focus of inventory management throughout the organization
- Placed the right people in the right roles to balance competing needs to optimize inventory levels
- Developed a Sales & Operations planning process to direct & facilitate the process
- Implemented a daily process discipline and focus on execution of inventory management fundamentals, tracked through a metrics scorecard





Case Study

Accelerating Cash Flow Through Supply Chain Management

Challenge

Confronting escalating oil and gas prices, a manufacturer already knee-deep in operating cost reduction required more savings in supply chain and distribution costs in order to maintain investor confidence and return a profit.

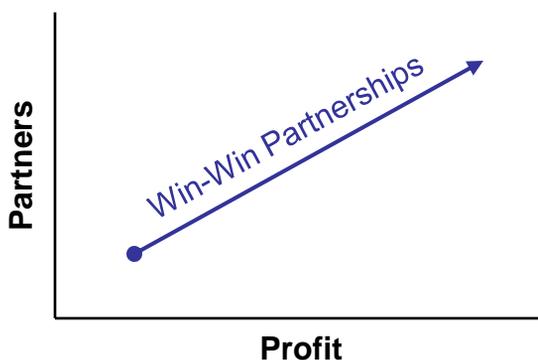
Result

- Lowered the supply chain cost structure while doubling inventory turns and maintaining/improving service levels
- Reduced freight costs 50% while improving lead time performance for key customer
- Significantly reduced overhead and supply chain costs with top Canadian distributor
- Optimized truckload and warehousing efficiencies

What We Did

Developed and implemented a supply chain strategy:

- Identified key supply chain profit drivers and fit with the company strategy
- Developed win-win partnerships with supply chain partners (customers, suppliers, carriers etc.)
- Jointly collaborated to develop supply chain programs to achieve the optimal combination of service/ quality and profits throughout the supply chain





Case Study

Improving Margins & Share in the Commercial Products Building Market

Challenge

Following the downturn in real estate, a windows and doors manufacturer (heavily dependent on the commercial and residential market) was cash constrained and needed to find opportunities within their business model and supply chain network.

Result

- Discovered a hidden opportunity to leverage Friedman's Frontier configurator system functionality which would provide a competitive advantage in terms of lead time and process efficiencies
- Uncovered internal best practice opportunities to improve not only operational and supply chain efficiency but also the opportunity to increase sales revenues
- Developed supply chain network recommendations to optimize cash flow while meeting customer needs

What We Did

Partnered with the business leaders to assess the business model and supply chain network inclusive of people, processes and systems

Identified Performance Drivers

Interviewed and Observed

A sampling of people in the division's sales, administration, plants and service centers

Objectively Compared

Skills, processes and system utilization

Assessed

Capabilities of the facilities and systems

Recommended an integrated roll out of the plan:

- Beginning with the organizational structure and the optimization of skills and roles
- Supported with a cross-functional team for processes & systems



Case Study

Refocused Key ERP Functionality to Drive Business Results

Challenge

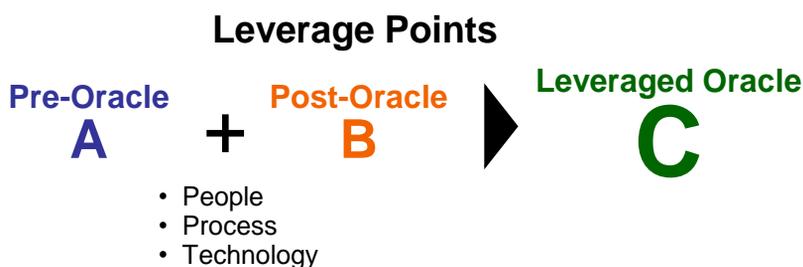
A leader in aerospace metals distribution faced a significant challenge immediately after going live with Oracle – suddenly they needed at least twice the effort and people in order to limp by internally while trying to make it invisible to their customers.

Result

- Identified key Oracle functionality and revised its use in order to significantly improve visibility so that the facilities could ensure service levels remained intact.
- Simplified the approach to integrating the business processes with the system to better optimize the use of resources.
- Leveraged the appropriate Oracle functionality to develop a solution to the significant roadblock and core business need of new item creation and maintenance
- Facilitated the development of reporting and analysis so that the business leaders could make better-informed decisions

What We Did

- Worked with a cross-functional team to identify the greatest leverage points to improve performance and then prioritized and developed action plans to address
- Reviewed the company's use of Oracle in combination with their business processes in the key areas that caused the greatest disruption to the business (for example, we adjusted the ATP settings)
- Helped to establish a new culture which assimilated the best of the old and new business processes and systems





Case Study

Uncovering Profit Opportunities with Cost Management Systems

Challenge

A mid-market manufacturer was being questioned by their Board of Directors about costs and margins and so had to quickly implement a cost management process and system to answer their questions and to ensure consistent, comparable, accurate and timely data, sliced and diced in many ways for management decision-making.

Result

- Developed a comprehensive cost process and leveraged their Friedman's Frontier ERP system which would cut the cost portion of the close by more than 65%.
- Worked with a cost project team to eliminate 20 million records and to create exception reports to ensure consistent, comparable, accurate and timely data for management decision-making.
- Reduced cost roll errors by 20%.

What We Did

Partnered with the business leaders to assess the cost management process and system inclusive of people, processes and systems

Assessed cost management capabilities

Interviewed and Observed

A sampling of people in the cost, operations, systems administration and I.T. areas

Objectively Compared

Skills, processes and system utilization

Assessed

Capabilities of the processes and systems

Recommended an integrated roll out of the plan:

- Beginning with an integrated and simplified process and system for cost management.
- Supported with a cross-functional team for an aggressive rollout.



Case Study

Coaching: Positioning a New Leader for Success

Challenge

A senior manager in supply chain management needed guidance in aligning the operations and supply chain teams to support both increased sales volumes and Sarbanes-Oxley requirements.

Result

- Passed first year Sarbanes-Oxley audit with no significant or material exceptions
- Completed a successful, first, complete physical inventory and implementation of cycle counting programs, which increased inventory record accuracy from unknown levels to 98%
- Standardized and shared best practices across sites to drive operational improvements

What We Did

Provided coaching and mentoring to help the new leader establish:

- A supply chain vision
- A collaborative effort with the operating units focused on goals and measures
- Dashboard metrics inclusive of a sales and operations planning process
- A rigorous follow-up, tracking and communication process





Case Study

Mergers & Acquisitions: Turning Around a Poorly Executed Merger

Challenge

A middle-market manufacturer struggled to assimilate two recently acquired businesses and faced a financial crisis. We had to develop a viable business model that captured the leverage opportunities of the original synergies and a business plan to raise capital.

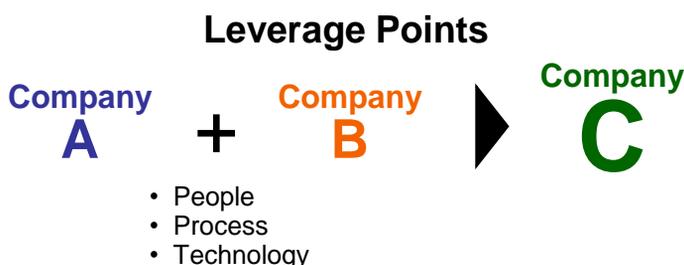
Result

- Led turnaround effort that took the company from near bankruptcy and declining sales to stability, followed by rapid sales growth (30%) with significant EBITDA growth projected
- Built a business plan that successfully gained investors
- Launched a new product line with minimal capital investment to re-emerge with a position of strength with the customer base
- Led the operational and supply chain turnaround, which resulted in more than double the inventory turns, improved operational efficiencies and service levels with reduced lead times

What We Did

Returned to the basics, people and process, and leveraged it into bottom line results

- Worked with a cross-functional team to identify the greatest leverage points to improve performance and then prioritized and developed action plans to address
- Prioritized a return to operational fundamentals and tracked progress with a metrics dashboard
- Established a new culture which assimilated the best of the merged cultures





Case Study

Accelerated Product Launch through Rigorous Project Management

Challenge

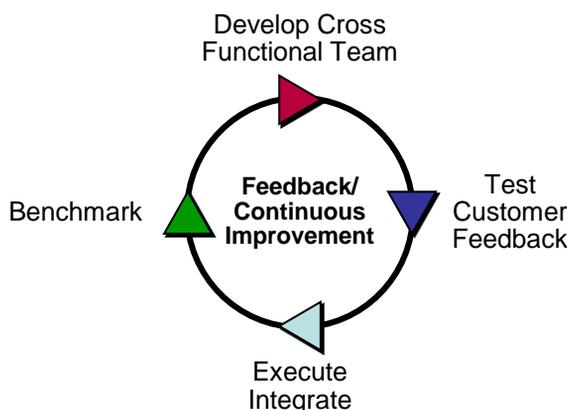
After an extended length of time of zero product upgrades/launches and dismal sales levels, an adult incontinence manufacturer had to launch a new, upgraded core product line on an expedited timeline to prove its strength and reemerge as a significant competitor in the marketplace.

Result

- Redesigned and launched an upgraded core product line on an expedited <12 month timeline
- Reinvigorated sales growth (a leading factor in a rapid 30% sales growth)
- Reduced product cost by 5-10% while maintaining/improving product performance

What We Did

Implemented a cross-functional, collaborative supply chain (inclusive of customers and suppliers) approach to product development combined with rigorous project management:





Case Study

Turnaround – Solving Operational Problems

Challenge

Following significant research and development disruption to operations, a mid-market manufacturer struggled with miserable operational results – efficiencies around 50%, high waste and inconsistent quality.

Result

- Achieved 80% operational efficiency within 6 months
- Reduced waste levels by half
- Received positive customer feedback due to the return of consistent quality
- Transformed an operational loss into a net income

What We Did

Developed and implemented a rigorous focus on operational fundamentals

Operational Turnaround





Case Study

Improving Cost Management through Business Systems Integration

Challenge

A tissue paper manufacturer sought to increase profitability by leveraging a recent investment in a new business system.

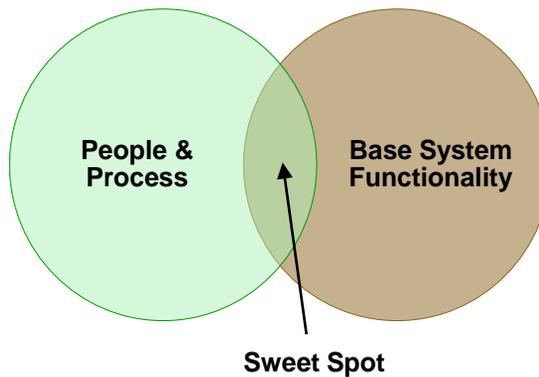
Result

- Positioned the company to acquire two businesses simultaneously
- Determined key cost drivers using the system reporting capabilities
- Managed the key cost drivers to take cost out of the business and free up cash flow

What We Did

Integrated the core business processes with the appropriate system functionality to achieve a direct impact on the key cost drivers.

Cost Driver Management



Case Study

Turned Around a Poorly Executed ERP Supply Chain Implementation

Challenge

A mid-market manufacturer of absorbent products suffered a dramatic drop in service levels and significant increases in cost immediately following the implementation of a new ERP system (Oracle Applications).

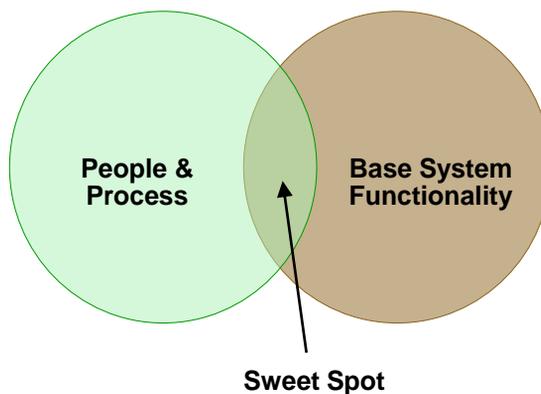
Result

- Brought service levels back to consistent levels in the high 90%'s.
- Integrated the systems and processes to reduce order fulfillment costs.
- Developed visibility within Oracle which was a key component in an inventory reduction program which led to 50%+ reduction in inventory with high service levels.
- Leveraged the system to successfully combine three businesses into one.

What We Did

Integrated the core business processes with the appropriate system functionality to achieve a direct impact on supply chain performance.

Supply Chain Performance Drivers





About Lisa Anderson



Lisa Anderson is a senior supply chain and operations executive and founder and President of LMA Consulting Group, Inc. With 20 years experience across multiple industries and the entire scope of business processes, Lisa brings to an engagement a record of achievement and leadership in supply chain and operations management, project management, business process design and implementation, information systems, mergers and acquisition, turnarounds, strategic and financial planning, and business restructuring.

Lisa provides a pragmatic, results-driven approach to partnering with clients to improve individual and organizational business performance – specifically focused on delivering bottom line results in terms of increased profitability, cash flow and customer service levels. In essence, Lisa transforms people and process into profit.

Prior to consulting, Lisa was the Vice President of Operations and Supply Chain of Attends Healthcare (formerly PaperPak, Inc.), an adult incontinence and absorbent food product manufacturer. Her twelve year tenure included transitions and promotions through the company transformation from a \$100 million family-owned business, through a merger and acquisition of three businesses into one \$350 million dollar global company, followed by a management leveraged buyout in combination with an investment banking group.

Lisa led the operational and supply chain turnaround, which resulted in more than double the inventory turns, reduced operational costs/improved efficiencies, and improved service levels with reduced lead times. She also led the project team that revamped and introduced an upgraded product lineup, which was a key factor in significant sales growth (30%). Prior to joining Paper-Pak, Lisa spent four years in various planning and distribution leadership roles at Santa Fe Plastic and Coca-Cola Enterprises.

She has been a featured speaker at the APICS International Conference and the Global Supply Chain & Logistics Summit and a guest lecturer at the University of Southern California's Entrepreneurial Program. Lisa has been quoted in The Wall Street Journal, ABC News and the Los Angeles Times and has published articles in Industry Week, The Journal of The American Management Association and Corp! Magazine. Lisa serves as President of the Inland Empire Chapter of APICS and as an Advisory Board Member for the development of an Advanced Supply Chain Certification program at California State University Fullerton's Extended Education. She is Board approved in Supply Chain strategy by the Society for Advancement in Consulting (SAC) and is an APICS Certified Supply Chain Professional (CSCP). Lisa received her MBA with an emphasis in Finance from California State University at Fullerton and her BS in Business Administration with an emphasis in Operations Management from the University of North Carolina at Chapel Hill.

She has traveled extensively throughout North America, Central America and Europe, to include a summer in Oxford when attending the University of North Carolina and as many stops as possible in New Orleans to enjoy a beignet at the Café de Monde. And, her colleagues fondly refer to her as a "pit terrier" because of her tenacity.



Description of Services

Consulting

Our Approach

We are known for being pragmatic, results-driven and part of the team.

Our Results

Better profit. More cash. Less inventory. Increased service. Leveraged assets.

To view typical examples, case studies and results: www.lma-consultinggroup.com

What differentiates us?

- We rapidly synthesize and prioritize opportunities for process & profit improvement
- We stick with our clients to ensure results occur – in essence to "make it happen".

Companies we've worked with

- Esterline
- Donaldson Company, Inc.
- Coast Plating, Inc.
- Goodway
- Transtar Metals Inc.
- International Aluminum Corp.
- Eckert & Ziegler
- SEMA (Specialty Equipment Market Association)
- Stratecon, Inc.
- Eliminator LLC.
- Castle Metals Aerospace
- US Aluminum & RACO Interior Products
- PaperPak Industries
- Chocolates a la carte
- Eureka Aerospace
- Business Intelligence Designs
- ATNV
- Coca-Cola Enterprises
- Santa Fe Plastic
- Paper Pak Products (Attends Healthcare)



Description of Services

Speaking and Workshops

About Us

Whether speaking, consulting, or coaching, our focus is on partnering with the client to deliver bottom line results: Increased profit. More Cash. Less inventory. Improved customer service. Leveraged assets.

List Has Spoken at:

- The Association of Operations Management (APICS) International Conference
- The Global Supply Chain & Logistics Summit
- U Connect (GS1 standards to achieve value chain visibility)
- The University of Southern California's Entrepreneurial Studies Program
- IMA (Association of Accountants & Financial Professionals)
- ExecSense (world's largest publisher of webinars to C level executives)
- 6 Packed Supply Chain conference
- Financial Executives International
- ASQ (The Global Voice of Quality) chapter meeting
- APICS chapter meetings (Buffalo, Orange County, Inland Empire, etc.)
- Pacific Premier Bank's Business Value Series

Our Topics Include:

- Innovation for Supply Chain Success
- Leveraging Your ERP System for Bottom Line Business Results
- Strategy Doesn't Fail in Formulation: It Fails in Implementation
- Mastering Change: Achieving Results during Organizational Change
- Leadership to Leapfrog the Competition
- Entrepreneurial Studies Program – Getting Operational 101
- Forget about Survival: Instead Thrive in the New Normal
- Profit through People
- Creating Value in the Supply Chain
- Impact of Vendor Managed Inventory
- Case Study: Change, Collaboration & Improving Relationships in the Supply Chain