

DREW PRINCE

aprince1@udayton.edu

PROFESSIONAL EXPERIENCE

- University of Dayton, Department of MIS, OSC and Business Analytics:** 2005 - present
- Lecturer, Operations Management Aug. 2021-present
Adjunct Professor, Operations Management 2005 - 2021
- Emerson Commercial & Residential Solutions:** 2014 - present
- Part-Time Consultant, Materials and Distribution Aug. 2021-present
- Materials Project Leader** Aug. 2014-Aug. 2021
I manage strategic projects related to inventory and supply chain management with a focus on Lean. I was selected for and certified in Emerson's "Lean Champions" program. Current responsibilities include implementation of Tableau Business Intelligence tools, managing a distribution center in Mexico, planning and S&OP support and related ERP process improvements, in addition to a variety of key projects. I managed 5 co-op students during separate terms and ensured that they had meaningful projects and an excellent experience in AC/Materials. I developed an off-shore resource, in Manilla, to full potential to support strategic direction.
- Fibre Glast Developments Corp., Materials/Continuous Improvement Manager** Aug. 2013-Aug. 2014
I held a high-impact role and was integrally involved in materials management, financial analysis, project management and continuous improvement in a small, high-growth company. I managed a variety of projects related to warehouse layout, team building, production scheduling, cost reduction and more.
- Cargill Incorporated, Admin Leader** 2010 – July 2013
I led a staff of 14 to manage the financial controls, reporting, customer service and administrative functions for Cargill's grain business in Ohio. Accomplishments include: centralized accounting processes, implemented performance tracking metrics and developed a process for Sales and Operations Planning. I was selected for Cargill's High Performance Management leadership academy. I worked with Corporate to introduce Lean Orange Belt to our organization in Ohio.
- NCR Corp.** - Fortune 500 global leader in ATMs, Point-of-Sale and Consumable Solutions: 1985–2010
- Manager, Global Capacity and Supply Planning, Consumables Division, Dayton, OH** 2004-2010
I reported to the V.P. of Global Operations and led a team of three analysts to develop and manage our Division's global material and resource planning processes, and ensured that we met cost objectives across 9 plants, \$500 million in revenue and \$40 million in inventory.
- Earned a "Consistently Exceeds Expectations" rating on my 2008 Annual Performance Appraisal.
 - Co-led a consolidation of three plants, and the launch of an IMMEX facility in Mexico, to save \$5 million per year.
 - Improved Sales & Operations Planning, including synchronization with financial outlooks.
 - Through Lean initiatives, I managed an inventory reduction of \$5 million (12% of total investment) in one year.
 - Designed, implemented and standardized a Key Performance Indicator system for continuous improvement, including the development of supporting Business Objects queries.
 - Developed an Oracle Demantra business case, hierarchies, data series and participated in conference room pilot.
- Six Sigma Consultant / Oracle ERP Planning Leader, Consumables Division, Dayton, OH** 2003-2004
I researched, proposed and implemented a centralized approach to forecasting, planning and item masterfile maintenance. I led a team of five analysts which met aggressive goals for NCR's ERP-based process transformation.
- Deployed ERP solution and common processes to five U.S. manufacturing/distribution facilities in two years.
 - Simplified and minimized labor tracking and reporting to reduce costs.
 - Improved methods for planning and managing customer-specific inventory under ISO-9000 control.

Manager, Demand Planning and “Class A ERP” Champion, Consumables Division, Dayton, OH 2000-2003

Working with consultants, I managed a deployment of i2 Technologies forecasting solution to 150 users over a 6-month timeframe. I was our Division’s leader for a NCR’s Class A ERP process improvement initiative.

- Developed a multi-plant forecast allocation process to connect Sales forecasts to plant-level planning.
- Accelerated the monthly planning cycle by 2 weeks, and solved complex data alignment problems.
- Reduced finished goods inventory by 38%.
- Improved inventory accuracy by 26 percentage points, improved supplier on-time delivery performance 13 percentage points, reduced lead times to customers and improved financial outlook accuracy.
- Developed innovative customer scorecards to report on-time delivery, defects, volume and receivables aging.

Materials Manager, Morristown TN Manufacturing & Distribution Facility 1998-2000

I led the materials-related functions, consisting of 40 employees, in the Division’s largest plant / warehouse (\$100 million Revenue, 150 employees, \$6 million Inventory), including Planning & Scheduling, Purchasing and Warehousing.

- Implemented Kanban and consignment inventory, which resulted in \$400K of carrying cost savings per year.
- Managed Division-level project to standardize the use of the Oracle 10.7 Manufacturing MRP system globally.

Plant Controller, Morristown TN Manufacturing & Distribution Facility 1993-1998

I managed 30 individuals and was responsible for the plant’s financial reporting, budgeting, payroll, costing, order entry, production scheduling and all internal control systems.

- I was the Project Manager for a comprehensive Oracle MRP process reengineering project. The benefits we achieved include: systematically-controlled scheduling, improved standard costing, real-time transactions, raw material purchasing linked to production schedules, centralized customer service and reduced administrative cost.
- Earned 1996 NCR “Great Performance Award” and Performance Bonus Award.

Plant Controller / Interim Plant Manager, Peterborough NH Manufacturing & Distribution Facility 1991-1993

I was responsible for financial reporting, budgeting and internal control systems for a manufacturing/distribution facility which employed 60 people with annual revenue of \$18 million.

- Managed all administrative functions including Purchasing and Production Scheduling.
- As Plant Manager, oversaw ISO certification and ultimately managed the transition and closure of the facility.

Senior Financial Analyst, Corporate Financial Planning & Analysis, Dayton, OH 1989-1991

Analyzed large capital investments, assessed business unit financial plans and prepared competitor analysis.

Financial Analyst, Engineering and Manufacturing, Columbia, SC 1987-1989

Implemented new general ledger system, contributed to the issuance of zero audit recommendations during two plant audits, responsible for financial outlooks, capital budgets, and weekly profit and loss statements.

Financial Analyst, Corporate Consolidation, Dayton, OH 1985-1987

Consolidated and analyzed worldwide results. I prepared presentations for NCR’s Board of Directors, and I contributed to the publication of financial statements in annual reports and 10K/10Q Statements.

PREVIOUS PROFESSIONAL EXPERIENCE

DELOITTE HASKINS & SELLS, Brussels, Belgium, Staff Auditor/Intern / **M.F.A. INC.**, Columbia, MO, Assistant Accountant / **MONSANTO COMPANY**, St. Louis, MO, Market Research Analyst

EDUCATION

INTERNATIONAL MASTERS OF BUSINESS ADMINISTRATION (MIBS), May 1985 - University of South Carolina, specialization in French language

BACHELOR OF SCIENCE IN ACCOUNTANCY, May 1983 - University of Missouri

AWARDS, RECOGNITION AND PUBLICATION

Finance and Administration Excellence Award (For Improving the Plant’s Internal Control System) / Quarterly Customer Delight Award (For Plant Consolidation Project) / Great Performance Award (For Leading ERP Deployment Project)

“Le Certificat Pratique” by the French Chamber of Commerce in Paris

Presented at an Institute of Business Forecasting Conference and co-published article in Journal of Business Forecasting / Successfully Completed High Performance Management (Cargill Leadership Program) / Lean Champions (Emerson)