

AMRIT SONI

Amrit@RapidSCsolutions.com • Irvine, California • 309-370-2009 • LinkedIn <https://bit.ly/2Zg2FM8>

FOUNDER | SUPPLY CHAIN MANAGEMENT | GLOBAL OPERATIONS | STRATEGIC PROCUREMENT

SUPPLY CHAIN MANAGEMENT • OPERATIONS • LEAN MANUFACTURING • LEADERSHIP

Supply Chain and Operations leader with 18 years of proven success leading teams. Strong record using technical analysis and business acumen to develop procurement strategies, drive supplier management, contract negotiations, inventory reduction, value stream transformation, performance enhancements, process improvement, and develop cost-effective strategy for supply chain, operations, product development, and lean manufacturing. Familiar with FAR, DFAR and regulated industry requirements.

- ✓ Successfully sourced parts in best cost regions and delivered \$1.8M in annualized savings
- ✓ Supplier rationalization and tail consolidation of 10% suppliers year over year
- ✓ Developed and implement Supplier Master Term agreements – identified and received \$2M in rebate
- ✓ Engineered end to end Value chain for key products, optimizing and reducing inventory by 33%
- ✓ Managed global teams and implemented improvements – reduced time to market by 75% for certain products
- ✓ Delivered 80% past due reduction and 50% delivery performance improvements with key suppliers

CORE COMPETENCIES

Supply Chain & Global Operations
Inventory Management
Tactical Planning & Execution
Cost Savings | Financial Health
Contract negotiations

Internal | External Relationships
Supplier Performance Management
Analytical Problem-Solving
Lean Manufacturing Methodology
Product | Process Management

Cross-Functional Leadership
Staff Leadership & Training
Supplier Relationship Management
Executive Communication
Complex project management

PROFESSIONAL EXPERIENCE

GOOGLE LLC | CLOUD OPERATIONS | NPI & PRODUCT LIFE CYCLE – Sunnyvale, CA – 9/2020 to Present

BUSINESS PROCESS ARCHITECT

Develop end to end process mapping for New Product Introductions (NPI) in Cloud Operations. Assist teams to identify improvement opportunities, implement solutions and scale through the organization for faster and better product delivery in Cloud Operations Space. Work cross functionally with Engineering, Sourcing, Supply Chain, Manufacturing Operations and Contract Manufacturer to understand and improve end to end Supply Chain. Developed long term and short-term strategy, established savings plan and lead execution to achieve efficient NPI Process for the organization. Lead change management for new product introduction processes across division working with cross functional teams. Established criteria for Process mapping, leverage other business process architects for mapping functional process maps and identify critical initiatives for overall improvements. Provided reporting to Division leadership on key metrics, actions and risks to plan.

RAPID SUPPLY CHAIN SOLUTIONS | FOUNDER – Irvine, CA – 6/2020 to Present

BUSINESS DEVELOPMENT AND SUPPLIER REPRESENTATION

Lead supplier engagement and business development for international and domestic suppliers. Establish executive alignment, communication and cadence to ensure smooth operations and compliance across the board. Work with top level leaders to on board new supplier, supplier locations, initiate supplier background checks, complete formal on boarding processes and provide an update report to suppliers on a weekly and monthly basis. Create key leadership point of contacts between Suppliers and Customers, establish monthly, quarterly and annual cadence for business alignment across supply base globally. Generate more than \$1M in sales in 2020-2021 with potential sales target of \$5M by 2022. Key categories include Investment castings, machining, fabrication, bonding and surface treatment. Key customer industries include Aerospace and Defense, Industrial Machinery, Boilers, Biosciences and Water Filtration, Medical and others.

MICROSOFT CORPORATION | CLOUD OPERATIONS – Redmond, WA – 6/2020 to 9/2020

SR. SUPPLY CHAIN MANAGER, SUPPLIER RELATIONSHIP MANAGEMENT

Lead supplier engagement and escalation for cloud lessors providing services to Microsoft. Establish executive alignment, communication and cadence to ensure smooth operations and compliance across the board. Work cross functionally to on board new supplier, supplier locations, initiate supplier background checks, complete formal on boarding processes and provide an update report to leadership on a weekly and monthly basis. Create key leadership point of contacts between Suppliers and Microsoft, establish monthly, quarterly and annual cadence for business alignment across supply base globally.

PARKER AEROSPACE – FLUID SYSTEMS DIVISION | GLOBAL SOURCING – Irvine, CA – 4/2019 to 4/2020

DIVISION SUPPLY CHAIN MANAGER –GLOBAL STRATEGIC SOURCING

Build and led a world class team of 11 people including Sr. Subcontracting specialists and import compliance member, managed \$343M annual spend across 4 sites for Fluid Systems Division. Managed complex supplier relationships, provided leadership, negotiated and

executed Long terms agreement (LTA) working cross functionally with finance organization, contracts group, planning, supplier excellence, legal, engineering and operations teams. Developed long term and short-term purchasing strategy, established cost savings plan and oversaw execution to achieve efficient logistics and a reliable, low cost sourcing for the organization. Led Import compliance for division. Led change management for new work transfer tool implementation recommended by HPT. Established criteria for best value suppliers taking lead times, optimal process flow and overall supply chain costs for Parker. Provided monthly reporting to Division and Group leadership on key metrics, actions and risks to business plan. Provided Supply Chain leadership on all new programs for top customers.

UNITED TECHNOLOGIES CORPORATION | GLOBAL OPERATIONS – Farmington, CT – 1/2017 to 4/2019**ASSOCIATE DIRECTOR – SUPPLIER PERFORMANCE MANAGEMENT AND GLOBAL STRATEGIC SOURCING**

Managed complex supplier relationships for Engineered Items commodity. Negotiated and executed Master terms agreement (MTA) working cross functionally with finance, legal, engineering and operations teams. Developed long and short-term commodity strategy, established cost savings plan and oversee execution. Led UTC Supplier Gold Program- incentive based performance enhancement program for direct and indirect suppliers. Identified and directed supplier performance activities to achieve CEO commits for supplier performance. Used data to transform performance management program from reactive to proactive and predictive.

CATERPILLAR, INC. | UNDERGROUND MINING (UGM) – Peoria IL – 4/2015 to 10/2016**SUPPLY CHAIN PERFORMANCE MANAGER**

Directed Operating Profit After Capital Charges (OPACC) activities and Capital Expenditure across four facilities based in Germany, Thailand and China. Drive product value chain engineering for Underground Mining (UGM). Leverage advanced analytics to facilitate decision making and strategic planning. Responsible for managing and improving End to End inventory. Principal player for supply chain modeling in support of network supply analysis.

CATERPILLAR, INC. | INTEGRATED MANUFACTURING OPERATIONS – East Peoria, IL – 10/2012 to 4/2015**SUPPLY CHAIN MANAGER**

Mapped out and oversaw execution of supply chain strategy for the Integrated Manufacturing Operations Division (IMOD). Developed and implemented the upturn readiness process in addition to defining critical supply chain metrics and common processes. Piloted complex projects from planning to completion, overseeing all activities while monitoring compliance and quality. Handled supplier improvement and sustainability using mutually beneficial negotiation. Improved supplier performance aligned with the overall manufacturing and supply chain strategy.

CATERPILLAR, INC. | CATERPILLAR PRODUCTION SYSTEM –Peoria, IL – 10/2010 to 10/2012**GLOBAL SUPPLIER CONSTRAINT MANAGER**

Leveraged leaderships skills to launch common processes across multiple units. Created effective demand/supply optimization process, integrating it with Sales & Operations Planning (S&OP). Acted as Program Manager, leading an international team of talented 8 to 12 analyst to complete the Global Supplier Constraint Management initiative. Motivated cross-functional performance of business unit leadership, Product Managers, Global Purchasing Managers, and management teams through coaching, training, and mentoring for execution of optimum product build plans.

CATERPILLAR, INC. | CATERPILLAR PRODUCTION SYSTEM – Peoria, IL – 7/2006 to 10/2010**LEAN COACH | SIX SIGMA BLACK BELT**

Spearheaded end-to-end supply chain management, coaching a team consisting of business unit leadership, mid-level management, and CPS deployment experts. Deployed Lean Manufacturing as pivotal part of the Caterpillar Production System (CPS).

CATERPILLAR, INC. | ON-SITE SUPPLY CHAIN PLANNING – Decatur, IL – 4/2005 to 7/2006**SYSTEMS ENGINEER, NORTHERN TECHNOLOGY INC.**

In charge of mapping strategy for supply chain value stream for products and managing supplier relationships. Completed simulations for material receiving, storage, and movements. Offered solutions and recommendations to business unit leadership, mid-level management, and Production Managers. Simulated and advised on receiving processes and inventory storage to optimize available warehouse space.

GENERAL ELECTRIC COMPANY | GE OIL & GAS NORTH AMERICA – Oshkosh WI – 5/2004 to 8/2004**SOURCING AGENT | INTERN**

Piloted logistics cost saving project impacting the General Electric Oil & Gas North American territory. Instituted common processes across multiple business units to foster consistent quality, accuracy, and productivity. Trained staff members at several sites in the proper and effective use of new processes. Supplement site work by serving as buyer and sourcing agent, when necessary.

EDUCATION & CREDENTIALS

Master of Science in Industrial Engineering, WAYNE STATE UNIVERSITY, Detroit, Michigan

Bachelor of Engineering in Industrial & Production Engineering, SGS INSTITUTE OF TECHNOLOGY & SCIENCE, INDIA

CSCP | Certified Supply Chain Professional, APICS • **APICS Board Member** | Lincoln Land Chapter – 2014 to 2016

CPS Black Belt | Lean Manufacturing Black Belt • **APICS Board Member** | Greater Hartford Chapter – 2017 to 2019

United Technologies | Certificate in Executive Communications | Certificate in Leading Negotiations and Creating Solutions •

Caterpillar Inc | Lean Black Belt