

William D. McLaury

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Executive Profile

A highly experienced **Supply Chain Executive** who has demonstrated the ability to lead diverse teams of multi-disciplined professionals to new levels of success in a highly competitive, highly regulated, cutting-edge scientific and engineering environment. Strong technical and business qualifications with more than 30 years of hands-on experience in operations including strategic planning, project management, performance improvement, implementation of value enhancement initiatives, leadership and team-building. Skilled at communicating with all levels of management. Broad understanding of the global pharmaceutical industry.

Core Competencies

- Supply Chain and Logistics
- Operational Management
- Strategic Planning
- Project Management
- Process/Performance Improvements
- Warehousing and Distribution
- Supplier Relationship Management
- Portfolio Management
- Cost Reduction
- International Trade
- Talent Development and Training
- New Product Launches

Significant Accomplishments

- Developed and executed strategies and action plans resulting in superior financial results.
- Improved customer service from 96.0% to 99.9% through implementation of a robust S&OP process.
- Reduced operating cost more than 25% by outsourcing all warehousing & distribution activities.
- Successfully launched over 100 major new products and line extensions

Academic Experience

Rutgers Business School, Rutgers, the State University of New Jersey September 2013 – Present

Assistant Professor of Professional Practice, Department of Supply Chain Management (Sept 2014 – Present)

Assistant Director, SCM Undergraduate Program – New Brunswick (September 2015 – Present)

Director, Supply Chain Career Expo (January 2015 – Present)

Co-Director, Center for Supply Chain Management (July 2014 – January 2016)

Part-Time Lecturer, Department of Supply Chain Management (September 2013 – July 2014)

Professional Experience

Novartis Pharmaceuticals Corporation December 1983 – July 2014

Global Head, Pharma Supply Chain Strategy (October 2012 – December 2014)

- Developed and implemented a comprehensive global supply chain strategy across all functions and markets positioning the supply chain to embrace the challenges transforming the pharmaceutical industry.
- Developing and implementing a comprehensive internal Pharma Supply Chain Learning Academy linked to role profiles and career tracks to ensure regulatory compliance, build and enhance skill sets, facilitate succession planning, and provide job enrichment and career advancement.

Executive Director, Pharma Supply Chain North America (August 2002 – October 2012)

- Lead all Pharma Supply Chain functions in North America encompassing Demand, Supply and Inventory planning, Sales & Operations Planning, International Trade Management, internal and external Warehousing & Distribution activities, and all product portfolio changes (i.e. new product launches, line extensions, acquisitions, divestitures, and discontinuations).
- Directed a staff of over 30 professionals across 2 countries responsible for supplying product to achieve \$15 billion USD in annual sales including lifesaving and quality of life drugs. Managed inventory of \$800 million USD at cost and an annual expense budget of over \$21 million USD.

Director, SCM Project Management (August 1998 – August 2002)

- Directed a team of four professional project managers leading the US affiliate's supply chain efforts to launch all new products and line extensions as well as acquisitions, divestitures, production transfers, and product discontinuations. Developed product launch plans and coordinated all associated operational aspects of portfolio changes.
- Lead cross-functional project teams, assigned action items, resolved issues and developed tools for monitoring and reporting project progress.

Associate Director, Operations Planning Administration (January 1997 – August 1998)

- Responsible for Demand Management of all US pharma products and key input for Sales & Operations Planning.
- Managed the planning aspects for all externally supplied pharma products for the US affiliate.

Project Team Leader, Supply Chain Management (October 1995 – January 1997)

- Managed the project team implementing a comprehensive Supply Chain Management (SCM) business operating process throughout the Pharmaceuticals Division.
- Developed comprehensive SCM policies & procedures defining the major business processes based on the principles of Manufacturing Resource Planning (MRP II).
- Designed and implemented an extensive Supply Chain Management training & education program.

Manager, Production Planning (June 1988 – October 1995)

- Managed the planning group responsible for developing material requirements plans for dosage forms, active ingredients, raw materials and packaging components for three production facilities.
- Determined optimal inventory levels supporting +98% divisional customer service and participated on new product introduction teams.

Assistant Manager, Production Planning (April 1986 – June 1988)

- Determined inventory levels and developed material requirements plans for packaging components and fabrication materials for two production facilities. Identified unusable or obsolete material for disposal.

Planner, Production Planning (December 1983 – April 1986)

- Developed manufacturing and packaging schedules for the Summit, NJ production facility including resource and capacity planning. Developed packaging component requirement plans and scheduled the in-house printing operations.

Eaton Corporation

June 1981 – December 1983

Production Planner/Buyer (June 1982 – December 1983)

Buyer/Material Planner (June 1981 – June 1982)

Education

2014 Fairleigh Dickinson University – Anthony J. Petrocelli College of Continuing Studies Teaneck, NJ
Master of Administrative Science

1981 Bowling Green State University – College of Business Bowling Green, OH
Bachelor of Science in Business Administration - Procurement and Materials Management

Certifications

2003 Masters Certificate in Project Management
The George Washington University – School of Business and Public Management

1984 Certified Production and Inventory Manager (CPIM)
American Production and Inventory Control Society (APICS)

Awards

- 2016 – 2017 Dean's Meritorious Service Award, Rutgers Business School

Publications

- *Knowledge @Wharton* radio program, "Hurricane Maria's Impact on the Pharmaceutical Chain", October 17, 2017, Featured Guest Interview as Subject Matter Expert.
- *Bloomberg* on-line publication, "Drugmakers in Storm-Battered Puerto Rico Must Now Ride Out Recovery", By Michelle Cortez and Jared S Hopkins, October 4, 2017, quoted as Subject Matter Expert
- *Fundamentals of Supply Chain Management, A Practitioners Perspective*, W. McLaury and E. Spiegle, January 2017, Kendall Hunt – ISBN 978-1-5249-0239-1
- *Inbound Logistics Magazine*, August 2016, "Meal Delivery Services. You've Got to be KITTING Me!" by Karen M. Kroll, quoted on pages 52 to 56.
- *Supply Chain Disruptions and Risk Management*, W. McLaury, RBS Center for Supply Chain Management Newsletter, January 2014
- *ePedigree & Serialization: What you need to know NOW for the California 2015 deadline*, W. McLaury, W. Connell, J. Wiest, Pharmaceutical Manufacturing Magazine – February 2013

Academic Affiliations

- Master Teacher - Advanced Career: Global Logistics and Supply Chain Management program, New Jersey Department of Education and Southern Regional Education Board (April 2015 – Present)
- Advisory Board Member, Global Logistics and Supply Chain Management program, Passaic County Technical Institute, Wayne, New Jersey (January 2017 – Present)
- Advisory Board Member, Global Logistics and Supply Chain Management program, Middlesex County Vocational and Technical Schools, Piscataway, New Jersey (January 2017 – Present)
- Advisory Board Member, Global Logistics and Supply Chain Management program, Keyport High School, Keyport, New Jersey (September 2016 – Present)
- Advisory Board Member, Global Logistics and Supply Chain Management program, Salem County Career and Technical High School, Salem, New Jersey (August 2017 – Present)
- Industry Advisory Board Chairman - Center for Supply Chain Management, Rutgers Business School (October 2009 – July 2014)
- Industry Advisory Board Member - Center for Supply Chain Management, Rutgers Business School (September 2000 – July 2014)

Professional Affiliations

- Education Chair, New Jersey Roundtable, Council of Supply Chain Management Professionals (CSCMP) (September 2014 – Present)
- New Jersey Roundtable Member, Council of Supply Chain Management Professionals (2011 – Present)
- American Production and Inventory Control Society (APICS) (1983 – Present)
- Advisory Board Member - LogiPharma Industry Group (January 2007 – July 2014)
- Institute of Supply Management – Member (2016 – Present)
- New Jersey State Logistics Council - New Jersey Department of Transportation

Presentations, Lectures, Keynote Addresses, Professional Speeches

2017

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| NJ Council of County Vocational-Technical Schools - Summer Meeting
Panelist: Global Logistics, Distribution and Supply Chain | July 20, 2017 |
| Rutgers Business School: SCM Certification Program | June 9, 2017 |

Presentation: "Supply Chain Risk Management"	
Middlesex County Vocations & Technical School – Annual Vocational Meeting Keynote Address: Global Logistics & Supply Chain Management	April 26, 2017
Rutgers - Edward J. Bloustein School of Planning and Public Policy Guest Lecturer: Freight and Public Policy Seminar	April 3, 2017
CSCMP Professional Development Meeting Panel Moderator: Healthcare Supply Chain Challenges	January 24, 2017
<u>2016</u>	
Rutgers University Supply Chain Association (RUSCA) Panelist: Logistics and Transportation.	September 21, 2016
Rutgers Business School: SCM Certification Program Presentation: "Supply Chain Risk Management"	June 9, 2016
Rutgers - Edward J. Bloustein School of Planning and Public Policy Guest Lecturer: Freight and Public Policy Seminar	April 4, 2016
<u>2015</u>	
NJTPA – Freight Initiatives Committee, Presentation: "Pharmaceutical Supply Chain Transportation Security"	August 17, 2015
Weiser Mazars LLP – Supply Chain Management Seminar Featured Speaker: "Supply Chain Management and International Trade"	June 18, 2015
Rutgers Business School: SCM Certification Program Presentation: "Supply Chain Risk Management"	June 11, 2015
Rutgers - Edward J. Bloustein School of Planning and Public Policy Guest Lecturer: Freight and Public Policy Seminar	April 6, 2015
CIANJ Technology Roundtable on Supply Chain Disruptions Panelist: "Supply Chain Disruptions"	January 15, 2015
<u>2014</u>	
RBS: Response to Supply Chain Disruptions Panelist: "Leadership in Response to Supply Chain Disruptions"	January 24, 2014
Rutgers Business School - EMBA Class Guest Speaker: "Novartis Outsourcing Case Study"	April 04, 2014
APICS West Jersey Chapter Professional Development Meeting Presentation: "Supply Chain Risk Management"	April 24, 2014
Rutgers Business School: SCM Certification Program Presentation: "Supply Chain Risk Management"	June 13, 2014
<u>2013</u>	
NJ Business Education Summit Panelist: "Best Practices in Supply Chain Education"	March 15, 2013
Rider University Symposium: Current and Future Generation Supply Chains Presentation: "Supply Chain Risk Management"	April 5, 2013
Rutgers Business School - EMBA Class Guest Speaker: "Novartis Outsourcing Case Study"	April 12, 2013
LogiPharma Webinar Presentation: "A Practitioners View of Supply Chain Risk Management"	August 1, 2013
2013 LogiPharma Conference Presentation: "Creating an Internal Supply Chain Academy"	Sept 17-19, 2013