

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

Significant Business 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 Work Experience

Rutgers Business School, Rutgers, the State University of New Jersey September 2013 – Present
Associate Professor of Professional Practice, Department of Supply Chain Management (April 2018 – Present)
Director, SCM Undergraduate Program – New Brunswick (April 2018 – Present)
Assistant Professor of Professional Practice, Department of Supply Chain Management (09/2014 – 04/2018)
Assistant Director, SCM Undergraduate Program – New Brunswick (September 2015 – April 2018)
Director, Supply Chain Career Expo (January 2015 – September 2020)
Co-Director, Center for Supply Chain Management (July 2014 – January 2016)
Part-Time Lecturer, Department of Supply Chain Management (September 2013 – July 2014)

Professional Work 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

- 2020 Teaching Innovation Award – Department of Supply Chain Management, Rutgers Business School
- 2016 – 2017 Dean’s Meritorious Service Award, Rutgers Business School

Grants

- 2020-2021 Memorandum of Understanding: New Jersey Department of Education and Rutgers Business School, \$10,010, Primary Investigator, Enhance the SCM Secondary School Curriculum.
- 2019-2020 Memorandum of Understanding: New Jersey Department of Education and Rutgers Business School, \$70,096, Primary Investigator, Enhance the SCM Secondary School Curriculum.
- 2018-2019 Memorandum of Understanding: New Jersey Department of Education and Rutgers Business School, \$132,677, Primary Investigator, Create and develop the SCM Secondary School Curriculum.
- 2018 Memorandum of Agreement: New Jersey Department of Health and Rutgers Business School, \$141,947, Co-Primary Investigator, Create and Opioid Early Warning Alert System.

Media and Publications

- *The Wall Street Journal*, July 2020, “Drugmakers Race to Build Covid-19 Vaccine Supply Chains”, by Elaine Chen, quoted as Subject Matter Expert
- *Voice of America*, May 2020, “Why Congress Wants to Protect Drug Supply Chains from China”, by Lin Yang, quoted as Subject Matter Expert.
- *NJ.com*, April 2020, “Supplies of some drugs used to treat coronavirus patients are running low in N.J.”, by Amanda Hoover, quoted as Subject Matter Expert.
- *NJ ROI*, March 2020, “Expert: No need to panic, pharma companies were ready for break in supply chain from China”, by Paul Bergeron, featured interview.
- *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*, Textbook, 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

Professional Affiliations

- Institute of Supply Management – Member (2016 – Present)
- Education Chair, New Jersey Roundtable, Council of Supply Chain Management Professionals (CSCMP) (September 2014 – July 2018)
- NY/NJ Roundtable Member, Council of Supply Chain Management Professionals (2011 – 2021)
- Advisory Board Member - LogiPharma Industry Group (January 2007 – July 2014)
- Association for Supply Chain Management (ASCM *formerly* APICS) (1983 – Present)
- New Jersey State Logistics Council - New Jersey Department of Transportation

Academic Affiliations

- Advisory Board Member, Global Logistics and Supply Chain Management program
 - Bergen County Technical Schools, Paramus, NJ (November 2020 – Present)
 - James J. Ferris High School, Jersey City, NJ (July 2020 – Present)
 - Keyport High School, Keyport, NJ (September 2016 – Present)
 - Middlesex County Vocational and Technical Schools, Piscataway, NJ (January 2017 – Present)
 - Passaic County Technical Institute, Wayne, NJ (January 2017 – Present)
 - Salem County Career and Technical High School, Salem, NJ (August 2017 – Present)
 - School of Business, Technology, Marketing and Finance, Paterson, NJ (November 2018 – Present)
 - Union County Vocational and Technical School, Union, NJ (July 2020 – Present)
 - West Orange High School, West Orange, NJ (February 2022 – Present)
 - Westside High School, Newark, NJ (May 2020 – Present)
- Master Teacher - Advanced Career: Global Logistics and Supply Chain Management program, New Jersey Department of Education and Southern Regional Education Board (April 2015 – 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)

Academic Service

- RBS Undergraduate Policy Committee, Department Representative (2018 – 2021)
- Dean's Meritorious Service Award Committee, Department Representative (2019 and 2021)
- Director, SCM Undergraduate Program – New Brunswick (2018 – Present)
- Assistant Director, SCM Undergraduate Program – New Brunswick (2015 – 2018)
- Director, SCM Career Expo (2015 – 2020)

- SCM NTT Faculty Screening and Selection Committee Member (2018 – Present)
- Course Coordinator, 799:301 Introduction to Supply Chain Management (2016 – Present)
- Course Coordinator, 799:330 Business Logistics and Transportation (2016 – Present)
- Course Coordinator, 799:420 SCM Industry Client Projects (2016 – 2020)
- Co-Director, Center for Supply Chain Management (2014 -2016)

Presentations, Lectures, Keynote Addresses, Professional Speeches

2021

Rutgers - Edward J. Bloustein School of Planning and Public Policy
 Guest Lecturer: Freight and Public Policy Seminar
 March 30, 2020

2020

CCICADA Workshop on the Supply Chain for Vaccines During the Pandemic
 Panelist: - Panel I: Vaccines
 August 27, 2020

Rutgers - Edward J. Bloustein School of Planning and Public Policy
 Guest Lecturer: Freight and Public Policy Seminar
 March 30, 2020

2019

LogiPharma Conference
 Panelist: - Tapping into Top Talent to Drive the Supply Chain of the Future
 September 17, 2019

Rutgers - Edward J. Bloustein School of Planning and Public Policy
 Guest Lecturer: Freight and Public Policy Seminar
 April 1, 2019

2018

Rutgers Business School: SCM Certification Program
 Presentation: "Supply Chain Risk Management"
 June 8, 2018

Kean University
 Panelist: Career Awareness Program
 May 30, 2018

Rutgers - Edward J. Bloustein School of Planning and Public Policy
 Guest Lecturer: Freight and Public Policy Seminar
 April 2, 2018

2017

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
 Presentation: "Supply Chain Risk Management"
 June 9, 2017

Middlesex County Vocational & 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