

Melinda Kate

Supply Chain & Information Technology Executive

Summary of qualifications

I am a Supply Chain information technology executive with a proven history of turning around underperforming organizations. Background includes Director, Strategic Manager, Client Executive, Consultant and Program Management. Scope includes leadership, multi-million dollar budgets, contract negotiations and implementation, business development, troubleshooting, quality programs, and asset management. I also hold a government clearance.

Experience that brings measurable value

Supply Chain & Information Technology Executive 1983 to Present **Seagate – Los Angeles, CA**

- Leader of U.S. Public Sector Supply Chain Management negotiating multi-million dollar supplier contracts adhering to Federal procurement standards
 - Implemented policies and processes saving millions of dollars annually
- Program Manager & leader of the team responsible for the creation, implementation and operation of an Asset Management model for a government program consisting of ~1.6 million of hardware/software assets valuing in the hundreds of millions of dollars spanning over 400+ locations in the U.S. and Japan
- Program Manager & Director responsible for leading implementation of umbrella contract governing EDS's multibillion-dollar relationship with major North American automotive client
 - Completed 230 diverse deliverables, including asset management, IT security, service level metrics, site documentation, capacity planning, and service pricing
- Delivery leader responsible for a 400-person Service Management organization supporting an automotive client, ensuring consistent operational performance across the US achieving ISO 9001 certification
 - Streamlined operations, cutting costs 43 percent, while increasing customer satisfaction
 - Achieved "green status" for all contract performance metrics simultaneously for 1st time in group's history.
- Other positions held include Account Executive, Account & Operations Manager, Supervisor

General Manager, Volt, Chicago, OH 1994

Analyst/Programmer. InfoTech, Dayton, OH1981 to 1988

Influence in the industry

- Certified Asset Manager and Software Asset Manager by the International Association of Information Technology Asset Managers
- '2006 Software Asset Manager of the Year' given by the International Business Software Managers Association
- Patent recipient
- American Production and Inventory Control Society (APICS) Certified
- Graduate, Manufacturing Professional Development Program

Education

M.B.A., Harvard, 1999

B.S. degree in Data Processing, Yale, 1980