

IAN ROGERS

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San Francisco, USA

PROFILE

Ian is a global, senior multi-channel retail executive leader who brings the 'science of retail' to businesses by easily moving from vision and strategy to execution. His expertise has been gained from working in multiple countries (Canada, UK, US, China) and in multiple sectors including multi-channel retail (office products, mass merchandising, lifestyle brands) and manufacturing. He has over 20 years of experience working with Fortune 500 companies in both senior line leadership and management consulting positions in supply chain and IT. His focus is on improving performance through improved information, processes and infrastructure. This is achieved by providing the leadership, strategy, methodology, and expertise to produce creative solutions based on supply chain competencies – blending the right mixture of business process re-engineering, change management and technology enablement to deliver measurable cross-functional business value in a managed phased approach.

EMPLOYMENT HISTORY

eNabler Inc

2004 – present

Management consultant (owner) specializing in multi-channel business process content, process re-engineering, project management and technology enablement.

Past engagements include:

- Led the business process design for a new retail model. - *J.Christopher Capital (holdings include Tory Burch, Jaw Bone)*
- E-commerce startup planning - *Tesco China*
- Evaluated the business processes & capabilities for site selection and build.- *Disney English Greater China*
- E-commerce commercial reviews & fine tuned retail strategy– *Disney Consumer Products Greater China*
- E-commerce commercial review & review of the key online levers – *Disney Store Online Europe*
- Study of current fulfillment provider & feasibility of alternative solutions.- *Disney Stores Online Europe.*
- Hired in-house as VP Operations & IT (2007 to 2009) for a cross-channel retailer, responsible for Distribution Centre/ Logistics/Importing, IT, Loss Prevention, Sustainable Development and Product Quality. As a member of the company's operating board was responsible for the overall running of the business including the 5 year business plan. Selected and implemented a full end to end integrated ERP to enable the multi-channel customer centric approach, with one single view of the customer. – *The White Company, a multi-channel lifestyle retail UK based brand (www.thewhitecompany.com)*

- Project managed international sourcing item collaboration project, with a large project team (70 people at peak) in multiple countries. - *Tesco (non-food international sourcing)*
- Project managed manugistics forecast and replenishment implementation (v7.2.0.1). The core team was 30 people with a peak of 63 people, and an estimated 6,500 days of work effort. – *Canadian Tire*
- Led business requirements determination project for vendor communications web-based portal. – *Canadian Tire*

CAPGEMINI**2001 - 2004**

An international management consulting company with 60,000 employees

- Managed the national rollout of a 3rd party supplier program for a national retailer (Canadian Tire). This required the understanding of the business goals, the sometimes-conflicting objectives of head office versus the stores, and how to determine a win-win solution.
- National lot tracking and traceability strategy.
- Information working sections with major retailers on RFID insights.
- Part of the international CGEY team that develop the business case and value proposition for implementation of Data Synchronization that concluded a 10-15% bottom-line improvement in profits with data synchronization.
- Managed a distribution network review for a national book retailer (Indigo). During this project over \$3.6 million in opportunities were identified. A coherent overview of their product flow and the business rules for the various products were identified.
- Retail and supply chain specialist for the selection of an ERP system (SAP Retail) for a major book retailer (Indigo). Provided detailed business knowledge of retailing and supply chain in order for the client to understand the potential business redesign and opportunities that a properly selected ERP could enable.
- Supply chain assessment of a major agricultural distributor (Cargill). Identified opportunities \$10 to \$30 million in inventory reductions, and \$0.75M to \$3.5M in transportation savings. Analysis and comparison to competitors in their industry from a financial viewpoint.
- Developed the business benefits for the implementation of ERP (Manugistics) at a major beer brewer (Labatt's).
- Back-office assessment team at a major quick service client (McDonalds). During this project business requirements were determined, major process mapped out and several application packages were evaluated. The resulting deliverables were a clear road map on the required enabling technology required to support the business.

ZELLERS – Director, Planning and Supply Chain**1999 - 2000**

A 330 store mass merchant retailer with sales over \$5 billion.

Led the plano-gram, EDI, and New Store Controls teams (20 associates), and provided overall supply chain advisory support.

- Converted 2000 vendors from manual purchase orders to full EDI to provide an \$8 to \$12 million annual savings.
- Re-designed the plano-gram process from a visual tool to a financial tool, as the plano-gram drives the base inventory investment in the 330 stores.
- Active member of management team that implemented \$40 million Retek (ERP) system.

GRAND & TOY – Director, Demand/Supply 1997 - 1999

A leading office supply company to companies and consumers; a Boise Cascade Company.

Led the Demand/Supply team to improve the inventory levels at 7 distribution centers.

- Re-engineered the procurement process, moved from de-centralized to centralized structure in order to ensure consistent inventory mix and service levels across the country.
- Established formal inventory polices, designed and implemented Closed Loop Forecasting Process (Demand Solutions), implemented distribution resource planning (DRP), established inventory training, and created an empowered, enthusiastic team.

PPG CANADA INC., Coatings & Resins Division 1983-1997

A Fortune 500 Company, PPG is a leading global manufacturer, supplying products for manufacturing, automotive, construction, and chemical processing.

Led the customer service, production scheduling, capacity planning, inventory control, material procurement, receiving, shipping and local truck fleet teams (50 associates union and non-union), to provide supply chain services to support the company goals.

- Established requirements for the design and implementation of a finished goods warehouse to consolidate from three locations to one.
- Active member of the Quality Steering Committee which established and implemented the annual business plan. Ensured a clear linkage between the business plan, departmental goals and individual accountabilities.
- Achieve reductions to work-in-process by 300%, manufacturing cycle time by 70%, inventory by 30%, customer and supplier on time deliveries increased from 85% to 99%, inventory accuracy increased from 70% to 93%.
- Managed the attainment of ISO9001 and QS9000 certification.

Manager, Customer Services & Logistics (1996-1997)

Manager, Customer, Operations Planning Services (1993-1995)

Manager, Customer Service (1991-1992)

Team Leader, Cycle Time Reduction Team (1990-1991)

Sales/Technical Service Representative (1990-1991)

Technical Service Representative (1987-1990)

Technical Chemist I (1986-1987)

Technical Chemist II (1985-1986)

PROFESSIONAL DEVELOPMENT/EDUCATION

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|---|------|
| University of Waterloo, B.Sc. Chemistry | 1983 |
| Hong Kong International School, Hong Kong | 1979 |

ASSOCIATIONS

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| Co-chair of ECCnet Enabler committee | 2000 |
| Co-chair of the “Enabling the Supply Chain” committee (Retail Council of Canada) | 1999 |
| International Uniform Code Council (UCC) – Canadian standards representative | |
| Member of ECRx Enabler Committee | |