

GARY A. THOMPSON
1103 South Charles Ave
Naperville, Illinois 60540
630-428-7647 (home), 630-841-6816 (cell), gathom@comcast.net

SUMMARY: Twenty five years of experience delivering high-impact, bottom-line results for a strong list of Fortune 1000 companies. Deep expertise in Strategy, Operations, and Business Development. A proven leader who thrives in challenging and uncertain environments with a demonstrated ability to lead, develop and motivate teams

EXPERIENCE

- 2005 - Present **QUO VADIS TRAINING & CONSULTING** Naperville, IL
Owner and Founder
- Created a professional development and consulting firm helping clients achieve superior results by developing and applying exceptional analytical and communication skills within their organizations
 - Grew the firm to 25 clients in just four years with double digit sales growth each year. Clients include many leading global companies such as Siemens, Hewlett-Packard, Sony, J&J, BestBuy and Sara Lee
- 2003 - 2005 **ARCHSTONE CONSULTING** Chicago, IL
Director
- Contributed to the growth of a startup management consultancy, helping it build the organization, develop service offerings, obtain clients and manage project teams. The firm grew from its inception to \$40MM in revenue and 200 employees in two years.
 - Played a leading role in landing and delivering two of the firm's three largest accounts:
 - A \$3.5MM profit improvement program for a \$1.2B distributor of MRO (Maintenance Repair and Operations) products that achieved \$30MM in profit improvement
 - A \$2.7MM strategic sourcing engagement for a \$700MM manufacturer of printing presses in Europe and North America that produced \$40MM in cost reductions
- 1994 - 2003 **A. T. KEARNEY, INC.** Chicago, IL
Principal
Operations
- Managed a major Supply Chain Transformation engagement for a leading cereal and convenience food company. The engagement won the firm's annual "Great Client Work" award for a perfect client quality rating and generated over \$225MM in annualized benefits through:
 - Manufacturing improvements in utilization, throughput and reduced loss
 - Supply Chain Network redesign and Asset consolidation
 - Implementation of a Sales, Operation and Planning process
 - Managed a 35 person consultant team that strategically sourced \$2.5B in external spend for a large waste hauling company, delivering \$200MM in annual cost savings
 - Led a Supply Chain assessment for a leading Office Supplies retailer that identified \$100MM in annual cost savings through:
 - Logistics Network redesign
 - Process improvements in Replenishment and Inventory management
 - Strategic Sourcing
 - Implementation of a Performance Measurement process
 - Led a Demand Management initiative that identified ~\$50MM in annual savings through modifications to the external buying practices and policies of a \$40B retailer
 - Led a Strategic Sourcing engagement for a large Engineering and Construction firm, utilizing traditional product sourcing strategies and electronic auctions to achieve an average category savings of 20% on \$1B in capital goods
 - Planned and executed a high profile, \$1B class action law suit for a large insurance client, including process design, financial modeling and third party vendor management. Effective implementation led to a quick settlement and reduced risks with the project completed 25% under budget

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EXPERIENCE
(continued)

A.T. KEARNEY, INC. (continued)

Operations (continued)

1994- 2003

- Led a major process reengineering and cost savings initiative for the maintenance department of a U.S. based oil refinery that led to a 25% reduction in operating costs through improved maintenance performance and reduced dependence on outside contractors
- Managed client teams in the development and implementation of a preventive maintenance program for an engine assembly plant for a “Big Three” automobile manufacturer, resulting in a 10% long term improvement in overall machinery uptime

Strategy and Business Development

- Ranked in the top quartile of the firm’s Principals in business development two of three years, generating a yearly average of \$6+MM in new business
- Developed the business strategy and operating model for a client’s horizontal B2B capital goods exchange
- Served as a major contributor to developing the procurement outsourcing strategy for A.T. Kearney’s parent company, EDS. Activities included analysis of the procurement outsourcing market, competitor evaluation, operating model design and financial modeling and analysis
- Led the firm’s Midwest-based business development efforts for the firm’s survey of best practices in eProcurement

Organizational Development and Leadership

- Winner of the firm’s first ever “Spirit of A.T. Kearney” award, given to the individual who has done the most to contribute to the firm’s morale and culture
- Developed the curriculum, taught and administered numerous firm training courses including Strategic Sourcing, Presentation Skills and Business Analyst Skills Development
- One of three Principals selected to establish the firm’s Supply Chain methodology and manage the quality of Supply Chain intellectual capital
- Led recruiting efforts at Kellogg Graduate School of Management and produced an unprecedented 100% conversion rate of student offer acceptances

1990 - 1994

VECTRA TECHNOLOGIES, INC.

Naperville, IL

Project Manager, 1991 - 1994

Superior client service and demonstrated technical expertise resulted in a personal request by senior executive of firm’s largest client to serve on loan to its staff as Project Manager for three years.

1985 - 1990

UNITED STATES NAVY

Alameda, CA

Lieutenant, Electrical Division Officer, USS California

Electrical Division officer who managed a 20 person division whose divisional readiness and performance was consistently rated as Outstanding. Selected by Chief Engineer to serve as the lead supervisor in two of the ship’s three critical plant operational exams

EDUCATION

J.L. KELLOGG GRADUATE SCHOOL OF MANAGEMENT

Evanston, IL

NORTHWESTERN UNIVERSITY

- Master of Management degree, August 1994. GPA: 4.0/ 4.0
- Majors in Strategy, Marketing and Economics

UNIVERSITY OF MASSACHUSETTS

Amherst, MA

- Bachelor of Science degree in Electrical Engineering, June 1985. GPA: 3.5/ 4.0
- Member Eta Kappa Nu, engineering honor society

PERSONAL

Interests include reading, running, weight lifting, statistics, golf and spending time with my family