

SHASHIKANT SATHAYE

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Highly experienced in supply chain management with operational experience in all aspects of the supply chain – from manufacturing floor to large global supply chain networks. Recent consulting experiences in improving supply chain operations, production operations and streamlining patient flows in hospitals. Have excellent skills in developing and implementing supplier best practices. I have recently finished my MBA (finance).

SUMMARY OF EXPERIENCE

Business Analytics Excellence, LLC

2018 – To date

President:

Consulting Activities

ERP deployment and Process improvements at Catalent	2018 – 2019
Supply Chain process improvements at PII	2020 - Ongoing

Catalent Pharma Solutions

2007 – 2018

Director – Business Analytics and Excellence.

Catalent PharmaSolutions is global Pharmaceutical manufacturing company with 30+ locations around the world specializing in Softgel, Aseptic and Biological products as well as supporting clinical trials. I was responsible for providing business analytics support, developing SQDC metrics, managing Capex process and global inventory:

- More than 10 years of Pharma experience and knowledge of different forms of manufacturing – solid doses, softgel capsules, blow/fill/seal and aseptic products as well as packaging technologies. I have developed understanding of what is critical for Pharmaceutical industry in terms of operational excellence – quality, delivery, and costs.
- Worked with most of the Catalent's systems (global as well as local) and understand what information is needed to manage the business efficiently – Procurement, Manufacturing, Quality, Warehousing/ Distribution systems.
- Hands-on experience in extracting data from different systems and integrating them to create meaningful information to manage and improve productivity.
- Responsible for managing weekly operating mechanism for site KPIs and this included defining the KPIs, working with the site ERP system to understand what data needed to collected/extracted from the local ERP system (13). In this role, I also got involved with the sites to drive and develop improvement strategies for delivery, inventory, and productivity.
- Designed Capex system and ran the Capex prioritization process as well was responsible for business cases for the large projects.
- Worked with MES and Serialization teams to help define the business case and understand what functionality is needed in MES to support quality requirements, process recipes, tracking of equipment performance (CMMS), and monitoring of quality control. With respect to serialization, understand the architecture and what is need to make the system work. Responsible for Business Analytics
- Designed Spend Analytics system – implemented in third party SAAS -

NYU Polytechnic University

2005 – Present

Adjunct Professor – Industrial Engineering/Manufacturing Engineering: Teach graduate level courses in Operations Management, Robust Design, and Quality Control.

Principal – Supply Chain Design

ESE Group Inc. is a premier consulting firm with three major areas of focus: Strategic Supply Chain Design and Management, Supply Chain Optimization, and Target Costing. I am responsible for developing the Strategic Supply Chain Management theme. Most recently I have worked with hospitals to improve the capacity of the surgical operating suites by implementing innovative parallel processing and equipment. This resulted in incremental revenue opportunity of more than \$5M. I have also consulted with medical device manufacturers to optimize their global supply chain networks, alternate sourcing, redesign Sales and Operation Planning processes and improve production flows.

AVAYA Inc. (formerly the Enterprise Networks Division of Lucent Technologies)

1997 to 2001

Senior Manager – Supply Chain Strategy & Network Modeling

AVAYA Inc. is a \$ 7 B enterprise communications products and services company. Was responsible for developing Worldwide Supply Chain Strategy and getting it implemented. Includes promoting the strategy in the different functional groups in the Supply Chain organization and ensuring each functional organization's objectives are aligned with the strategy. Work with the functional groups to define and implement initiatives to realize the strategy.

- Member of negotiating team for outsourcing manufacturing and distribution. Responsible for the financial and operational aspects of the deal. Expect to realize nearly \$400 M in savings over 5 years. Developed best practices for managing outsourced mfg and logistics.
- Developed Metrics Dashboard for the supply chain operations; setting targets for each metric.
- Developed e-procurement strategy through prototyping activities such as reverse auctions, online RFQ, etc using third party e-business solutions
- Developed Supply Chain Initiatives to support AVAYA Re-engineering Program – such as Web Enabled Ordering, Supply Line Re-engineering, Redesigning the reverse logistics and maintenance sparing supply chain. These initiatives are expected to reduce supply chain costs by more than \$30 M
- Developed strategic network models of the supply chain using in-house developed Global supply chain analysis tools and used them to set realistic goals and identify opportunities for improvements. Also developed stochastic models using WITNESS/pro-Model Simulation languages of the supply chain to identify critical parameters.
- SAP ERP Implementation – Responsible for defining and developing ABAP Queries during the SAP implementation for management reports for tracking and monitoring Supply chain activities and the resulting performance. This enabled the company to meet its end of year demand and meet the revenue targets. SAP super user status and continued to work in SAP to access and retrieve information needed for planning.
- Implementing Product Target Costing to achieve Best In Class product costs. Working with market management, R&D, and Mfg to develop the sweet spots for each configured products, defining target costs for the selected configurations using benchmarking and reverse engineering, and defining programs to realize the target costs. Realized costs that were below best competitor costs for most of the new products. This reduced the costs on annual basis by more than \$ 50M.
- Providing metrics and developing processes to improve and sustain delivery performance to end customer of > 90% on complex make to order system solutions. Processes include leveraging 3PL as well as focused initiatives within the company to achieve the high delivery performance and implementing productivity improvements of the installation process. Improved delivery performance from low 70% to more than 90%.
- Design of new product design and introduction process; responsible for defining the supply chain aspects of the product design – from early supplier involvement, vendor sourcing, manufacturing and logistics network design, to full ramp-up of production. The early impact is to reduce time to profitability by 50% and meet market window.

BELL LABS – Lucent Technologies Inc.

1980 – 1996

Technical Manager – Manufacturing Systems Engineering

1986 - 1996

Planned, directed, and managed manufacturing operations and logistics improvement projects. Defined and managed research programs on Cost and Performance Modeling methods for Supply Chain Management:

- Implemented scheduling tools on circuit pack lines and improved the delivery performance from 40% to 99+ % while improving the process capability by 20%.

- Defined Bell Labs manufacturing research program on Cost and Performance Modeling to analyze and design Global Supply Chain. The tools helped develop supply chains that reduced effective tax rates and overall landed costs.
- Developed Enterprise Models for Re-engineering of Consumer Products Business – including System Driven Design, full stream inventory analysis, supply chain optimization and manufacturing performance analysis to double the gross margin.
- Planned, defined and managed program for supporting the efficient globalization of its manufacturing and distribution operations.
- Systems Engineering for Manufacturing Execution Systems
- Managed development and implementation of Operations research applications and SQC tools to improve the production flows in Electronic assembly plants
- Managed team supporting the definition of SEMATECH CIM Architecture
- Information Needs Analysis for Sub-micron IC Fabrication and Semiconductor Manufacturing.
- Network Systems Order Realization Process Re-engineering

Distinguished Member of Technical Staff – Manufacturing Systems Engineering 1980 – 1986

Responsible for developing new manufacturing and logistics analytical modeling tools and applying them to semiconductor fabrication, electronics assembly and wire & cable manufacturing:

- Developed simulation models of semiconductor fabrications lines and used them for design as well as production scheduling and bottleneck management – one the first to quantify the effect of re-circulating queues and its impact on line throughput.
- Developed queuing models of semiconductor operations for understanding the effect of production line policies and procedures that allowed the management to understand the effect of their inter-operation material flow policies and modify them to ensure most effective use of bottlenecks.
- Developed Capacity Analysis tools for designs of electronic assembly lines, semiconductor lines and chip packaging operations
- Designed automated circuit pack lines and electronic final assembly lines.
- Developed production scheduling tool (based on Linear programming) for resource constrained MRP schedules for semiconductor lines – the model automatically identifies critical bottlenecks as a function of product mix and use it to schedule the production.
- Led Operations Flow Improvement Team to implement JIT for Telecommunications Equipment Manufacturing plant.

EDUCATION

MBA – Finance – Rutgers Business School, Newark, NJ, 2006

Ph.D. – Industrial Engineering/Operations Research, TEXAS A&M University, 1980

M.E. Industrial Engineering, TEXAS A&M University, 1976

B. Tech – Mechanical Engineering, Indian Institute of Technology, Bombay India, 1974