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Objective: Use 28 years of experience with supply chain management, integrated logistics support (ILS), global distribution, joint warehouse operations, process leaning, customer service, foreign military sales, P&L execution, and program management to help a company gain market share while providing growth and apparent value to its customers.

PROFESSIONAL EXPERIENCE

**Naval Inventory Control Point – Price Fighters Division
Business Management Specialist**

Jan 2008 – Present

Examines supply chain, distribution, materials procurement, logistics engineering processes, and resource management planning data for improvements across acquired, upgraded, and modified Navy, DHS, and Air Force weapons systems. Completes technical reviews, fact-finds to defense suppliers, and review of multi-million dollar proposals to support program offices and contracting officers on the F-18 aircraft series, including engines, avionics, and related systems.

**Performance Management Consultants
Senior Logistics Consultant**

Jul 2006 – Jul 2007 (contract ended)

Supported financial audit remediation services at an aviation repair and supply center in response to findings from a 2004 Chief Financial Officer audit. Researched, retrieved, and analyzed delivery orders, vendor invoices, financial payments – organization and department of treasury -- and confirmation documents, to substantiate seed price estimate and support for over \$692.5M of inventory on the customer's balance sheet. Recommended process improvements in the areas of inventory management, financial management, systems, and procurement to improve fiscal auditability. Led weekly update sessions with CPAs, core customer, project manager, and other military and civilian representatives.

**Serco NA – Virginia Beach, VA
Independent Consulting Specialist**

Jan 2003 – Jun 2006 (contract ended)

Reviewed proposals to help resolve engineering change proposal disconnects and reduce contract costs to Navy and Air Force programs. Examined supply chain systems, distribution, materials procurement, process flow, and logistics processes for strategy development and improvements. Developed and taught training courses, such as cost/pricing analysis, ILS and process leaning. Reviewed requirements, performance and cost data to develop and defend Business Case Analyses to determine feasibility of pursuing Performance Based Logistics (PBL) Agreements with incumbent or outsourced sites. Reviewed proposals for price reasonableness to support consumables, repair, obsolescence and procurement services. Drove awareness of life cycle cost (LCC), total ownership cost (TOC) processes.

**Solectron Corporation – Charlotte, NC
Regional Warehousing Manager - North American Materials Staff**

Mar 2001 – Oct 2002

Provided warehousing and ILS to 6 regional sites and transportation support to 15 locations. Led key performance-based management for manufacturing support operations with \$3B of company's revenues. Developed specification to standardize bar code labeling issues for 1,000 product suppliers. Leaned warehousing processes by 10% and increased support to electronics manufacturing operations. Facilitated seven optimization projects to improve core warehousing functions, speed up material flow, reduce headcount, and renew confidence in process. Worked with Top 5 Consulting Firm to determine value-add for future of supply chain in the North American Materials Organization, with emphasis on use of TOC, LCC and mean time (failure, repair, logistics delay) data analyses. Represented company on the NC State University's Supply Chain Consortium and developed optimization projects to benefit Solectron and other members.

Xerox Corporation - Webster, NY

Sep 1998 – Mar 2001

Manager, U.S. Warehouse Operations - North American Supply Chain Logistics and Support. Managed order fulfillment to support parts, supplies, and equipment requirements for 1,000s of service engineers and agents throughout North America, Latin America and Europe. Distributed consumables, parts and equipment to Office Max, Office Depot, Staples, SAMs Club, Best Buy and other retailers. Directed 3 production control and assembly- /pick-to order operations for digital printers, faxes and copiers and multiple accessory lines. Managed 7 direct reports, 145 salaried and 562 union employees, 30 U.S. distribution centers and 2.9M SF of warehouse operations. Held P&L accountability for \$75M account. Managed \$700M of inventory and \$80M capital assets. Used six-sigma tools to

improve network personnel safety, spares packaging, and spare parts delivery from Canada. Received Process Improvement Award for leaning over \$1.2M from the consumables product supply chain and reduced spare parts material inventory by \$156M. **Manager, Logistics Strategy and Channels Distribution Center Operations.** Developed long-term operations strategies for 27 national and 50-plus worldwide distribution centers. Managed a 3rd Party Packaging Operations which supported routine and emergency parts orders to six distribution centers. Started up a Canadian-based spare parts distribution center. Responsible for two warehouses, totaling 400K SF and 3rd Party and union labor. Fulfilled orders of consumer-demanded parts, supplies and equipment to various North American retailers. Coordinated corporation's first warehousing analysis for North/Latin American and European operations. Identified critical steps to reduce space and costs from the global distribution network. Revitalized and directed cross-functional teams to resolve data integrity in legacy systems, aged inventory, national customer support, escalation processes, and emergency shipping challenges. Actions contributed to winning CEO Retention Award and promotion to lead US warehousing operations to support parts, supplies, and equipment ops.

**United States Air Forces (EUROPE) – Spangdahlem Air Base, Germany
Supply Squadron Commander and Chief of Supply**

Jul 1997 – Jun 1998

Managed diverse 320-member population, 8 direct reports, 3 distribution centers, materials planning and purchasing, hazardous material plant, fuel/cryogenics distribution facility and 95 courtesy storage sites throughout Germany. Provided \$420M of fast moving supplies, consumable goods and equipment to support 5,000-member unit with 90 fighter aircraft. Resolved ILS and spare parts reliability challenges for engines, avionics and munitions maintenance organizations before they impacted operational support. Assisted Logistics Executive with leading 1,700-member group through key reorganization, daily deployments, distribution center rationalization and business process changes. Key logistician in planning the base's first new 300K SF distribution center in 20 years. Led team of information systems personnel to resolve critical business process problems with: picking warehouse inventory, controlling hazardous materials and integrating equipment and parts inventories. Helped unit earn \$500K cash award. Received numerous awards and commendations before completing 20-year career and transitioning military.

United States Air Force – Worldwide Operations

Sep 1979 – Jun 1997

Managed \$632M Foreign Military Sales USAF and Bahrain Defense Force. Saved customer over \$2M in annual operating expenses. In-country "on-the-ground" Action Officer for distinguished US civilian and military visitors. Managed domestic/international transportation and ILS requirements for 900 personnel and 498 critical communications-electronics vehicles, satellites and support equipment in a joint-staff controlled unit. Monitored \$29M of supply stocks, \$10M of readiness spares packages and \$70M worth of communications equipment. Directed the \$4.8M operations and maintenance budget and \$2.5M stock fund. Motivated warehouse team to timely process an average of 1,787 issues and 567 receipts monthly. Exceeded DoD inventory reduction goal by 8%. Directed ILS actions for 40 deployments, including monitoring flow for 57 aircraft with 1,847 tons of cargo and 1,107 passengers. Redesigned "unfunded items" process, resulting in improved management of \$1.4M in requirements. Managed several programs (e.g., modification of MH-53 helicopters, classified systems network upgrades, weapons system support) and recognized by numerous customers.

EDUCATION

- Defense Systems Management College: Acquisition Logistics and Program Management Courses
- Air Command and Staff College and Armed Forces Staff College
- Atlanta University - Atlanta, GA: Master of Science – Biology, minor in Immunology (3.76 GPA)
- Voorhees College - Denmark, SC: Bachelor of Science – Biology, minor in Chemistry (3.88 GPA)

ADDITIONAL TRAINING AND CERTIFICATIONS

- Defense Institute of Security Assistance Management
- Six Sigma Training for Senior Managers (Xerox Corporation)
- Professional Military Comptroller Course (Air University)
- Special Experience Identifiers in International Logistics, Security Assistance and AFLC Career Broadening programs
- Professional education and assignments for Joint Specialty Officer Certification, awaiting Defense Secretary's award

PUBLISHED AUTHOR

- *The Defense Logistics Agency -- Providing Logistics Support throughout the Department of Defense.* Air University Press (Air Power Institute - October 1993).
- *The Regulation of Natural Killer Cell Activity by Interferons and Interleukin-2* (Thesis submitted to and defended before Biology Department Faculty, Atlanta University (Atlanta GA))

CAPABILITY SUMMARY

Professional Highlights

- Retired US Air Force Lieutenant Colonel (Supply Squadron Commander and Chief of Supply)
- Corporate senior logistics and supply chain manager for Xerox and Solectron corporations
- 28 years experience working logistics at retail, wholesale, joint and international levels
- Supported supply, distribution, manufacturing, transportation, finance and acquisition requirements
- Understand logistics/supply chain operations in Defense/State departments and Corporate America
- DAIWA (Air Force and Navy) certified in program management and acquisition logistics
- Participated, facilitated, and "championed" key improvements, yielding multi-million dollar savings
- Independent Consultant in Resource Management, Logistics, and Supply Chain Management
- Xerox CEO Retention Award recipient in 2000 -- after 18 months and being an outsider to company

Core Competencies

Consulting

- Requirements Definition and Risk Assessment
- Supply Chain Management (SCM) Strategy Development/Analysis and SCM Systems Analysis

Facilitation

- Business Process Improvement
- Integrated Process Team
- Lean Events
- Project Management

Training

- Advanced Proposal Cost Analysis Workshop
- Cost Analysis (Introduction) Seminar

Samples of Projects Consulted On - details available, where non-proprietary and unclassified

1. Integration of select U.S. and Canadian high-end equipment into a Canadian-based warehouse
2. Centralization of Low Velocity Spare Parts in Toronto Canada to support U.S. operations
3. Communications-Computer systems network upgrades to expand classified modules
4. Contractor Repair program process improvement for U-2 aviation program office
5. Cost Analysis on Proposals (\$120 M plus) of diverse DoD logistics programs
6. Developed, delivered, and updated Cost Analysis (DoD) Course for E-4B Program Office
7. Cost Savings and Avoidance analysis to process a parts return across regional distribution network
8. Cross-functional consumables item team leadership
9. Global Warehousing Strategy development and execution
10. Improved processing of non-conveyable items in regional distribution process
11. Information Management Project Initiation Form development and execution
12. Inventory Reduction across consumables, equipment and spare parts supply chain
13. Kit processing time reduction (electronics manufacturing company)
14. Performance Work Statement development, assessment and delivery of final product
15. Program Manager - Security Assistance (part of \$620M Foreign Military Sales program)
16. Program Manager - Mid-air Retrieval Capability on CH-53E helicopters
17. Researched and published Primer on Defense Logistics Agency (1991-1993)
18. Requirements definition, development and assessment (risk management) for major DoD program
19. Spares packaging *process and systems* improvements (\$200K annual cost reduction)
20. Specialized Repair Activity Lean Event - Aircraft Systems Health Work Process development team
21. Supply chain management **strategy** development and recommendations for improvement
22. Supply chain management wholesale **systems** analysis and recommendations for improvement

Recent Systems Program Offices Supported – Specific Contact Names Available upon Request

1. U-2 Systems Program Office – Warner Robins Air Logistics Center (GA)
2. E-4B Systems Program Office – Oklahoma City Air Logistics Center (OK)
3. F-18 Program Office – Naval Air Systems Command - Patuxent River (MD)
4. DHS Program Office (including USCG projects) – Washington DC and Elizabeth City (NC)