

THOMAS E. ASHBY

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GLOBAL DIRECTOR OF SUPPLY CHAIN

A motivated and detailed supply chain leader with extensive experience for multi-billion dollar global organizations. Success record in reducing an organization's total cost and implementation of procurement processes. Combines MBA and CPIM certification.

CORE COMPETENCIES

Procurement Management	Strategic Sourcing / Planning	Supplier Negotiations
Cost Analysis	Contract Development/Management	International Sourcing
Market Trend Analysis	Program Management	Inventory Management
Greenfield Site Management	Resource Management	Departmental Budgets

BUSINESS EXPERIENCE

SIEMENS ENERGY, INC. / SIEMENS CORP.

FORMERLY ROLLS-ROYCE ENERGY SYSTEMS, Mount Vernon, OH 2010 - Present

A world leader in the oil and gas industry and a growing force in the global electrical power market for both on-and-off shore applications. An organization with an international presence with a focus on expansion to meet customer expectations in the energy market.

Head of Strategic Procurement

2017 - Present

Managed strategic sourcing team of 5 employees responsible for global sourcing of \$100+ M of products during a typical business year.

- Managed financial budget planning, and cost reduction targets.
- A proven performance record of 11% - 17% cost reduction year over year.
- Employee management and development.
- Directed KPI, sourcing approvals and supplier relationships.

Global Category / Supply Chain Manager – Team Lead

2014 - 2017

Strategic sourcing and supply chain development for \$100+ M of products. Strategically sourced products and develop contracts for electrical components, generators/motors, fire and gas systems, control systems, fluid systems, pumps and filtration.

- Optimized supply chain while reducing total cost and lead-time.
- Negotiated cost reductions reaching 25% for sourced material.

Global Purchasing Program Manager – Mount Vernon, OH

2012 - 2014

Managed the procurement project program to enable capabilities for a robust international supply chain for Rolls-Royce Santa Cruz, Brazil. Developed capabilities for direct and indirect material and facility services; while implementing high performing resources and business processes. Sourced and selected vendors for direct material, equipment, capital assets, and facility services during the construction and long term production phases. Conducted strategy development to build long term solutions in the Brazil market.

- Managed equipment, asset and facility service budgets of \$21.1M project budget, completed 10% under budget.
- Implemented SAP and global procurement processes.
- Hired and trained of high performing employee resources.
- Managed strategy for Brazil Local Content, Facility Services and Cost Reductions.

Regional Purchasing Manager – Aftermarket Americas

2010 - 2012

Successfully managed the implementation and procurement team for aftermarket business with an expanding growth potential. Procurement processes and compliance measurement in the US, United Kingdom and Singapore.

- Managed procurement staff of (5) Material Requirement Planning Controllers and (3) Global Procurement Buyers.
- Implemented local supply chain for Rolls-Royce Houston Repair and Overhaul business.
- Negotiated contracts to accomplish annual cost reduction targets and delivery lead-time requirements.
- Improved delivery performance by 50%.

WORTHINGTON INDUSTRIES, INC., Columbus, OH

2002 - 2009

Premier steel processing company serving the automotive, construction, hardware, aerospace, and other diverse industries with annual sales of \$3B and 6,400 employees in 10 countries.

Commodity Manager

Successfully managed procurement process for business units totaling \$64.5M, including utilities, packaging, paint, industrial bulk gas, janitorial supplies, and MRO supplies. Achieved objectives through effective commodity management including utilization of best practices, identifying market trends, industry benchmarking, supplier development, price controls, cost reductions and avoidances, and supplier performance.

- Reduced annual procurement cost by \$1.5M, an average of 10.4%, by negotiating reduced total costs.
- Reduced MRO full-time equivalents by 75% and transaction cost \$500,000 by negotiating supplier contracts to decentralized ordering.
- Averted company's financial risk by developing detailed contract language to reduce liability.
- Calculated detailed "total cost" models with consideration to product cost, payment terms, conversion cost, inventory cost, freight cost, continuous improvements, and rebate programs.
- Negotiated contracts with strategic suppliers valued at \$16+ M.
- Contributed 67% of department's targeted savings through aggressive cost reductions and improved procurement efficiencies.
- Analyzed continuous "total cost" improvement opportunities and reported values to team members.
- Directed corporations diversified spend by automating the process for generating reports to customers.
- Forecasted and evaluated price changes according to market conditions and contract language with results communicated to accounting and sales departments.

EARLIER RELEVANT EXPERIENCE

THE GERSTENSLAGER COMPANY, Wooster, OH

Subsidiary of Worthington Industries, Inc.

An automotive service provider offering stamping, blanking, assembly, painting, packaging, warehousing and distribution services.

Purchasing Manager

Managed supply chain team of eight employees responsible for the purchase of raw material (steel/aluminum), components, packaging, and MRO supplies for a major aftermarket automotive supplier.

- Negotiated contracts to accomplish annual cost reductions and improve efficiency by consolidation supplier base.
- Implemented procurement processes for QS 9000 and JBA's Vendor Scheduling to increase visibility to production plan.
- Conducted proactive inventory management to enable efficient flow through of production.
- Developed streamlined procurement procedures for quoting, ordering, and expediting products.
- Automated minority reporting process to customers.
- Liaison between Worthington Industries and all Gerstenslager facilities.

EDUCATION | CERTIFICATION

Ashland University

Master of Business Administration – Executive MBA

The Ohio State University

Bachelor of Science, Major: Economics/Business

Certified Production and Inventory Management (CPIM) - APICS

TRAINING

Legal Aspects of Purchasing – Nahabit and Associates, Inc.

Contracts: Reading, Writing and Negotiating – Nahabit and Associates, Inc.

Various leadership training seminars through Worthington Industries, Siemens and Fred Pryor Seminars

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REFERENCES

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Prior – Program Manager Rolls-Royce Santa Cruz, Brazil Project

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