

KATHARINA A.S. BUDNIK, C.P.M.

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SUPPLY MANAGEMENT AND OPERATIONS LEADER

Senior level experience in leading global procurement and strategic sourcing capacities, focused on servicing the Publishing, Entertainment and Direct Mail Marketing industries. Expert in all areas of print buying and production as well as product/specifications development and manufacture of secondary packaging. Effectively impacts pre-tax income and optimizes revenue opportunities through significant cost savings, realized via procurement strategies, negotiations, and continuous process improvement. Optimizes supplier service and product quality while maintaining the integrity of the creative vision behind the product. Result-oriented cross-functional leader who aligns personal performance objectives with corporate goals, develops highly effective teams, negotiates well with internal and external constituents, and demonstrates a strong “best practices” focus and excellent problem-solving skills.

PROFESSIONAL EXPERIENCE:

Tri-Plex Packaging Corporation International, New York, NY

2005 - Present

Director of Global Supply Chain and Operations (9/05 – Present)

Leads global purchasing and production staff for this turn-key provider of manufactured secondary packaging solutions, designing and managing supply chain activities within the scope of a 12MM – 15MM annual product spend. Established clear procurement vision and initiative across spend categories with focus on two key areas: cost reductions and innovations savings to be yielded from domestic procurement, and development of off-shore sourcing alternatives.

- Enacted supplier segmentation based on the landscape of each commodity and assessment of total supplier cost impact, thus creating visibility to the respective suppliers’ level of integration; used analytical results as a tool to re-engineer and organically maintain domestic supply chain.
 - Delivered \$1.35MM savings in spend over a 3-year period and successfully shifted the company’s focus to the overall value presented by their suppliers and an understanding of “hidden” costs.
 - Achieved sustainable cost reductions of 5.5 – 6.0% per annum over 3 years by institutionalizing a collaborative SRM program, realizing supplier efficiency improvements, leveraging supplier knowledge (driving innovation to improve price performance), and effective contract management (enforcement of negotiated terms).
 - Aligned vendors with corporate objectives and implemented metrics for supplier performance management across all dimensions affecting total cost of ownership. Stratified supply base by strategic value.
- Secured 25% profitable company growth through initial implementation and continuously successful execution of specific China sourcing strategies. Enabled TPI to solidify and grow their position in current markets as well as compete for new business by moving into adjacent markets.
 - Established and actively manage Shanghai based office with local supply management employees serving as representatives in the local market and exercising the on-site roles of sourcing, vendor management, product development and production assistance.
 - Established long-term business relationships for the manufacture and importation of goods, either with sourcing management companies acting as factory liaisons, evolving into strategic partners, or directly with locally owned and managed factories for specific product categories.
 - Implemented third party testing and inspection company to aid with vendor qualification and factory audits (incl. verification of certifications), as well as product compliance testing and quality inspections. Designed internal QC procedures and educated staff members on all related requirements for execution and documentation.
 - Negotiated and implemented annual contract with global logistics provider, resulting in 15% cost savings compared to previous “ad hoc” importation infrastructure.
- Established social responsibility and sustainability (incl. “Green Sourcing”) as a prerequisite business policy to becoming a best-in-class organization, creating a 3-year strategic plan outlining long-term financial benefits to the corporate bottom line that will result from a pro-active approach of investing resources now:
 - Defined integral role supply management plays in organization-wide initiatives to develop sustainable business practices, aligning functional efforts with the corporate mandate and translating perceived “intangible” results into numbers on the balance sheet by projecting impact of voluntary and mandatory regulatory requirements onto available market share.
 - Created and implemented SOPs related to the above ranging from criteria used for supplier qualification (such as environmental stewardship) and third party inspections/testing (such as ethical trade audits) to financial transparency for procured goods and services.

- Actively introduced global risk management as a critical aspect of effective supply management through demonstrative analysis of costs incurred in the past due to failures associated with non-mitigated risks throughout the supply chain (ranging from non-compliance penalties to expedited freight and re-work orders to loss of business opportunities):
 - Created company-wide understanding of the financial risks incurred if supply chain risks are not pro-actively reduced through systematic analysis of investments (skills, financial resources) necessary to mitigate risks versus exposure resulting from failed or flawed transactions. Trained staff to acquire technical and legal knowledge.
 - Executed resulting corporate mandate to ensure cost avoidance and manage exposure stemming from risk areas such as physical loss or damage of goods, loss of supply resources, political circumstances, trade and financial transactions compliance (U.S. regulations on import etc.), product safety requirements.

International Masters Publishers Inc., New York, NY

1995 - 2005

Senior Operations Manager (9/01 – 8/05)

Responsible for supply chain management, strategic sourcing, and product development for this global direct mail continuity publisher: strategically allocated annual product purchasing budget of approximately \$80MM to domestic and overseas suppliers, primarily in the area of print production and procurement, and encompassing 20 product lines.

- Co-championed supply chain re-engineering initiative for promotion production, manufacturing, and distribution, reducing footprint of supply chain to three main partners; delivered cost savings of \$3.5MM; developed transition plan and completed implementation with no loss of productivity or quality.
- Managed all aspects of supplier contracts and partnerships, perpetually upgrading supplier service and product quality levels as well as cost efficiencies through systematic enforcement of both strategic and specifically defined parameters for continuous process improvements. Established key performance indicators, measured vendor performance against those metrics and applied results to determine and plan short- and long-term required actions.
- Streamlined supply chain through standardization, consolidation and simplification of component specifications, realizing \$390M tangible savings through JIT procurement of high value items and vendor managed purchasing of ancillary items, combined order volumes, and reduced storage expenditures.
- Designed/implemented U.S. market paper buying strategy, realizing \$500M immediate cost savings in year one, and long-term savings in excess of \$1MM annually through transactional supply agreements, product substitutions, and effective forecasting/purchase timing mechanisms.
- Authored multilateral process guidelines for integrated operational support to Publishing and Marketing for all phases of New Product Development, accelerating average time to market by 25% and increasing projected five year profitability per product launch by an average of \$750M.

Senior Purchasing Manager, Supply Chain & Operations (9/95 – 8/01)

Managed various teams of coordinators responsible for the sourcing, manufacture and delivery to lettershop/distribution warehouse of all print and non-print components required for customer acquisition and fulfillment. Qualified domestic and overseas suppliers. Negotiated short- and long term agreements; prepared manufacturing and mailing budget for all publications as well as quarterly result reports, ensuring active cost control through operational accountability. Established and enforced internal and external master schedules. Contractually secured affiliate partnerships with select suppliers, achieving corporate growth opportunities through extension of the traditional business model. Successfully planned and executed production and export logistics for country entry into Chile, Japan, and Taiwan.

FAG Bearings Corp., Danbury, CT

1989 - 1995

Int'l Bearing Manufacturing Conglomerate

Purchasing Team Leader (7/89 – 9/95)

Responsible for material requirements planning and product procurement for U.S. based OEM and distribution customers. Actively involved with testing and implementing SAP applications into the MRP, purchasing and inventory process.

EDUCATION/CERTIFICATIONS

B.A. (Int'l Equivalency Degree), Foreign Affairs & Relations, University of Hamburg, Hamburg, Germany
Certified Purchasing Manager (C.P.M.) Lifetime Credentials, Institute of Supply Management, Phoenix, AZ

PROFESSIONAL AFFILIATIONS AND LEADERSHIP:

Member: NAPM New York (incl. Green Committee), SPC, DMA; Past Treasurer: CSA; Representing Partner: MCC/Shanghai