

Giuseppe Lovecchio is the principal of Lovecchio Consulting, a professional engineering consulting firm, that specializes in **supply chain, operations, lean six sigma and project management**. He is an **APICS Master Instructor since 2011** and author of many articles. He is also part of the APICS Subject Matter Expert (SME) CLTD team, APICS Channel partner and Demand Driven Institute affiliate (www.demanddriveninstitute.com/our-affiliates). Since 1988, he has finalized many improvement projects as supply chain director in international corporations (ABB, AlliedSignal, Bosch, Alstom). In 2005 he founded his consulting firm and delivered proven results to his customers in lean initiatives, warehouse & inventory design and optimization, S&OP and MRP II implementation, etc. He is passionate of lean, TOC and supply chain topics, and leads lean workshop sessions for executives.

Member of ICMCI Professional Standards Committee <https://www.cmc-global.org/content/professional-standards-committee-psc> and of TOCICO Professional Development <https://www.tocico.org/page/volunteer>

See also LinkedIn profile: <https://www.linkedin.com/in/giuseppelovecchio/>

PROFESSIONAL EXPERIENCES

SINCE 10/05 LOVECCHIO CONSULTING (www.lovecchioconsulting.it)

Monopoli (Bari - Italy) - Via Ariosto V strada privata, 12 . Principal of Lovecchio Consulting.

- Innovation manager by APCO (www.apcoitalia.it) and MISE (Italian Ministry of Economic Development)
- Business Process Reengineering, lean enterprise, outsourcing, total quality and improvement projects with proven results in margin and turnover increase.
- Transformation from conventional companies to Theory of Constraint & Demand Driven Adaptive Enterprises (www.adaptive.it)
- Lean leadership transformation and product development initiatives
- **Supply chain projects, applying best practices through the SCOR model (customers like Klopman, CS Metall, etc)**
- Warehouse design and optimization (for further details see <https://www.zerocarbonwarehouse.com/index.php/en/>)
- Business plans and start up of operations after company merge and acquisitions
- Sales & Operations planning (S&OP) implementations
- ERP (Enterprise Resource Planning) and MES/WMS/TMS/ audit, selection and implementation
- Inventory management: increase of data accuracy, integration between technical and logistics data in ERP
- Project manager for SNCF end customer (Paris)
- Outsourcing projects, negotiations and international contracting
- Instructor in operations and supply chain for post graduate schools of management and universities (more than 4000 hours delivered to executives since 2005). Some customers: CNH / Pfizer / Merck Serono / Cordem Pharma / Valagro / Thermocold / Tecnoacciai / ENI, Alenia and Wärtsilä (through ADACI) / Base Protection / Klopman /VIM pharmaceuticals. Other details under request. Main achieved results: +30 % space capability with same resources; + 10 % productivity; - 20 % excess inventories and lead time reduction. **Contributor to SCOR Version 11.**

FROM 09/04

TO 09/05 VE.DI.S. (www.veronico.it)

Modugno (Bari - Italy) - environmental & waste management company /. Business Process coordinator. ERP optimization (data base restructuring and data accuracy improvement); analysis and improvement of the "order management process"; sales force organization; data mining for decision making.

FROM 12/98

TO 08/04 ALSTOM TRANSPORT (www.alstom.com)

*from 12/98
to 09/01*

Paris/ Production systems manager for an international business of railway plants in France (Belfort - Le Creusot-Tarbes-Villeurbanne), Belgium (Cherleroi), Spain (Valencia-Barcelona), UK (Preston-Birmingham), USA (Hornell), Brasil (San Paolo). Components, systems, cars and locomotives for the railway sector.

From 12/98 to 09/01, reporting to the industrial VP, I was responsible to increase the efficiency of the production / logistics system and the improvement of the operations through management and information tools. Design and implementation – with weekly workshops (kaizen blitz) – of appropriate layouts in various plants, application of the sales and operations planning between different plants, support for a better use of ERP systems. Average objectives got in some plants: reduction of the manufacturing lead time and work in process by 30 %, improvement of productivity by 10 %.

*from 10/01
to 09/03*

Sesto San Giovanni (MI-Italy) Deputy Managing director of the business unit in Sesto San Giovanni (400 employees, 75 Meuro of annual sales). Components and systems for railway traction.

From 10/01 to 09/03, reporting to the managing director of three business units (Savigliano-Sesto San Giovanni and Colleferro), I was responsible to manage Sesto San Giovanni unit (purchasing, logistics, production, quality, industrial engineering). Annual objectives got: total cost reduction by 5 %, supplier base reduction by 20 %, reduction of the manufacturing lead time and work in process by 30 % in some shop floor areas, integration of the unit in the ALSTOM group via the management of change programs and continuous improvement plans (total quality and just-in-time) and related synergies. Main projects done: sales and operations planning, warehouse and shop floor reorganization, outsourcing of not strategic activities (looming, electronic cards), facility management implementation.

*from 10/03
to 08/04*

Savigliano (CN-Italy) / Supply chain director of the industrial site in Savigliano (1250 employees, 400 Meuro of annual sales). Design and manufacturing of high speed trains (Pendolino), regional trains (Minuetto) and bogies.

From 10/03, I was responsible of the supply chain (purchasing and logistics) of Savigliano plant. Main projects done: start-up of new departments (procurement center, supply chain development, etc), integration in the ALSTOM strategies (sourcing policy, sales and operations planning, launch of footprint as a shopfloor appropriate layout); increase of the production rates due to Minuetto ramp-up (50%), reduction of missing parts (target 1%); delivery of the parts directly on to production lines with the previous involvement of the A suppliers. Outsourcing of looming and painting. Start-up of the new Minuetto regional train, to be produced in 200 items with a "takt time" increase from 1 month to 1 week.

FROM 07/95

TO 11/98 BOSCH BRAKES EUROPE - PARIS (www.bosch.com) (*until April 12, 1996: Allied Signal Automotive*)

*from 07/95
to 02/97*

Crema (CR-Italy) / Purchasing manager of indirect materials and investments for three Italian plants (Bari, Crema ed Offanengo). Purchasing budget : 17 Meuro/year. Braking systems for automotive.

From 07/95 to 02/97, reporting to the European purchasing director, I was responsible of the indirect materials for three Italian plants, promoting the synergies in the industrial group with Lean Six Sigma projects. Total cost reduction done: 7 %.

from 03/97

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to 11/98 Paris / Project manager for SAP R/3 implementation (logistics and purchasing area) in six braking systems French plants (Angers, Beauvais, Drancy, Leviers, Moulins, Ponte de l'Arche).
From 03/97 to 11/98, reporting to the project director, I was responsible to implement Sap R/3 in six French plant for the purchasing and logistics domain. Number of end users: about 600. Main activities: requirements analysis according to the corporate rules and organizational changes, business process re-engineering, data migration, training, go-live and assistance.

FROM 02/95

TO 06/95 **ASEA BROWN BOVERI SAE SADEMI (Energy) – MILAN** (www.abb.com/it)

Assistant purchasing manager. Industrial installations and civil works worldwide. Purchasing budget: 150 Meuro/year.

From 02/95 to 06/95, reporting to the purchasing manager, I managed an international supplier base for the implementation of turn key contracts of power plants and infrastructures.

FROM 06/90

TO 01/95 **AZIENDA ENERGETICA MUNICIPALE (Energy) today A2A – MILAN** (www.a2a.eu)

Senior purchasing specialist. Contracts for industrial installations, distribution and energy networks (gas, electricity, heating). Budget : 36 Meuro/year.

From 06/90 to 01/95, reporting to the purchasing manager, I was in charge to improve the whole procurement process and the suppliers relationships, promoting the system information and the transfer knowledge from engineering consultants.

LANGUAGES AND COMPUTER SKILLS

Italian mother tongue. Fluent English and French languages. Basic German and Spanish languages. Knowledge of SAP R/3 (Materials Management module in detail), internet and other Office Windows programs.

EDUCATION & CERTIFICATIONS

- 09/20 **DDI AEFP** (Adaptive Enterprise Foundations Professional) **certified** (www.demanddriveninstitute.com)
- 08/20 **DDI DDLP** (Demand Driven Leader Professional) **certified** (www.demanddriveninstitute.com)
- 05/20 **SCOR-P endorsed** (<https://www.apics.org/credentials-education/endorsements/scor-p>)
- 12/19 **DDI DDP Endorsed Instructor** (<https://www.demanddriveninstitute.com/our-instructors>)
- 11/19 **Innovation Manager (APCO)** www.apcoitalia.it e **Ministry of Economic Development** (<https://www.mise.gov.it/index.php/en/>)
- 10/19 **DDI DDPP** (Demand Driven Planner Professional) **certified** (www.demanddriveninstitute.com)
- 03/19 **APICS CSCP-F, CLTD-F certified** (<https://www.apics.org/credentials-education/credentials/fellow-programs>)
- 09/18 **IASSC – CGB™** (Certified Lean Six Sigma Green Belt - No. G-4967) (<https://www.iassc.org/six-sigma-certification/green-belt-certification>)
- 12/16 **APICS CLTD certified** (<http://www.apics.org/credentials-education/credentials/cltd>)
- 09/16 **APAFORM** (www.apaform.it) qualified managerial trainer – EQF7 European level
<http://www.apaform.it/soci/categorie-soci-apaform/soci-ordinari/lovecchio-giuseppe.html>
- 07/15 **CSCTA Certified Supply Chain Architect Transformation** (<https://execqtion.com/cscta-program>)
- 06/15 **PMI PMP** (License no. 1822879) (www.pmi.org)
- 12/14 **AXELOS ITIL foundation certified (No. GR750137885GL)** (www.axelos.com)
- 09/14 **AXELOS PRINCE2 foundation certified (No. GR633005017GL)** (www.axelos.com)
- 11/14 **IBF ACPF certified** (Advanced certified Professional Forecaster) (www.ibf.org)
- 11/13 **IBF CPF certified** (Certified Professional Forecaster) (www.ibf.org)
- 07/11 **APICS Master Instructor** (<https://www.apics.org/credentials-education/instructor-development/recognized-instructors>)
- 11/10 **ELA EMLog** – License n. 100301347 (European Master Logistician) (<http://www.elalog.eu/elaqf-qualification-standards>)
- 10/09 **ICMCI CMC** – License n. IT-0680A (Certified Management Consultant) (<https://cmcdirectory.cmc-global.org/users/glovecchio> ; www.apcoitalia.it)
- 02/09 **APICS CPIM-F certified** (<https://www.apics.org/credentials-education/credentials/fellow-programs>);
- 01/09 **ADACI certified Instructor** (www.adaci.it)
- 12/08 **APICS CSCP certified** (<http://www.apics.org/credentials-education/credentials/cscp>)
- 12/01 **APICS CPIM certified** (<http://www.apics.org/credentials-education/credentials/cpim>): preparation done with www.mgcm.com (Paris-France). Duration: 700 hours.
- 06/92 **Master in business management** "Innovation and business administration"
Fifth annual evening session 1991/92. MIP – Polytechnic of Milan (Italy). Duration: 400 hours.
(<https://www.som.polimi.it/en/the-school/about-us/mip/>)
- 09/88 **Professional Engineer (P.E.)** - License nr. 7403 section A - Order of Engineers - Bari (www.ordingbari.it)
- 04/88 **Master of Engineering degree (MEng)** - University of Bari (Italy) - mark 105/110. Legal duration: five years

The list of other published articles is at : <http://www.lovecchioconsulting.it/articles.php>

I authorize the use of personal data according to the Italian law D. Lgs. 196/2003, GDPR (EU) 2016/679 and further modifications.
Giuseppe Lovecchio

