

MICHAEL L. BONINE

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EXECUTIVE MANAGEMENT

15 + years successful experience providing fiscal strategic and operational leadership in uniquely challenging situations.

A Dynamic, results-oriented leader with a strong track record of success in achieving revenue, profit, business growth objectives, and organizational values in rapid-change environments. MBA, Toyota Production System / Danaher Business System background, and hands-on leader with extensive experience in enterprise-wide continuous improvement transformation with strategic alignment, logistics, procurement, asset management, new process / product development, which requires deep understanding of critical business drivers in multiple markets and industries; highly successful in building relationships with decision-makers, delivering on customer commitments. Led and motivated worldwide teams and strategic planning to engage the organization in customer-focused performance results, meaningful work and infuse a continuous improvement philosophy.

- Organizational Development & Change
- Strategic Deployment / Hoshin Planning
- Acquisitions / Best Practices
- Quality System Design / Integration
- PMO Design & Maturity / Risk Assessments
- Supply Chain / Client Relationship / Material Management
- P&L Management of at least \$70M / EBITDA of \$37M+
- Certified MBB – Lean Six Sigma / DFSS

A broad-based global experience in business developing, executing, leading and driving dynamic, enterprise wide results for manufacturing, oil & gas, financial services, insurance, IT, logistics, military, energy, aerospace, pharmaceutical, healthcare, automotive, and government entities.

PROFESSIONAL EXPERIENCE

EXECUTIVE PARTNER

2005 - PRESENT

CIRCLE OF SUCCESS • INDIANAPOLIS, IN

AN INDEPENDENT CONSULTANT - A CONTINUOUS IMPROVEMENT PHILOSOPHY / TRANSFORMATIONAL CHANGE COMPANY.

Guide and direct technical aspects of project management, risk assessments, and implement programs that drive efficiencies in customer satisfaction, and process capability. Enhance employee skills, and lead global business development proposals, enterprise wide strategic alignment of metrics for continuous improvement transformation. Directs and develop customizes 4-5 year organizational strategic plans aligning business dashboards, behaviors, and continuity of continuous improvement methodology across the organization. Provide leadership and lead directives to build and strengthen a foundation based on transformational change, teamwork, accountability, and sustainable improvements

Revenue & Profit Growth

- Achieved \$10 million and \$15 million in hard and soft savings, respectively, by planning and directing transformation efforts for the United States Navy logistics command headquarters and site locations.
- Spearheaded (Pharmaceutical) CIP implementation & PMO cadence based on business strategy and ability of organization to execute and absorb change resulting in 72% rework reduction, 28% reduction in raw materials, and 83% reduction in line clearance (\$150,000 material savings); 35% reduction in Aseptic Connections.

Failure / Risk Analysis

- Delivered \$ 2.5 million through failure analysis investigation and defining critical engineering dimensions & process capability with renewable energy company.

Strategy & Execution

- Led and directed key continuous improvement initiative at West Point Military Academy linking strategically important missions to successful field outcomes.
- Developed, led, and conducted Healthcare and Supply Chain business transformational projects for the United States Army Leadership and global commands in Europe, Pacific, Asia, and North America.

Customer Satisfaction

- Healthcare - Contributed to corporate key performance patient satisfaction goals through 42% lead time reduction and 37% productivity gains in capacity in health clinic operations. 67% improvement of patient treatment time and 60% lead time reduction in patient registration.

Innovation / Best Practices

- Renewable Energy – Direct & facilitate 71% in equipment uptime, 51% cycle time improvement, and reduced DPMO from 103,398 to 1,375.

CORPORATE DIRECTOR – LEAN SIX SIGMA CHAMPION 2003 TO 2005

INGERSOLL-RAND (IR) • DAVIDSON, NORTH CAROLINA

INGERSOLL-RAND IS A GLOBAL PROVIDER OF PRODUCTS, SERVICES, AND INTEGRATED SOLUTIONS TO INDUSTRIES AS DIVERSE AS TRANSPORTATION, MANUFACTURING, CONSTRUCTION, AND AGRICULTURE; 67 PLANT OPERATIONS WORLD-WIDE.

Developed and executed corporate strategic plans for aligning strategic and operational metrics and goals to identify and capitalize on business improvement opportunities. Headed and worked with key Business Sectors in the implementation of a disciplined, rigorous IR Operational Excellence System utilizing Lean/Six Sigma/Design for Six Sigma methodologies for deployment across IR; ensured financial goals were met and key performance measures were linked to customer satisfaction and overall effectiveness.

Revenue & Profit Growth

- Defined strategic goals and plans for realizing \$22 million in saving across two business sectors in 2004.
- Increased inventory turns by 61% resulting in \$1,690,821 inventory savings and \$507,246 net profit.

Product / Process Design

- Creating and alignment of New Product Development / Design of Six Sigma with the objective to determine the needs of the customer and the business; driving those needs into product / process solutions. Working with complex system / product synthesis phase to generate new processes in contrast with process improvement.

Leadership Development

- Directed & facilitated billion dollar China Sales initiative in streamlining import / export processes, order entry, distribution / warehousing, and Key Performance Metrics.
- Facilitated and guided Operational Excellence deployment strategy, senior leadership and organizational training for Lean Six Sigma and infrastructure development for sustainable results.
- Developed enterprise operational excellence maturity assessment to evaluate and clarify linkage to business strategy / objectives and results. To develop a foundation to build upon ensuring consistency, best practices and learning.

Due Diligence & Acquisition

- Oversee and Lead due diligence team in acquisition of Italian company and timely integration of process efficiencies.

PRINCIPAL CONSULTANT

2000 TO 2003

PRICEWATERHOUSECOOPERS • WASHINGTON DC

PRICEWATERHOUSECOOPERS IS ONE OF THE WORLD'S LARGEST PROFESSIONAL SERVICES FIRMS WITH 146,000 EMPLOYEES IN 150 COUNTRIES AND WORLDWIDE REVENUES OF \$28 BILLION.

Responsible include leading, development, and coordination client proposal activities and new business development efforts. Direct global Continuous Improvement-Based performance and sustainable initiatives. Worked closely with all levels of a client's organization to develop a comprehensive quality strategy for continuous improvement deployment, training, and infrastructure/culture change.

Transformational Change

- Corporate engagement leader employing Lean/Six Sigma/Design For Six Sigma methodology to improve sales volumes, capacity, profitability, productivity, working capital, and positive culture change with the following organizations:

- Dow Chemical (US, Hong Kong)
- Dana Corporation (Venezuela, Mexico, US)
- Bank of America (US)
- Dow Corning (US, Belgium, England)
- Irwin Mortgage (US)
- Lear Corporation (US, Canada)
- Fiat (Italy, Canada, US)
- Caterpillar (US, Europe)
- Formosa Plastics (US)
- ServiceMaster (US)

Culture Change

- Dow Chemical – Global Savings of \$350,000 / Black Belt Project; reduces average day-sales-in-inventory by 15%.
- Caterpillar – Facilitated and directed \$138 million savings through Continuous Improvement: 110 facilities in 24 countries.

Leadership Development

- Lean / Six Sigma instructor at Motorola University in Chicago; 7,000+ trained & coached

DIRECTOR – PRODUCT ASSURANCE

1992 TO 2000

SONY DISC MANUFACTURING • TERRE HAUTE, INDIANA

SONY CORPORATION IS A MULTINATIONAL CONGLOMERATE AND ONE OF THE WORLD'S LARGEST MEDIA CONGLOMERATES WITH REVENUE EXCEEDING \$88.7 BILLION.

Defined product quality and oversaw quality systems, Lean / Six Sigma, product/process assessments, statistical applications, calibration, and the facilitation of system improvements. Lead global improvement efforts in quality innovation and best practices. .

Supplier Development

Innovation / Best Practices

Continuous Improvement

- Instituted and administered programs for supplier management and material qualifications
- Executed as a CIP director to head quality innovation/best practices efforts within Sony Disc Manufacturing plants in the US, Austria, Japan, Brazil, Hong Kong, Canada, Australia, and Mexico; generated \$7 million in team savings.
- Designed, implemented, and integrated quality & manufacturing IT system across global plants.
- Implemented self-directed work teams and enterprise-wide basic problem solving
- Served as a Master Black Belt for Lean Six Sigma deployment / project activities, training; created \$4.2 million in direct savings.
- Facilitated the attainment and maintenance of ISO 9001/14000 certification.

MANAGER – QUALITY ASSURANCE: GROUP ENGINEER / INTERNAL AUDITS

1985 TO 1992

GENERAL DYNAMICS CORPORATION • SAN DIEGO, CALIFORNIA

GENERAL DYNAMICS CORPORATION IS THE FIFTH LARGEST DEFENSE CONTRACTOR IN THE WORLD WITH FOUR MAIN BUSINESS SEGMENTS: MARINE SYSTEMS, COMBAT SYSTEMS, INFORMATION SYSTEM/TECHNOLOGY, AND AEROSPACE.

Direct and oversee internal audits, overall process efficiencies, and capital budgets, labor forecasting, and fixed asset acquisition. Analyzed and ensured that technical division internal systems and process controls were compliant, effective and capable of producing quality results.

Performance & Sustainability

- Oversee Engineering Class I & II changes (Design, Planning, and Production)
- Provided division management with a valid, reliable, and practical internal audit feedback instrument, facilitating process improvement, system effectiveness and customer satisfaction.
- Daily Operation responsibility and direction for Tomahawk, MD-11, Advance Cruise Missile Production, Flight Test, and Avionics operations; and DD250 Process.
- Quality Assurance lead for Oracle implements of paperless factory system and integration of 10 functional departments databases.

EDUCATION

Master of Business Administration, (MBA) Indiana Wesleyan University

Bachelor of Science in Business Management (Cum Laude), San Diego University

SKILLS

Adept in the use of SPC, FMEA, DFSS, SWOT Analysis, VOC Analysis, Supply Chain, Earned Value Management (EVM), VSM, Theory of Constraints (TOC), Modeling/Analytical capabilities, DOE, QFD, SMED, A3, Heijunka, Jidoka, Integrated Program / Project Management, Visual Controls, Std. Work, 5S, Force field Analysis, Multivariate Analyses, MGPP, TPM, Kaizen Events, Malcolm Baldrige, Strategic Deployment, organizational diagnostics, Product Development Process (PDP), and the Pugh Matrix.

EXTRA CURRICULAR ACTIVITIES

Bike Riding, Reading, Running, Travel, Basketball, Sailing, Golfing, and Writing.