

## **DR. ABBOTT D. WEISS**

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Throughout his career Abbott Weiss has been on the leading edge of supply chain thinking and practice—designing and executing powerful business solutions integrating global transportation, logistics, customer services, order fulfillment, manufacturing, forecasting, planning, and materials systems. He is currently an independent consultant and a Senior Lecturer at MIT, and Tufts University, where he teaches graduate courses in management and operations. Previously, Dr. Weiss was for 35 years, an operating executive and consultant in logistics and supply chain management.

His recent work concentrates on two areas: (1) the development and achievement of global supply chain strategies, with an emphasis on building an integrated, high-performance organization, and (2) effective implementation of process improvements in operations. He has worked with clients in a broad set of industries, including electronics, consumer goods, pharmaceuticals and biotechnology, automotive, software, retailing, giftware, meatpacking and publishing.

His extensive operating background includes:

VP, Consulting at i2 Technologies, where he led a professional services business for this leading provider of advanced supply chain software.

VP, Worldwide Logistics for Polaroid, designing and implementing a new supply chain strategy.

Senior management roles at Digital Equipment Corporation, such as

- VP, Consumer Industries, with P&L responsibility for a \$600M global business unit
- VP, SAP Global Program Management, during the firm's first successful SAP implementation
- Corporate Materials Manager, responsible for worldwide materials management functions
- US Area Manufacturing Manager, managing all shipments to US customers.

Earlier in his career, Abbott co-founded Logistics Systems, Inc, which provided specialized consulting and software solutions to leading commercial and government organizations. Abbott's academic foundation includes a Doctor of Business Administration in Logistics from Harvard Business School and a Master of Science degree in management from MIT. His Bachelor's degree is in Naval Architecture & Marine Engineering from Webb Institute.

**summary**

VP, Worldwide Logistics & Services, \$2B consumer products company. ■ Senior executive in manufacturing, enterprise systems, and P&L management for a \$14B technology firm. ■ Practice Leader, consulting services, for the industry leader in supply chain software. ■ Independent consultant and Senior Lecturer in operations and supply chain management in 3 leading universities ■ Founding Partner, pioneer logistics consulting firm.

**core competencies**

**Supply Chain Expertise** ■ Integrated global transportation, logistics, order fulfillment, manufacturing, customer services, planning, and materials—*rebuilt Polaroid's supply chain, improving on time delivery ten points, reducing new product cycle time from twelve weeks to two, and saving \$15M.*

**P&L Management** ■ Led diverse P&Ls, from a \$5M consulting practice to an \$11M service operation to a \$600M business unit—at *i2*, *increased consulting revenues from company's largest client by 50% to \$5.4M in one year, with 54% margin; at Digital, grew a global hardware/service unit targeting the retail industry by 57%.*

**Business Development** ■ Won Digital Executive Committee approval for a \$6M start-up investment; developed a new retail industry product; established critical software partnerships; built the brand identity; and closed six major deals with CEOs—*grew the business to \$600M in four years.*

**Information Systems** ■ Directed the design and implementation of large-scale ERP and advanced supply chain planning systems—at *i2*, *in eleven months completed six supply chain projects for three multi-billion dollar IBM divisions; at Digital, led company-wide SAP design as the system first went on-line.*

**International Operations** ■ Selected joint venture software and distribution partners, negotiated with regional/national governments, and personally led local sales campaigns to open Digital's retail systems market in China—*captured ten major customers in Shanghai and Beijing in the first year.*

**career chronology****ABBOTT WEISS CONSULTING**

Independent Consultant, Supply Chain Management

**2001-present****MASSACHUSETTS INSTITUTE OF TECHNOLOGY**

Senior Lecturer, Supply Chain and Business Management

**2002-present****BRANDEIS UNIVERSITY, THE HELLER SCHOOL**

Senior Lecturer, Operations Management

**2012-2015****TUFTS UNIVERSITY, THE GORDON INSTITUTE**

Senior Lecturer, Supply Chain &amp; Operations Management

**2009-present****i2 TECHNOLOGIES, INC.**VP, Consulting—*led \$5.4M consulting practice, implementing supply chain management systems.***2000-2001****POLAROID CORPORATION**VP, Worldwide Logistics & Services—*integrated global supply chain.***1996-2000****DIGITAL EQUIPMENT CORPORATION**VP, Worldwide SAP Implementation—*led company-wide system design.***1974-1996**VP, Consumer Industries Business Unit—*built \$600M business.*

1995-1996

Secretary to the Executive Committee—*managed strategic agenda.*

1991-1995

Manufacturing Manager—*improved on time delivery, inventory turns, product forecasts.*

1988-1990

1974-1988

**LOGISTICS SYSTEMS INC.**Principal—*launched consultancy; grew sales to \$1M.***1968-1974****education****Doctor of Business Administration, Logistics, Harvard Business School** 1970**MS, Management, MIT** 1965**BS, Naval Architecture & Marine Engineering, Webb Institute** 1963