

---

## Summary of Experience

David Gennrich is an inspiring, hands-on and energetic business consultant and leader with more than 25 years of experience architecting and leading the design and implementation of mission-critical strategic business improvement initiatives. He is recognized as a Business Transformation expert who has driven to success some of the largest and most complex business initiatives for both clients and employers. David is an expert at developing pragmatic solutions designed to overcome complex business challenges and he possesses a unique based blend of financial, operations, organization and IT knowledge. As a CPA, David possesses the deep accounting and financial knowledge needed to build business cases that are used to quantify and track the top- and bottom-line benefits realized from business improvement initiatives. He has advised executives at 100's of local, national and global companies including, among many others, Apple, BofA, Boeing, British Petroleum, CBRE, Chevron, Delco Remy, Disney, Dow Chemical, SoCal Edison, Experian, General Motors, Guitar Center, Honda Motors, Hewlett Packard, Kyocera, Pioneer, Raytheon, Sizzler, Sprint, Toshiba, Toyota Motors, Univar and Western Digital. In addition to providing consultation to many clients, David has held overall P&L responsibility for several businesses including Gemini Consulting / Cap Gemini and has led them to produce exceptional financial performance.

## Selected Accomplishments

- Led program to select and implement Business Intelligence and Product Merchandising systems to drive improved supply chain product throughput visibility, mix and profitability; redesigned critical inventory and merchandizing management processes, organizations and enabling technologies and yielded >10x ROI.
- Designed, developed and delivered a program to transform the warranty claims process for a global automobile manufacturer; efforts included redesign of the entire America's product warranty claims and financial reimbursement program, including processes, systems and tracking mechanisms and systems; engagement was self-funding and yielded a reduction of 10% in warranty claim costs.
- Led the assessment, design and implementation of a program to restructure the distribution network for a national wholesale chemicals distributor; engagement consisted of major transformation of this client's physical distribution network, sales team organization (including tools, techniques and metrics) and logistics management systems; benefits realized neared \$50M to the bottom-line.
- Designed and led the transformation of the spare parts distribution network for a Big-3 automotive manufacturer; converted from a 4-tier to a 2-tier network while improving the spares replenishment cycle-time by >50%; improvements were made to the physical network, key processes, organization structure and enabling systems.
- Designed and led the implementation of critical risk management processes, organization and tracking mechanisms for the world's largest aerospace company; benefits realized were companywide and aided in the prevention of \$MM's in potential regulatory compliance fines.
- Managed the turn-around of a faltering professional services business for a global consulting services firm; developed the strategy, established the leadership team, redesigned the sales, delivery and operations processes and techniques and drove tripe-digit growth across revenues, margins and profits.
- Led efforts to design and define the creation of a newly formed global manufacturer the spin-off from parent company, including formation of the business strategy, organization structure, products, target customers and operations; benefits realized included the successful seamless spinoff and new company formation.
- Drove the assessment and improvement implementation for a global energy company to enhance its sales organization, customer portfolio, product mix and geographic distribution network with the intent of improving profitability; overall program benefits realized exceeded \$75M.
- Led project to evaluate and prioritize strategic alternatives to invest capital expenditures of \$1.5B for one of America's largest energy companies; major benefits realized included M&A investments that yielded major financial returns and the ability for this client to quickly expand its market footprint, customer base; project ROI was >10x.

## Educational Background

BS, Accounting & Finance, University of Puget Sound