
Summary of Experience

Marshall Martel is a recognized leader in the area of leveraging alternative solutions that use existing people, processes, infrastructure, systems & data to improve productivity and customer satisfaction. Marshall's experience in custom application development and data analysis solutions combined with his exceptional programming skills quickly help management look at and act on data in new and more meaningful ways. His solutions are designed to continually build on themselves and help create a usable technical solution to meet changing business demands. Combined with use of team development, behavioral change techniques and best-demonstrated practices that promote sustainability. Marshall has worked with leading companies including Ford, International Truck, ConAgra Foods, Maple Leaf Foods, Rohm & Haas, State Farm, PerSe' Technologies, PRG Shultz, Syncrude Oil, TATA Chemicals, PPG, Alcoa, Smarte Carte, Steris Medical, Mastronardi Produce, and Carl Zeiss Vision. Several of these firms still are actively using the applications years after their initial development. His skill sets include organizational effectiveness, asset management, process excellence (lean, tpm, 5s), integrated supply chain, maintenance management, project management, database design, visual management systems, dashboards, startups, relocations, process migration and technology transfer. Prior to consulting, he held Technical Director engineering roles for Carl Zeiss Vision, Synergetics and American Optical. Marshall currently lives in San Diego, CA.

Selected Accomplishments

- Designed, developed and built a web-based executive dashboard for the Fiber Glass Division's executive management team that uses metrics as basis for an informational driven system for management. The new dashboard system / managing process was implemented across 5 plants in the USA and abroad.
- Developed a Production Downtime Reporting System for the surface mine operations of a leading chemical company to be used on a day-to-day basis. The system allowed schedulers to enter the production plans, operators to monitor actuals, schedules, and production variances; downtime reasons were collected for significant variances. These reasons were used by management to implement improvements that reduced lost tons saving \$62 million.
- Developed a dashboard that queried an existing SQL Server database for a leading oil sand mining firm. The real-time monitoring with visual management produced graphical outputs that displayed actual volumes, cycle times and rates vs. scheduled plans that kept production running at planned rates achieved by the mine truck operations.
- Developed a system for managing large mining equipment planned outages by using field data already entered into the existing planning tool (Primavera). The system electronically ported this data to an application developed to produce status and variance reports. The process, application and supporting database provided a way to generate dynamic reports for Costs, Safety & Timing that allowed deep dive functionality and gave up-to-date feedback on a shift by shift basis. This enabled management to quickly identify critical issues, specifically who and where to consult to correct these issues. The annualized savings agreed upon by the client were \$80 million.
- Designed, developed, built and installed an application for a leading chemicals company to connect to existing DCM (Data Collection Management) system to generate automated alerts and alarms triggered by pre-configured process limits or variations. It used email or text with prescript messages with actual values to assigned recipients - acting as an early warning system with ability to alert users when something goes off normal running parameters.
- Designed, developed and built an application to facilitate the setting of weekly grower prices for a produce marketing company. The system has a PC-based platform and was also compatible with iPads. It collected & presented historical data contained in their existing ERP. This data with algorithmic projections assisted executive management in setting the weekly prices paid to growers. The price settings with entered forecasts for each grower were electronically uploaded. The pricing was used in purchase order pricing and forecasts were used as standards.
- Developed an application connected to a solid database platform plus developed several data retrieval tools to improve management of 7000 people who did the processing of application, risk assessment & policy changes for a leading insurance company. The system categorized activities and captured actuals against management's plan. Identified variances allowed managers to better lead their direct reports and reduced non-productive work by 10%.
- Developed a tool and implemented cost savings teams for a leading chemical company. The system derived best demonstrated rates from Distribution & Logistics historical data which were then used as baselines to prioritize the teams' focus on the lanes with the greatest potential for savings. Costs were reduced by \$2MM in North America.

Educational Background

BSME, Mechanical / Electrical Engineering, Massachusetts Maritime Academy
AAS, Computer Aided Design, ITT Technical Institute
Lean Certificates in Value-Stream Mapping, Problem Solving & Lean Accounting