



## Paul Katz

Paul Katz is a senior supply chain management expert and a Partner at New Harbor Consultants. His work spans designing and implementing supply chain and sourcing strategies and operationally managing complex supply networks across a wide range of industries. His career has included executive roles in industry as well consulting.

Paul was previously a Senior Partner with Oliver Wyman, a major management consulting firm, where he led the supply chain and strategic sourcing work for North American industrial and consumer products clients.

- Driving the transformation of the product and service parts supply chains for a leading global telecommunications company; reduced supply chain operating costs and inventory levels by >25% while sharply improving product availability and on-time delivery.
- Leading the design and implementation of a customer-focused supply chain strategy for a global electronics distributor; helped achieve industry-leading growth, margins and inventory turns.
- Developing the inventory improvement plan for an industrial parts distributor stocking over 600,000 parts; nearly doubled inventory turns while maintaining next-day delivery.
- Designing supply chain strategies for a major branded building materials manufacturer; enhanced ability to meet short customer lead-times while reducing supply chain costs by 15%.

Earlier, Paul was Vice President of Global Supply Chain at Avaya, a leader in telecommunications solutions, where he had responsibilities for supporting both the provisioning and service business units of the company. Before joining Avaya, Paul was Vice President of Global Supply Chain at Arrow Electronics, Inc., one of the largest electronics products and supply chain solutions providers in the high-tech industry.

Prior to joining Arrow in 1999, Paul was a senior partner with Mercer Management Consulting and a partner with Telesis, the business strategy practice of Towers Perrin (now Towers Watson). Earlier in his career he held management positions in the aluminum industry and in governmental regulation of transportation and environmental activities.

Paul holds a BS in engineering from Yale University, an MS in engineering from the University of California, Berkeley, and an MBA from the Wharton School.

Paul has been a speaker at numerous supply chain conferences, has published articles in various high-tech industry and supply chain management publications, and has served on a number of industry executive and advisory boards.