**Stan Vitikas**

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**Summary**

Senior procurement professional with 23 years of Global Supply Chain experience and billion dollar spends management for world’s largest semiconductor manufacturer. 12 years of leadership experience managing direct and indirect strategic sourcing organizations; proven record of results, including $300M in direct savings, LEAN supply chain principles, contract/negotiation expertise, supplier quality improvement tools. Four years as Professor of Practice, ASU W.P. Carey Supply Chain Management program

**Experience**

**Arizona State University Tempe, AZ**

**2014- Professor of Practice, W.P. Carey School of Business, Supply Chain Mgmt (SCM)**

**Present**

* Instructor for multiple undergrad and MBA in-classroom and on-line SCM classes
* “Research and Negotiations” (SCM455) content focused on strategically designing supply management systems and creating favorable supply agreements, including a hands-on company category analysis project followed by real-time contract negotiation simulation. Assist students to understand purchase category objectives; tools to conduct spend, demand, supply market, price/cost analyses and category strategies, and develop effective supply contracts with skills/tactics necessary for successful negotiations.
* “Global Supply Chain Management” (SCM463) enables the understanding of global supply chain management and offshore sourcing. Prepares students for the challenges of operating supply chains across international boundaries, and how to manage salient issues including socio-cultural, economic, technological and political factors that shape decisions relating to sourcing and moving goods and services across different geographical boundaries.
* “Public and Non-profit Procurement” (SCM494) centered around strategies that are unique to public/government and non-profit procurement entities and tools and techniques for businesses that rely heavily on public funding in their operation (ie, military contractors).

**Intel Corporation** **Chandler, AZ**

**2007- Sourcing Manager, R&D Equipment & Technical Services (Indirect Materials)**

**Present**

* Lead global organization of 12 Supplier Managers responsible for $700M in engineering services and test equipment spends supporting Intel’s global R&D infrastructure for product development and launch. Includes sourcing and supplier management functions for US, Asia and Europe; supplier selection, contract terms and conditions, price negotiations, quality/OTD metrics, IP ownership and secure outsourcing.
* Transformed organization around strategic objectives for negotiated savings, spends consolidation, lowest total cost sourcing, supplier collaborative partnerships, and employee development. Results include 16% annual savings, segmented supply base, 30% supplier reduction, supplier-driven IT technical solutions, and Supplier Continuous Quality Improvement (SCQI) program encompassing 60% of spends.
* Established joint global forums with internal lab managers and customers to better enable Supplier Managers to engage and influence technical partners and suppliers.
* Led strategic alignment initiatives w/indirect sourcing partners in Professional Services, Creative/Production Design, and Marketing Comms on cross-functional process standards.
* Attended 2008 Toyota Production Systems executive training w/goal to shape procurement culture around LEAN objectives. Enabled Intel flagship product manufacturing ramps by delivering critical global factory lab tools and equipment on schedule, within budget.
* Management and Leadership evaluation scores consistently in top tier w/high marks for global org management/recognition, stakeholder partnering, employee coaching & development.
* Co-manage annual Intel SCQI Awards Conference, recognizing highest achievements for global Intel suppliers based on Supplier Quality Report Cards and Annual Improvement Plans.

**2000-06** **Manager, Assembly Substrates** **Sourcing** **(Direct Materials)**

* Manage Assembly Package Substrate suppliers responsible for $1.2B in annual material spends supporting global manufacturing network for all CPU and Chipset assembly packages. Organization included 14 direct reports and global cross-functional support teams.
* Own source selection, contract negotiations, supplier capacity and DOI management supporting manufacturing Build Plan and global factory ramps; delivered >$150M in Cost Of Sales savings in ‘02; $75M in 2003 despite significant demand drops; and $107M in 2004.
* Developed comprehensive Low Cost Geography analysis/strategy for substrate sourcing, including detailed should-cost models to assess ROI, and drive sourcing from Japan to LCGs.
* Certified Intel University instructor for Negotiation Tactics and Strategy, Source Selection / Supplier Analysis, Intel Code of Conduct and Supplier Ethics, Introduction to LEAN, Supplier Collaboration and IP Deals, and Contracting at Intel.

**1993-00 Commodity Manager, Assembly/Test Materials (Direct Materials)**

* Authored materials-wide Supplier Sourcing spec governing 7-step selection process and drove training roll out to drive sourcing discipline. Developed multiple should-cost models to support negotiation plan strategy and “Opens/Accepts” positions.
* Collaboration Specialist for Materials and co-authored Supplier Collaboration process spec. Led numerous Supplier “deals”, including ROI terms (IP ownership, exclusivity, royalties).
* Managed team responsible for supplier selection, development, and manufacturing 1st articles for Pentium II program launch, and subsequent high volume manufacturing ramp.

**Texas Instruments Dallas, TX**

**1984-92 Materials Manager/Manufacturing Supervisor (Defense Electronics)**

* Directed multi-function supply chain team responsible for $50M in material contracts for complex electronic components for Missile Guidance Systems. Negotiated >$50M in contracts and warranties, realizing $11M in savings. Secret clearance granted.
* Developed Naval Weapons Systems Joint Venture Collaboration deals for critical technology to protect company IP and increase product time-to-market.
* Supervised organization of 32 employees in high reliability printed circuit board factory. Implemented computer-based automatic component insertion system for high volume PCB assembly, improving through-put 10-fold.

**Activities/Interests**

* Taught ASU SCM Undergrad and MBA classes annually as Intel guest lecturer from 2002-12
* Intel University instructor (15 years) for Supplier Analysis and Selection, Contracts and Negotiation Strategy and Tactics, Intellectual Property Protection, Corporate Code of Ethics.
* Intel-inside Volunteer for company-sponsored events supporting children and local schools/ communities in need.
* 12-year Volunteer for AZRESCUE.org supporting animal rescue, adoptions and fund-raising.
* Active fund-raiser for Make-A-Wish and Pancreatic Cancer Advocacy and research Foundation
* Competitive sports enthusiast and participant in golf, softball, biking, boating, and squash.

**Education**

**Master of Business Administration** - University of Texas-Austin; GPA 3.7

**B.S. Industrial & Systems Engineering** - The Ohio State University; GPA 3.2