

# PATRICK VAN BLARICOM

SUPPLY CHAIN / LOGISTICS / DISTRIBUTION



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Mr. Patrick Van Blaricom is an accomplished Logistics and Supply Chain executive with more than 20 years of experience spanning a variety of industries that rely on efficient logistics and the highest standards of customer service. One of his colleagues once described him as possessing “the talent, experience and passion to get BIG things done!!!”

His exceptional communication and leadership skills have proven valuable throughout his career in coaching, managing, and motivating diverse multi-disciplinary professional teams. He has a solid experience base in planning, implementing, and executing strategies that result in cost savings, effective operations, and greater customer confidence with enhanced profit margins.

Mr. Van Blaricom specializes in managing supply chain operations in multi site networks, with particular expertise in distribution services in highly automated, large SKU count, and high-volume environments. He has deep skills in data analysis to define distribution division strategy, and to produce effective distribution center and warehousing site and system designs. Many times during his 20+ year career, he has demonstrated his talent for re engineering processes and procedures to improve operational efficiencies and to manage change and growth in fast paced environments.

Some of his more notable career achievements include:

- Driving many large capital investment projects to build distribution capabilities and sites.
- Creating and leading a new division to provide outsourced supply chain solutions for widely geographically separated media companies.
- Successfully integrating diverse companies into a common supply chain that transformed an entire industry.
- Directing a nation-wide network and optimization study and implementing the results to support a 100% increase in order volume.

Most recently, Mr. Van Blaricom’s private supply chain consulting firm, Cliffside Advisors, was engaged by Universal Music Group (UMG) to turnaround the shipping operations at their 3<sup>rd</sup> party supply chain services provider in the Czech Republic. He met with the leadership team in Europe and created detailed action plans spanning receiving, storage, backlog management, replenishment, picking, quality, order assembly and shipping. Within two weeks, shipping operations had improved by more than 25% and steadily improved throughout the first month following implementation to reach 100% of required daily shipping capacity. He went on to develop operational excellence programs that drove reductions in costs and facilitated onboarding of new customers.



Prior to being engaged by UMG, Mr. Van Blaricom was the Vice President, of Logistics Services for the Americas at Arrow Electronics. Arrow is a Colorado-based Fortune 150 company that provides a variety of services globally. In this key role, he led the 900-employee Americas

Logistics Division that provided Supply Chain services to customers throughout North and South America supporting annual revenues of more than \$5B for Arrow.

During his two-year tenure at Arrow, Mr. Van Blaricom developed and led very significant business initiatives. As one example, he managed a \$15M, 15-month long project to retrofit a large distribution center. Working with the highly skilled cross-company team that he assembled, augmented by external vendors and consultants, he developed implementation and contingency plans for the project. Upon completion, the retrofit reduced costs, increased distribution capacity, and added significant E-commerce fulfillment capabilities.

As another example, he played a key role as an Arrow executive committee member that defined and implemented an innovative Latin American Logistics strategy, consolidating multiple Arrow business unit locations and establishing new operational sites in optimal Latin American cities. He went on to fully integrate the Americas Logistics Department into the overall Arrow Americas division, facilitating collaboration with asset management, purchasing, finance, engineering, sales and communications in addition to building enhanced strategic relationships.

From 1995 to 2015, Mr. Van Blaricom was employed by the Sony Digital Audio Disc Corporation (DADC), a full-service technology and solution global provider for optical media. In his last three years with Sony, he held a critical leadership position as Senior Vice President for International and Domestic Supply Chain & Business Integration. He was promoted into this key role to incorporate international outsourcing of supply chain solutions into the new Division that he created in his previous position.



*"I have worked with Pat for the past 15 years at Sony DADC. We worked closely on many large-scale implementations which included on-boarding new customers in Sony DADC's supply chain in the US, Canada, and Brazil.*

*He also was the key lead for many systems implementations which included: Order Management, WMS, Sortation, Transportation, and Manufacturing. Pat also was responsible for the physical transition of product movement and storage in our many facilities.*

*Pat was the business integration executive that successfully managed and coordinated all aspects of these types of implementations. He has a proven track record for delivering projects on-time and within budget, which included over 40 projects in multiple countries.*

*Pat is an extremely detailed oriented individual as well as being a leader that defined high level strategies for the company. Pat was a member of Sony DADC Executive Board and helped defined direction for new business and increasing revenue."*

SVP – Sony DADC

Among his many other accomplishments, he drove expansion of Sony's supply chain in the Brazil Media Operations, integrating manufacturing and distribution operations for four major Hollywood studios into the Sony DADC Brazil Division. He led the design and construction of a new Distribution Center, producing a 40% revenue increase from the expanded Brazil business operation.

In the face of the shrinking physical media entertainment industry, he was a key player in developing a strategic plan that drove reconfiguration of the manufacturing and distribution sites, capacities, and operations for Sony North America, enabling \$44 M in annual savings.

Further refining and streamlining Sony's operations, he defined Operation Excellence Improvement Programs within the distribution supply chain, including re-engineered velocity-based storage, picking, packing, and shipping processes, and warehouse layouts, reducing labor costs by \$2M. Prior to being promoted to SVP, Mr. Van Blaricom held the role of Vice President for Supply Chain and Business

Integration. He was promoted into this important position to build and lead a new division to expand and outsource supply chain solutions for non-Sony media companies.

While in this position, he implemented a sweeping matrix-based organizational culture to facilitate customer onboardings, adding more than 25 new major customers into the Sony supply chain, shifting from 100% Sony customers to a 50-50 mix of Sony and third party. He also led a cross-functional implementation team to update the ERP and WMS systems across four warehouse sites supporting the North America business operations.

*Pat is a leader focused on operational excellence, and he is comfortable with bringing about transformational change. Myself and many others who have worked with Pat over the years have been impressed with his vast knowledge and experience in warehousing, distribution, transportation and business integration.*

*Senior Executive Colleague*

Called upon to provide support for the expanded Sony Canadian business, he managed a major project to design a new distribution center, plan the facility layout, install the necessary systems in the plant, and direct relocation of inventory to the new center. The project was executed flawlessly, restoring shipping service quickly and reducing costs per unit dramatically.

Further, he led the Sony team in integrating and consolidating the music industry returns business into the Sony returns center, adding \$1.5M annual revenue for Sony and producing significant savings for the major music company customers.

Earlier with Sony, Mr. Van Blaricom was the Vice President for Warehousing and Distribution, leading the Sony Entertainment North American Distribution Operations which included eight Distribution Centers and over 900 employees. In this role, he managed the expansion and re-engineering of the two largest distribution centers. Over a 12-month period both projects were successfully completed and facilitated a 100% increase in volumes and a 220% reduction of costs per unit.

Mr. Van Blaricom's earlier career at Sony DADC was marked by a steady progression, beginning as the Manager of Bolingbrook Warehousing Systems in Illinois, where he managed IT Systems for the site. His next step was a promotion to the Director of National Warehousing Systems, managing all Sony Entertainment warehousing systems for four sites. He received a further promotion to Senior Director of Bolingbrook Warehousing and Distribution and led 450 people providing distribution services for the Midwest US and the national returns center. Prior to joining Sony, he was an Analyst and Manager at Unisys Corporation for seven years.

Mr. Van Blaricom is deeply involved in and committed to his chosen profession in supply chain and logistics management. He is an active member of the Council of Logistics Management and was formerly a senior leadership member of the Arrow Electronics Logistics Team that collaborated with the Gartner Group, a global research and advisory firm, to discuss supply chain business trends, and potential improvements to the Gartner supply chain community. He was chosen to speak and present at the Gartner Group Conference concerning global supply chain transformation.

He earned his Bachelor of Science degree in Business & Logistics from Pennsylvania State University and currently resides with his wife in Castle Rock, Colorado.

