

RICHARD MACINNES

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EDUCATION

1976-1980	General Engineering – emphasis in Ocean Engineering applications, United <i>States Naval Academy</i>
1983-1985	Graduate Studies, Industrial Engineering, North <i>Dakota State University</i>
2001-2004	MBA, Global Management, University of <i>Phoenix</i>

AUTHORSHIP

Strategic MRO – A Roadmap for Transforming Assets into Competitive Advantage – Publisher: Franklin Press

Lean Enterprise Memory Jogger – Publisher: GOAL QPC

The Lean Memory Jogger for Service – Publisher: GOAL QPC

The Lean Memory Jogger for Healthcare – Publisher: GOAL QPC

The Lean Production Memory Jogger - Publisher: GOAL QPC

EXPERIENCE SUMMARY

Since 1985 Rich has distinguished himself in engineering, manufacturing, industrial production, enterprise asset management, maintenance management, and supply chain management practices across multiple industries, in public and private sectors around the globe.

Rich founded Net Results Inc. in 1996 and continues to lead this organization today. As an author, Rich captured both “physical asset” management challenges and solutions available to public and private sector organizations in his book Strategic MRO, A Roadmap for Transforming Assets into Competitive Advantage, published in 2003, co-authored by Dr. Stephen Pearce.

In 2003, Net Results invented its version of an enterprise asset management architecture, DSC FrameworX™, that addressed the entirety of the asset life cycle, in terms of better and best practices, for all resource types, e.g., physical assets, people, methods, tools, and information technology. Net Results licensed to MRO Software (since acquired by IBM) and Total Resource Management to use its Value Impact Assessment, powered by DSC™ methodology and supporting tools.

Throughout its existence, Net Results has created or participated in the creation of manual and automated asset management solutions for the industry, wholly and with partnering organizations such as Xtivity and Net Results Group.

EXPERIENCE

1996-
Present

President, *Net Results Inc.*

Recognized thought leader for business, operations, asset management and supply chain practices. Have led or supported operational improvement initiatives in multiple industries around the globe. Sample projects include but are not limited to the following.

Oil & Gas

- BP Deepwater Horizon Crisis Team, Houston, TX – led team of 17 engineers to support BP's primary triage of nearly 130,000 solutions sets for the Deepwater Horizon oil spill crisis in the Gulf of Mexico.
- Abu Dhabi National Oil Company (ADNOC) – developed equipment identification and naming standards strategies in partnership with IHS Intermat. Resulted in investment in IHS solutions.
- Petroleum of Romania (PETROM) – Developed strategies for improving SAP master data management practices for equipment and MRO materials naming conventions. Conducted in partnership with IHS Intermat. Resulted in investment in IHS solutions.
- Oilexco, North Sea, UK – Conducted detailed analysis with resulting strategies to improve safety, maintenance & repair, and MRO materials practices to support offshore production operations.
- Chevron, El Segundo, CA – Conducted MAXIMO Value Impact Assessment of Chevron maintenance and reliability practices at the El Segundo refinery operations. Resulted in increased investment in MAXIMO solutions.
- Giant Industries' Yorktown, VA Refinery – Conducted comprehensive shutdown, maintenance, reliability, and MRO materials study to guide Washington Group International M&R services delivery.
- Louisville Gas & Electric, KY – Conducted study of gas crew deployment resulting in improved work methods and utilization for new line extensions and maintenance and repair of existing infrastructure.
- Daniel Industries (Emerson), Houston – Led Lean Manufacturing initiative encompassing sales, manufacturing, and supply chain practices of gas meter production for natural gas transmission monitoring.

Chemical

- WR Grace – Assisted organization in meeting GM Targets for Excellence requirements.
- Degussa – Assisted organization in meeting GM Targets for Excellence requirements.
- Molded Fiber Glass – Assisted organization in meeting GM Targets for Excellence requirements.
- Standard Products – Assisted in advancing lean manufacturing practices.

Metals

- Globe Metallurgical – assisted company in winning the first Malcolm Baldrige small business award.
- Alcoa – Conducted high-level review of MRO materials practices.

Automotive

- Ford Motor Company – Sole source provider of weld/joint inspector, metallurgical lab, ultrasonic inspection, and joint troubleshooting training for launch/ongoing support of the aluminum and steel body vehicle lines. Technical training developer for Body Joining Engineering for all vehicle classes.

- General Motors, Global Predictive Sciences, Detroit, MI – In partnership with Allied Reliability, conducted OptiVibe proof of concept studies at multiple GM sites and applications. OptiVibe is a breakthrough vibration analysis technology.
- Honda North America – In cooperation with Total Resource Management assisted Honda leadership resources in maintenance practices, strategies, design, and integration of Maximo 7 for use in all North American operations.
- Volkswagen, Brazil, SA – In cooperation with IBM Global Business Solutions, conducted detailed throughput analysis for three Brazilian assembly plants. Developed strategies and specific methods to improve equipment uptime and maintenance effectiveness.
- Volvo, Torslanda, Sweden – Conducted MAXIMO Value Impact Assessment of The Torslanda Works maintenance, reliability, and supply chain practices. Torslanda is one of the largest production facilities for Volvo Cars. Resulted in investment in MAXIMO solutions.
- General Motors, Gravatai, Brazil – Established MRO materials local and international sources of supply, contract requirements, and initial stocking requirements, in cooperation with Washington Group International.

Power Generation

- Ohio Valley Electric Cooperation (OVEC), OH – Performed MRO materials description standardization in cooperation with IHS Intermat.
- NV Energy (formerly Sierra Pacific) – Conducted detailed critical spares analysis resulting in initial MRO materials stocking investment recommendations.
- Power-Gen, UK - conducted MAXIMO Value Impact Assessment of maintenance, reliability and supply chain practices. Resulted in investment in MAXIMO solutions.

Public Transportation

- Long Island Railroad (LIRR) – Conducted detailed asset management and MRO materials assessment and value proposition for investment in EAM technology. Resulted in investment in EAM solutions.

Public Utilities

- Trinity River Authority, Dallas, TX – conducted MAXIMO Value Impact Assessment of maintenance, reliability and supply chain practices. Resulted in investment in MAXIMO solutions.
- Southeast Water, UK - conducted MAXIMO Value Impact Assessment of maintenance, reliability and supply chain practices. Resulted in investment in MAXIMO solutions.

Food & Beverage

- Kraft Foods – conducted detailed business analysis with recommended path forward for the closure of Kraft's excess equipment and spare parts warehouse located in Chicago.
- Mondelez International – Conducted detail analysis of excess MRO materials resulting in recommended dispositioning strategies.
- Keystone Foods – performed excess MRO materials dispositioning analysis for two chicken processing plants and obsolete/excess equipment central warehousing.
- Brown Forman (Jack Daniels) – led operational, quality and maintenance practices study of multiple distillery operations in the U.S. and Canada. Led similar analysis for investment in ERP technology at Bluegrass Cooperage barrel making operations.

Department of Defense & Aerospace

- LOGCAP III, Iraq & Kuwait – Worked in collaboration with KBR to develop and deploy maintenance and operational strategies leveraging MAXIMO EAM technology in the Iraqi warzone, inclusive of supply chain strategies in Kuwait.

- KFOR – Camp Bondsteel, Kosovo – Worked in collaboration with KBR, prime contractor, to develop and deploy maintenance and operational strategies leveraging MAXIMO EAM technology at Camp Bondsteel. Camp Bondsteel is the main base of the United States Army under KFOR command in Kosovo.
- Lockheed Martin, Marietta, GA – Conducted detailed ROI study of F-15 maintenance and repair practices resulting in increased investment in MAXIMO EAM solutions.
- Edwards Air Force Base, CA – Conducted detailed ROI study of advanced aircraft maintenance and repair practices resulting in increased investment in MAXIMO EAM solutions.
- Warner Robins Air Logistics Command, GA – Conducted detailed ROI study of advanced aircraft, aerospace ground equipment (AGE) maintenance and repair practices resulting in increased investment in MAXIMO EAM solutions.
- Aberdeen Proving Grounds, MD – Conducted detailed ROI study of base maintenance and repair practices resulting in increased investment in MAXIMO EAM solutions.
- Fort Knox, KY – conducted detailed ROI study of base maintenance and repair practices in cooperation with KBR, resulting in increased investment in MAXIMO EAM solutions.
- Gulfstream Aerospace, GA – conducted lean supply chain training of logistics resources.

Mining

- Drummond Mining, Colombia, SA – Completed comprehensive analysis and strategy development of all maintenance, reliability and MRO supply chain management practices at Mina Pribbenow, Colombia, SA. Output was used to craft specific practices and content within PeopleSoft maintenance and supply chain applications.
- Wayne Supply, KY – Trained and supported lean/six sigma projects to improve Caterpillar repair operations and spare parts distribution methods.

Biotechnology

- AMGEN, CA – Conducted detailed review of Integrated MRO Improvement Program to enhance program direction and investment strategies.

Pulp & Paper

- Boise Cascade – conducted high-level MRO Supply Chain analysis and strategy recommendations for North American operations.

EAM and Internet Hub Technology

- MRO Software (now IBM Tivoli) – Licensed and trained global sales and professional services resources to the Net Results DSC Framework™. Methodology used to identify asset management strategies and to quantify value propositions enabled MAXIMO EAM solutions. DSC Framework™, as described in Strategic MRO book, was selected by a Professional Services committee after an exhaustive review of competing industry methodologies.
- Endorsia.com, France & Holland – conducted market analysis and value proposition associated with an MRO virtual store (hub) for resale of SKF power transmission products as well as other European manufacturers of MRO materials.

OEM

- Allen Bradley (Rockwell International) – trained global account managers on MRO Supply Chain Management practices. Further trained Allen Bradley North American distributors on implementing Total Quality Management.

Product Liability (expert witness)

- Martin & Bayley (Huck's) – Served as an expert witness on multiple product liability cases. Most notable was a substantial settlement based on analysis proving both design and manufacturing negligence of a faulty gasoline nozzle. Used M&R techniques such as Fault Tree Analysis (FTA), reverse engineering of design changes, recall analysis, metallurgical analysis of artifacts, and RCM analysis of maintenance practices.

- 2009 - Chief Strategy Officer, Harbour Results Inc. (see link: <http://www.harbourresults.com/>)
2010
- Established company with two partners. Supported the development of the Flexibility Imperative, a groundbreaking approach to achieving flexibility objectives in the automotive industry. The Flexibility Imperative was used by Siemens to advance its CAD/CAM/CAE technology solutions in the automotive industry.
- 2005 - Chief Strategy Officer, Total Resource Management (see link: <http://www.trmnet.com/>)
2006
- Led Asset Management Strategy Assessment and Development Activities. Assisted clients in Middle East, South America, and North America. Brought onboard to develop consulting resources to support the licensed DSC FrameworkX™ methodology. Project of note: Led MAXIMO EAM strategy deployment in the Iraqi War Zone.
- 1995 - President & CEO, C&I Engineering (see link: <http://www.cieng.com/>)
1996
- Led former Bechtel division in Engineering, Procurement and Construction projects for global customers in the following industry sectors, Refining and Chemical, Food & Beverage and Pharmaceutical, and Commercial Industrial. C&I provided full-service engineering support for such companies as Marathon Oil, BP, LG&E, Pepsi Cola, Kellogg, Brown Forman, Kraft Foods, and Nestlé. Won largest project in company's history to restart BP refinery purchased by TOSCO in Trainer, PA.
- 1990 - Sr. Vice President, McJunkin Corporation (now MRC Global, see link <http://www.mrcglobal.com/>)
1995
- Led internal and external operational improvement initiatives for the nation's largest industrial distributor of Pipe, Valves, and Fittings. Member Chevron National Alliance Improvement Team; improved construction and MRO materials supply chain practices with Exxon, Mobil, Shell, Chevron, Dow Chemical, DuPont, Union Carbide, etc. Participated in or led improvement initiatives in such areas as Integrated Supply, warehouse management, supply lead time reductions, material certification, supplier development, freight management. Led the achievement of ISO 9002 certification for McJunkin.
- Conducted ISO 9001 type assessments of industry leading manufacturers such as Allen Bradley, US Steel, LTV Steel, Crouse-Hinds, Fischer Controls, Vogt Valve, and Powell Valves. Worked with leading manufacturers to resolve product quality and reliability issues.
- 1987 - Manager, General Physics Corporation (see link <http://automfg.gpstrategies.com/>)
1990
- Responsible for the design and delivery of engineering and quality technical training for General Motors Corporation. Redesigned both the structure and content of the engineering and quality curriculum, to include instructor selection, qualification, and certification. Led, taught, and enhanced curriculum that included such courses as FMEA, RCM, Weibull Analysis, Design of Experiments (DOE), Accelerated Testing, Problem Solving, Six Sigma, Statistical Process Control, Design for Manufacturability, and Design for Serviceability. Trained hundreds of GM resources on how to conduct Targets for Excellence assessments; a precursor to QS9000 and ISO 9000. Led joint TQM and quality engineering offerings development and delivery in alliance with 3M Corporation.
- 1985 - Product-Process Engineer, AC Spark Plug, General Motors Corporation
1987
- Responsible for the design and manufacturing of the new Quantum spark plug and high-speed final assembly system. Conducted detailed FEA, DOE, SPC, and reliability analysis to improve both product and process designs and applications. Responsible for development and execution of equipment and component certification, maintenance planning as well as initial provisioning of critical spares. Led the Spark Plug Manufacturing Improvement initiative responsible for the entirety of component and assembly operations.