



# MIT Supply Chain Management Program (SCM)

*Industry Round Table - 2010*

**Center for Transportation and Logistics  
Massachusetts Institute of Technology**

[ctl.mit.edu/education](http://ctl.mit.edu/education)

<http://scm.mit.edu/>

BIO  
Nancy Haslip

Ms. Haslip is a high performance executive with over 30 years of experience leading supply chain operations in financial services, high tech, and healthcare insurance worldwide. Her experience crosses a variety of strategy, planning marketing and operational roles at both line and staff levels. She has an extensive background improving profitability through creative cost control initiatives in procurement, supply chain, operations, outsourcing, manufacturing and services. She has demonstrated the ability to develop supply chain strategies, lead change initiatives, drive process improvements, and measure results. She has developed and led teams in multicultural environments. She has been recognized for her work in Supplier Diversity with back to back awards.

Prior to serving as Director of Supply Chain Management and Services at Blue Cross Blue Shield of Massachusetts, she was a Managing Director at BankBoston, FleetBoston Financial and Bank of America. At Digital Equipment, she held Strategy Development, Global Logistics and Global Marketing roles.

She earned an MBA at Simmons College, a Certificate from the International Management Development Program at INSEAD and a Certificate from the Strategic Leadership Curriculum at Babson College. She served on the Board of the Greater New England Minority Supplier Development Council. She is a long term Board member of the New England Roundtable of the Council of Supply Chain Management Professionals and will serve as the 2010-11 President. She was the first woman Chairman of the Board of the Council of Supply Chain Management Professionals, a worldwide organization. She is a Pro Bono consultant for the Center for Women and Enterprise. She is mentor in the Women's Leadership Program and a Coach at Babson.

She has been a keynote speaker at logistics conferences: ASLOG (French Logistics Association): Paris, France; International Logistics Conference: Helsinki, Finland and St. Petersburg, Russia; SMART Conference: Sydney, Australia and a frequent speaker at the Council of Logistics Management Conferences. Additionally she was a member of the Advisory Board for the research on Worldwide Logistics Best Practices published by Michigan State University.

## **Joanne Mavroides**

Joanne Mavroides is a hands-on executive leader with over 25 years of manufacturing engineering, supply chain and operations management experience. She has led global and virtual manufacturing and service teams in both telecom and computer industries. Mavroides leverages her ability to break down cross-functional boundaries and build teams to operate collaboratively with suppliers, partners, customers and peers.

As Director of Mfg Engineering and then VP, Supply Chain and Technical Service at NMS Communications, she stream-lined new product introduction and life cycle management processes reducing Time to Market, Product Cost and Cycle Times. She successfully guided her teams and partners to outstanding Customer Satisfaction ratings in both product and global service delivery, based on applying LEAN and Six Sigma methodologies of measurement and analysis to both business and manufacturing processes. Previously at Digital Equipment Corporation, Mavroides focused on process and product development, competitive analysis and product data systems. She established Corporate Design for Manufacturing Guidelines both for Electronics and System Design, as well as led the team transitioning products into new factories both captive and outsourced upon Compaq acquisition.

In her most recent assignment as Vice President of Operations at LiveWire Mobile Inc., she was responsible for delivering both product and service for hardware and "Software as a Service" mobile application solutions. She was responsible for the successful first implementation of Ring Back Tone as a SaaS solution. She established project management and accounting methodologies, service guidelines and partnerships which achieved predictability and high profit margin. Currently, Mavroides is providing supply chain management consulting to an electronics surveillance start-up.

Mavroides has a Bachelor's Degree in Chemical Engineering from the University of Lowell, and an MBA from Northeastern University. She is a member of the Chemical Engineering Advisory Board at UMass Lowell and a board member of CSCMP-New England Round Table.

**Matthew E. Menner**  
**Senior Vice President, Sales & Alliances**



Matthew Menner is the Senior Vice President, Sales & Alliances for Transplace, Inc. a leading third party logistics and technology solutions provider focused on transportation management business processes outsourcing. Mr. Menner leads their field sales organization, develops and executes alliances strategies as well as oversees industry analyst relations for Transplace. He brings more than 18 years of transportation and logistics industry experience. Prior to joining Transplace, Mr. Menner served as Senior Vice President of Global Sales and Alliances for Optiant, a leader in strategic supply chain design and optimization. Through a series of acquisitions over the course of a decade, Mr. Menner rose to the position of Vice President of Sales at Manhattan Associates, a global leader in supply chain execution solutions. Mr. Menner's recent position has been achieved through a culmination of rich experiences from a number of diverse companies which include: Logistics.com, Inc., Sabre, Inc., Princeton Transportation Consulting Group, Inc., Andersen Consulting's (now Accenture) Logistics Strategies Practice, Burlington Northern Railroad and St. Johnsbury Trucking Company, Inc.

Matthew earned an AA (1990) in Liberal Arts from Green Mountain College, a BS (1990) in Business Administration/Marketing Management and MBA (1994) in Transportation & Distribution/Marketing Management from Syracuse University. He was recently honored by Syracuse University as the 2007 Young Alumni of the Year and the 1997 Green Mountain College Young Alumni of the Year Award Recipient.

Matthew serves on the Whitman Advisory Council at Syracuse University and is the President of the Franklin Supply Chain Management Executive Advisory Board at Syracuse University. He is also the Vice President, Strategic Development for the Council of Supply Chain Professional (CSCMP) New England Roundtable.

He serves as a Green Mountain College Trustee holding positions as a member of the Executive Committee, Chair of the Development Committee for the Comprehensive Capital Campaign (first in the history of the 170 year old institution, achieving US\$9.5M (+120%) against a goal of US\$8.0M), and Nominating Committee, recently completing his role as a member of his second Presidential Search Committee.

In the battle against cancer, Matthew is the Captain & Chief Operating Officer for Team Eradicate of the Pan Mass Challenge. This team of 35 riders who have raised in excess of a \$1.5M over the past decade, contributing meaningfully to the aggregate fundraising for the Pan Mass Challenge of \$270M+.

Matthew and his wife Megan, a Cornell graduate and currently the Vice President of Human Resources for EMD Serono reside in Wayland, Massachusetts.

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Sean Reardon is a 1992 graduate of the Univ. of Rhode Island and has his MBA from Bryant College. He began his career as a Logistics Assistant at Hasbro in Pawtucket, RI in 1992 and was then hired as the Logistics Analyst at Data General in Southboro, MA. Sean was part of Data General's initial Six Sigma Class in 1998, receiving his Black Belt for leading a team credited with saving \$400k. EMC subsequently bought Data General in 2001, where Sean was promoted to the Global Logistics Manager in 2005. Sean left EMC in 2007 to become the Global Logistics Manager at Sensata Technologies in Attleboro, MA. Sensata has 12 global locations in 7 countries (US, Mexico, Dominican Republic, Holland, China, Korea and Malaysia) with a combined global logistics spend of roughly \$90M. Sean is currently working on a project to integrate 4 locations from Sensata's most recent acquisition, Freebird, a division of Honeywell.

**Vaneza Nazario-Keefe**

Bachelor of Science in Marketing and a Minor in Management (1988) from Bentley College, now Bentley University

I started in the Customer Service group, which was part of the Sales and Marketing Department within the Diagnostics Division. We then created the Traffic Department to handle all international order, both imports and exports. I moved then to Operations, under Purchasing to continue developing the Traffic Department at a corporate level. An opportunity was presented to me to manage one of our warehouses, so I did that too and then I ended up managing 3 warehouses, Cambridge, Allston and Framingham plus the traffic team. We now have a team of 13 in the Logistics and Trade Compliance groups.

Vaneza Nazario-Keefe

Associate Director Logistics

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