

KEVIN CHEN (XU)

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Education

The Fisher College of Business, The Ohio State University Expected Graduation – 6/2005

MBA – Supply Chain Management & Marketing (Minor – Finance)

- I VP of Logistic of Chinese Business Professional Association
- I Technology Director of MBA Marketing Association
- I Final round runner of Deloitte Entrepreneurship Business Plan competition (2004)

School of Law, Shanghai International Studies University (SISU) 1995-1999

Bachelor of Law - International Commercial Law & English

- I President, Law School Student Union ('Excellent Student Leader' prizes of SISU)

Work Experience:

Supply Chain Management Consultant, Zhejiang Shuangshuang Hosiery Co. Ltd. Feb 02 – Aug 03
(Became part-time over-sea representative from Sep 03 to present)

- I Attending 5 trade shows in US representing the company as outsourcing supplier (04 Vegas Magic Show, ASAP Outsourcing Show, etc)
- I Negotiated and developed 6 new raw materials suppliers with 10% effective manufacturing cost reduction and 15% shortening of delivery time
- I Conducted 'Internal management analysis' which helps identifying manufacturing bottleneck, internal accounting system errors and quality control problems
- I Participated in new product line initiation with outcome of 3 additional product line in 6 month
- I Assisted in export transportation process design which enhanced the outbound route optimization

Senior Project Planner (Intern), MB IntelliQuest Austin, TX July 04 – Sep 04

- I Served as project leader and client contact on ad-hoc projects for Dell, CDW, Microsoft
- I Internal research technique and advanced data analysis training for junior staff

Market Analysis Specialist (Intern), LeasePower Inc. Dec 03 – June 04

- I Developed a first phase business plan for IPO bidding
- I Independently established affiliates network and conducted Online Auto ICP competitor research

Associate Account Manager, WPP Group (Shanghai & Hongkong) Nov 99 – Feb 03

- I Designed, analyzed and presented multi-country research projects that were conducted in *United Kingdom, Australia, Korea, Philippines, Malaysia, Thailand, Taiwan, Singapore, and Indonesia*.
- I Trained and, supervised 5 research assistants in one year time.
- I Initiated 'Multi-angle Analysis Process' (2001) which reduced 25% of report preparation time on average
- I Conducted more than 200 face-to-face in-depth interviews and moderated more than 50 focus group discussions for clients including Coca-Cola, Kodak, Siemens, Unilever, Tri-con.
- I Initiated 'Field Work Audit' (2000) a realistic retailer checking tool which has been applied as a mandatory part of Unilever China sales team

Sourcing Manager, Shuangsheng PVC & Material Co. Ltd. Jan 99 – Nov 99

- I Analyzed and assessed suppliers performance & streamlined procurement procedures
- I Conducted quarterly forecast of demand and inventory planning
- I Attended annual supplier meeting for monthly demand and price negotiation

Manager Assistant Shanghai Zhongxin Electronic Technology Co., Ltd. Jul 97– Oct 97

- I Successfully implemented 'Error-reporting' system for major sales channels
- I Designed and introduced 'National purchase & sales channels' for the company

SKILLS

- I Fluency in English, Mandarin (fluent with Beijing, Shanghai Dialect), Cantonese
- I Strong quantitative analysis skills & Excellent skills in Excel, PowerPoint, Word, Access, Quantum, Minitab
- I Final round participant of 2000 Northern Thailand 'Jungle Survivor' competition

SUSANNA (QIANG) HUANG

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SUMMARY

A 2nd year MBA candidate with double majors in strategy/consulting and operations/logistics (supply chain) and minor in Finance. 8 years of work experience as a senior consultant with Accenture (China), a project manager with i2 (US) and an intern with Emerson Electric and American Electric Power (US). Specialized in supply chain management, process design and improvement, project management, content management and large-scale ERP business solutions implementation. Familiar with e-enabled sourcing tools. Excellent academic record. Broad and deep functional knowledge in supply chain area. Global working experience. *Interested in securing a fulltime job with a global firm.*

EDUCATION

The Ohio State University, Fisher College of Business, Columbus, OH
MBA, major in Strategy/Consulting, Operations/Logistics Management, and minor in Finance, June 2005, GPA: 3.87
Tsinghua University (highest rated in China), Beijing, P.R.China
Master of Science in Automation focusing on Computer Integrated Manufacturing System, July 1995
Xi'an Jiaotong University (highly rated in China), Xi'an, P.R.China
Bachelor of Science in Electrical Engineering, July 1993

PROFESSIONAL EXPERIENCE

American Electric Power Supply Chain Management Intern Columbus, OH Feb 2005 – June 2005

- Perform business process improvement in procurement and material management functional area.

Emerson Electric Intern, Logistics Analyst St. Louis, MO June 2004 – Sep 2004

- Performed business process improvement for Emerson Freight Payment Program, outsourced to CASS Information System, Inc. and covers 60+ Emerson divisions. Reported to Global Transportation Manager.

i2 Technologies US, Inc. Project Manager Columbus, OH March 2001 - May 2003

- Managed i2 SRM Custom Catalog Project for Honda North America to support its Power Sourcing Initiatives, covering 4 business sites. Led an India production team of 6 and US Sourcing team of 10. Responsible for project management, on-site project coordination, and strategic sourcing content management solution design. Achieved significant procurement cost and inventory cost reduction. Directly reported to the Account Director.
- Managed i2 SRM Custom Supplier Catalog Implementation Project for Applied Materials to support its eSource Strategic Procurement Initiatives, covering 6000+ suppliers. Responsible for project management, on-site project coordination and strategic sourcing content management solution design. Achieved significant procurement cost and inventory cost reduction. Directly reported to the Account Director.

Accenture/Andersen Consulting Sr. Consultant P.R.China July 1995 - October 2000

- Rolled out Business System for ExxonMobil in Asia, leading the Sales and Distribution Functional Team. Responsible for sales and distribution business process design and system implementation. Project went-live successfully and Asia templates were rolled out to the US.
- Led the full-cycle ExxonMobil Singapore Business Integration Project as the project lead with a team of 3 members from diverse functional areas. Responsible for project management, business process design and system implementation in sales and distribution, and material management functional areas. Completed within 3 months and within budget.
- Implemented Halliburton SAP Global Rollout Project at Texas, as Sales and Distribution Functional Expert. Responsible for sales and distribution business process design and system configuration.
- Led an SAP implementation for a Sino-Indonesia Joint Venture Paper Manufacturer as the Sales and Distribution Functional Lead with a team of 4. Responsible for sales and distribution and material management business process design.
- Performed business process re-engineering for GREE, a large Electric Appliances Inc. and Yaraco, a BP Oil JV in China in procurement and material management area.

LEADERSHIP & HONORS

Fisher College of Business: Fisher Scholar (top 10%), The Operations and Logistics Faculty Scholarship. President of Chinese Business Professional Association. Member of Project Management Institution/Institute of Supply Management.

Tsinghua University: Motorola Scholarship.

Xi'an Jiaotong University: Outstanding Student Scholarship (every year), Zhong Zhaolin Scholarship.

TECHNICAL SKILLS

- Training on ERP Software packages: SAP, Commerce One, BaaN, QAD, i2 SRM, DKM and SCM, Indus Passport.
- Highly proficient in using PowerPoint, Excel, Word and Access.

Amy Li

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Profile Five years cross-functional and multi-national experience in project management
Areas of expertise include purchasing, material sourcing, vendor negotiations and management, importing and exporting, and marketing. Multi-language ability.

Education **The Ohio State University – Fisher College of Business** **Columbus, Ohio**
MBA in Operations/Logistics and Marketing June 2005
University of International Business & Economics **Beijing, China**
BA in Japanese Language and International Business July 1994

Experience **Schneider Logistics, Inc.** **Green Bay, WI**
Project Manager Intern Jun 2004 - Sep 2004

- Created business plan for one of the company’s 12 strategic themes for 2005, Schneider Convergence Network (SCN) project. Interacted with various departments in Schneider Enterprise and consulting company.
- Conducted internal and external research on retail and CPG industry. Identified SCN potential customers in each retail segment. Analyzed European market for SCN and summarized due diligence checklist for possible acquisitions.

Wine of Japan Import, Inc. **Pompton Plains, NJ**
Business Analyst Aug 2000 - Aug 2003

- Played major role in company’s importing business including purchasing, L/C application and negotiation, and shipping arrangements. Coordinated between suppliers and customers to ensure on time shipment.
- Analyzed cost of goods sold report. Provided management recommendations with regard to order quantity, inventory management, promotions, and product distribution. Recommended improvements on company’s operation process.
- Drove 30% increase in sales for Japanese Premium Wine by contributing to set up company web page, identifying key target markets, designing ads materials, and improving customer service.

Sumitomo Corporation, Chemical Dept. **Beijing, China**
Assistant Manager Aug 1994 - Mar 1999

- Established and expanded the export business of mineral products and inorganic chemical products from China to Japan and other countries. Negotiated with domestic suppliers and major importers in Japan on contract terms and supervised the execution. The annual sales volume reached \$ 8 million over 4 years time period.
- Played major role in setting up Yingkou Huaxin Mill, a joint venture of Sumitomo and CITIC (China International Trust and Investment Corp.) in 1997. Succeeded in leading plant’s operation department to ensure raw material quality, work in process control, packaging and shipping to meet customer’s requirement.
- Received training at Sumitomo Tokyo headquarters. Visited many Japanese customers and gained first hand experience in operations and logistics.

Language Fluent in Chinese, Japanese and English

DONGJUN (DONNY) MA

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QUALIFICATIONS

- Ten years' experience and thorough understanding of Chinese Securities market
- Participated in corporate restructuring, IPO preparation and listing recommendation of 20+ Chinese State-owned-Enterprises (SOEs) in various industries
- Established strong networks with the Chinese Securities Regulatory Commission (CSRC), Shenzhen and Shanghai Stock Exchanges, and the China Institute of Certified Public Accountants (CICPA)
- Exceptional communication, interpersonal, leadership, quantitative and analytical skills.
- CPA License (Securities Chartered) of China
- CPV License of China
- CFA Level 1 candidate

EDUCATION

The Ohio State University, Fisher College of Business Columbus, OH
Master of Business Administration, Investment Management, June 2005

Renmin University of China Beijing, China
Bachelor of Economics, July 1991
Renmin Scholarship Recipient. Graduated with honors.

PROFESSIONAL EXPERIENCE

Tongshen Venture Capital Co., Ltd Shenzhen, China
Investment firm specialized in design and planning services
Chief Financial Consultant December 2001 - January 2003

- q Provided investment management and financial consultancy services to affluent individuals and small-to-mid-sized Chinese private client companies.
- q Offered professional opinions to high-technology client companies to design and optimize their business and financial models.
- q Advised client companies on project financing.

Zhongtianqin CPA Firm Shenzhen, China
One of the five biggest accounting firms in China at the time.
Partner July 2000 – December 2001

- q Actively involved in China's corporate reform and development of China's stock markets, by leading to deliver financial statements auditing, asset appraisal, accounting advisory and financial consulting services to clients.
- q Advised client companies on corporate finance issues such as valuation, capital market perspectives, optimal financing structure, investor-based finance, etc.
- q Conducted innovative practice in China-style finance, including Mergers & Acquisitions, alliances/JVs, restructuring and liberalizing state-owned-enterprises, and initial public offering etc.

Tianqin (Zhonghua) CPA Firm Shenzhen, China
Partner, Vice Director, Division Manager, Project Manager, Staff Auditor August 1991 - July 2000

- q Oversaw modification service and business assurance service for State-owned-Enterprises that led to increased knowledge of corporate finance issue.
- q Improved public relations of the firm through networking efforts with organizations such as the Shenzhen Stock Exchange, the China Institute of Certified Public Accountants (CICPA), and the Chinese Securities Regulatory Commission (CSRC).
- q Increased operational efficiency, improved control environments, and reduced operational and financial risk by leading to design and implement internal business process reviews and making refinement recommendations.
- q Supervised and contributed to the transformation of twenty-two state-owned enterprises into listed companies such as China Marine Containers Group Company, Shenzhen Zhongqiao Company, Greatwall Estate Co., Yantian Port, China Merchants Bank.

Richard Ma

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Phone: (614) 263-0785, 216-8814 (Cell)

SUMMARY OF QUALIFICATIONS

- ✓ **Highly motivated and results-oriented individual** with extensive experience and significant track record of financial analysis, project management, and business development.
- ✓ **Skilled analyst and CFA** candidate with demonstrated expertise and in-depth understanding of economics, investment strategies, and security market.
- ✓ **Hands-on manager** well rounded in delivering multiple concurrent projects in a timely manner while leveraging market trends, customers' requirements, and corporate objectives.
- ✓ **Exceptional track record** of cost containment, customer relations and communication skills.
- ✓ **Comprehensive experience** with Microsoft Office, SPSS, StockVal, Bloomberg, Dream Weaver.

EDUCATION

Fisher College of Business, The Ohio State University

M.B.A., Corporate Finance and Investment Management

June 2005

The School of Hotel & Restaurant Administration, Oklahoma State University

M.S.A., Hospitality Administration

August 2003

Beijing Institute of Tourism, Beijing Union University

B.A., English/Dual-diploma, Accounting & Finance

July 1996

PROFESSIONAL EXPERIENCE

REUTERS, Beijing Representative Office

March 1998 - July 2000

Manager, Finance and Investment Information

- ✓ Spearheaded the establishment/consolidation of strategic alliance with Chinese Internet service providers by leading a cross-functional team of ten employees in conducting project feasibility analysis and developing implementation plan.
- ✓ Coordinated effectively with multiple departments and global data resources to ensure the business and finance information products' reliability and operability in a timely manner.
- ✓ Conducted business and financial analysis by evaluating investment growth potential of going concerns and venture capital situations; identified profit-margin projections of investor group to be overstated and prevented potential \$ 600,000 loss.
- ✓ Supervised five staff analysts responsible for researching aspects of investment projects, conducting market research, troubleshooting assignments, and recommending clients with in-depth studies of company operations and production.
- ✓ Performed risk analysis of hedging decisions that utilized forward foreign exchange and foreign money markets.
- ✓ Consistently exceeded corporate objectives of data accuracy, clients' ROI maximization, and profitability.
- ✓ Contributed to fostering a spirit of collaboration by a series of inter/intradepartmental teamwork.

Shangri-La Hotel, Beijing, P. R. China

August 1996 - January 1998

Assistant Manager, Marketing & Sales

- ✓ Supervised a team of eight employees and restructured work assignment for maximum efficiency and customer service.
- ✓ Created new product lines and redesigned existing service offerings.
- ✓ Successfully promoted teleconference services to clients and exceeded revenue target by 50% in 6 months.
- ✓ Oversaw marketing research campaign to facilitate the establishment of e-commerce platform.
- ✓ Streamlined operational process and internal communications by computerization of delivery fleet statistical reporting system; achieved 100% unit productivity gain and enhanced departmental capability.

OTHER RESEARCH EXPERIENCE

Fisher College of Business, The Ohio State University

June 2004 – Present

Graduate Research Assistant to the Raymond E. Mason Chair in Transportation & Logistics

- ✓ Designed and updated the web sites of The Global Supply Chain Forum and the Executive Education Programs.
- ✓ Served as the central liaison to the management to improve efficiency of the Executive Education Programs.

The School of Hotel & Restaurant Admin., Oklahoma State University

August 2000 - May 2002

Research Assistant

- ✓ Executed SPSS in conducting in-depth industry research to facilitate state tourism authority's project.
- ✓ Troubleshot online reservation malfunctions at the Atherton Hotel resulted in 150% increase in sales in 3 months.

SUMMARY OF QUALIFICATIONS

- 7 years experience in supply chain management (sourcing/ purchasing/supply relationship management/vender negotiation) and international business (export administration)
- Working knowledge of Quality Management in ISO9000 and QS9000
- Formal academic training in Six Sigma
- Academic background in mechanical engineering and computer science
- IT skills: strong Microsoft Suite skills (Excel, PowerPoint, Access), Minitab, SAS, database skill, Certified Programmer

EDUCATION

The Ohio State University, Fisher College of Business Administration, Columbus, OH, June 2005
Master of Business Administration, Major: Operations and Logistics (Supply chain management) Minor: Finance

Tongji University, Shanghai, China, June 1995
Bachelor of Engineering, Major: Machine Design and Technology, Minor: Computer and Applications

PROFESSIONAL EXPERIENCE

Beijing Automobile and Motorcycle Corporation (BAM), Beijing, China

Export Project Manager, January 2001- December 2002

- Managed commercial and engineering details in RFQ, supplier sourcing, purchasing agreement, export contract negotiation, L/C (letter of credit), international shipping and projects follow-up with customers and suppliers
- Supervised supply chain improvement in sourcing and procurement process
- Identified and interviewed suppliers, negotiated and implemented contracts with suppliers
- Successfully solved customer complaints and issues of products rejections

ASIMCO Components Group (USA), Inc., Beijing, China

Senior Sourcing, August 1998 – November 2000

- Managed sourcing, supplier selection and evaluation, coordinated supplier plant-audit, assisted suppliers to improve service and quality management
- Supported supply chain optimization and cost saving plans, reduced purchasing cost by 20%
- Interacted with suppliers and global customers on engineering specifications and purchasing transactions
- Accomplished over 120 RFQ projects (Requests for Quotation), totaling \$30 million
- Participated in Freemarkets' online bid competing for \$23 million of global purchasing contracts
- Provided IT support and assisted in e-ASIMCO planning and building

China National Automotive Industry Import and Export Corporation (CAIEC), Beijing, China

Export Specialist, August 1995- July 1998

- Implemented sourcing/purchasing with a wide range of automotive and mechanical products, i.e., casting, forging, stamping, and cold forming parts, powder metals, plastic, and rubber parts
- Coordinate supplier audit, selection, and supplier quality improvement
- Handled L/C for international business, customer contract and purchasing order negotiation
- Reviewed and read product blueprints/drawings and engineering specifications
- Provided IT support to international business department

CERTIFICATES

- Cisco Certified Network Associate -CCNA2.0 (2001)
- Licensed International business specialist (1996)
- Certificate of National Computer Software Programmer (1994)

ACTIVITIES

- MBA Operations and Logistics Management Association
- Chinese Business Professional Association

Hui Zhang

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Summary

Specific knowledge and skills in Operations and Logistics Management, such as Lean manufacturing, Six Sigma, Process management and control, SOP/MPS/MRP, Logistics forecasting and modeling. Cross-functional team and project management experience in product development and manufacturing. Strong Cost Accounting knowledge for financial evaluation of projects. Extensive business analysis skills in corporate, operations and supply chain strategies.

Education

The Ohio State University, Fisher College of Business	Columbus, Ohio	June 2005
<i>Master of Business Administration</i>	Operations and Logistics Management, Corporate Finance	GPA 3.5
Shanghai Railway University	Shanghai, China	November 1999
<i>Master of Science</i>	Mechanical Engineering	GPA 3.5
Shanghai Institute of Railway Technology	Shanghai, China	July 1994
<i>Bachelor of Science</i>	Mechanical Engineering	GPA 3.6

Work Experience

Nationwide Mutual Insurance Company Columbus, Ohio November 2004 – present

Intern, Six Sigma Projects, Claims Solutions department

- | Conducted operations evaluation and process improvement in eCCAp IT group.
- | Worked with technical leaders in software developing group and testing group to collect operational data, calculated sigma level for individual processes, and evaluated those processes for production defects control.
- | Identified opportunities and generated reengineering initiatives for continuous process improvement and alignment between current working process and management's operations strategy.
- | Researched and designed new metrics and procedure for process measurement and control.
- | Promoted Six Sigma and best practice implementation in the department with presentation to senior managers.
- | Estimated cost saving from implementation of new fire workflows system in comparison with the old system.

RGIS (Retail Grocery Inventory Specialist) Columbus, Ohio July 2004 – September 2004

Inventory Auditor

- | Audited inventory data at different retailer sites and generated reports to senior managers for inventory management.

Railway and Urban Mass Transit Institute Shanghai, China May 2000 – July 2003

Project Manager, Consulting for QiQihar Railway Car Corporation (QQRCC) and Beijing Erqi Railway Car Works

- | Established China's first Freight Car Parameter Test Center with a five-person team. Reduced annual testing expenditure for QQRCC by approximately \$24,000.
- | Designed testing process and standard procedure, supervised development of the software and hardware systems.
- | Coordinated hardware supplier, software developers and QQRCC.
- | Managed cost control, compensation and processes of product development projects for QQRCC and Beijing Erqi.
- | Presented consulting results of QQRCC and Beijing Erqi projects to senior officials of China Railway Ministry.

Mechanical Engineering Department, Shanghai Railway University Shanghai, China August 1994 – April 2000

Principal Consultant, National Science & Technology Advanced Research Project

- | Performed information research on the best high-speed railway technologies worldwide.
- | Designed initial FEA model for strength analysis, dynamics analysis, statistical analysis and testing.
- | Coordinated key component suppliers, engineers and one major manufacturer in the product development process.
- | Played integral role in production of China's first tentative articulated high-speed train.

Si Fang Locomotive & Coach Works Qingdao, China March 1995 - March 1996

Design Engineer

- | Co-designed car components and offered technical support on production method and working processes.

Activities

Operations & Logistics Management Association—Member

Institute of Management Accountant—Member

Chinese Business Professional Association—Treasurer

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Winnie Wei Zhang

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Home phone:(614) 688-7854

Ten years of increasing responsibilities in the manufacturing industry. Areas of expertise include supply chain management, production planning, total quality management, ISO-9002 Quality System, project management, supplier sourcing and evaluation, customer and supplier relationship management.

EDUCATION

The Ohio State University, Fisher College of Business, Columbus, OH June 2005
MBA, Operations & Logistics Management, Corporate Finance, International Business minor, GPA:3.77/4.0

- Fisher Scholarship, awarded to top 10% students in Fisher MBA program
- Supply chain management project for Colgate Company's Asian outsourcing and logistics.
- Six Sigma and Lean Project for Tigerpoly Manufacturing Overall Equipment Effectiveness Improvement.
- Graduate Research Assistant for International Finance and Business Project- "Cross-board Merger and Acquisition."

Business College, The University of Southern Mississippi, Hattiesburg, MS 08/02 – 08/03
One year Accounting studies– 21 accounting semester credit hours

Donghua University, Shanghai, China July 1992
BS Chemical Engineering. No.1 out of 32 students in class

PROFESSIONAL EXPERIENCE

Worthington Industries, Columbus, OH 06/04-present
Research Associate - Asian Strategic Development

- Research China and other Asian countries' market; analyze the investment opportunities.
- Source the investment location, strategic partners, potential customers and suppliers.

Shanghai Yunjie (Jiushi) Company, Shanghai, China 02/00 – 05/02
Manager – Sweater Export Office

- Managed outsourcing sweater production, and sourced and evaluated suppliers.
- Controlled sweater quality and monitored the lead time.

Esquel Group (One of the largest multinational textile and garment manufacturers in the world) 09/94 – 10/99
Golden Field Knitters Co. Ltd (a subsidiary of the Esquel Group), Hong Kong & Guangdong, China 07/95 – 10/99
Vice-Manager- Head of Quality Control (QC) Department

- Established QC Dept., recruited and trained operators, reported directly to CEO, managed more than 100 employees.
- Drafted QC ISO-9002 documents; led ISO internal audit team.
- Established Total Quality Management team, improved quality and shortened production procedure.
- Established and managed supplier evaluation system and controlled purchased goods quality.
- Managed customer relationship, worked with customers from sample approve to post-sales service, set and revise the quality standards with customers and dealt with customers' quality complaints.

Eastern Knitters Co. Ltd.(a subsidiary of the Esquel Group) , Penang, Malaysia 09/94 –06/95
• Management Trainee- Assisted QC Manager to do QC data statistics.

Japan Sunshine International Co. Ltd, Shanghai Office, Shanghai, China 10/93 – 08/94
• Manager Assistant - Shanghai Office, Sourced and selected suppliers, monitored suppliers' production and quality.

Shanghai Textile Research Institute, Shanghai, China 07/92 – 09/93
• Assistant Chemical Engineer- Researched dyeing technology and developed new products.

ACTIVITIES

- Staff Assistant of Jones Graduate Tower- Assist the hall director to manage 300 residents and supervise 24 hour front desk with 10 office assistants; organize social or educational activities monthly. 03/04-present
- Team leader of pharmaceutical business plan team – Won fourth place in Deloitte Business Planning Competition.

LANGUAGES: Fluent in Mandarin, Shanghai dialect, Cantonese and English