

# Alloquor Consulting

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## **Biography of Thomas L. Phelps** *Logistics and Supply Chain Management Consultant*

Thomas Phelps has helped some of the world's leading companies, as well as many middle-market companies, improve their supply chains. His past clients include Hewlett-Packard, SLKZ, Seagate, ATEN, Nissan, Line 6, Mazda, Behringer, Compaq, Quest, Warner Bros and others. The work done for these clients has saved millions of dollars in supply chain costs.

Mr. Phelps' domain expertise encompasses both the operational and technical aspects of supply chain management, which enables him to focus on operational improvements and technology improvements simultaneously. He was a management consultant with two Big-5 consulting firms known for their thought leadership in supply chain: Andersen Consulting (now known as Accenture), and Ernst & Young Management Consulting (now known as Capgemini Consulting).

### **PROFESSIONAL EXPERIENCE**

#### **Alloquor Consulting** [www.alloquor.com](http://www.alloquor.com)

##### ***Logistics and Supply Chain Management Consultant – Los Angeles CA***

President of consulting firm that specializes in logistics and supply chain solutions. Provided consulting services in strategic as well as tactical areas [e.g. have worked on global supply chain strategies, but have also put on gloves and worked in the warehouse]. Served companies ranging from very small to very large in industries including retail, high-tech, consumer electronics, logistics services, education, CPG and more.

#### **Ernst & Young Management Consulting** (now known as Capgemini Consulting) [www.capgemini.com](http://www.capgemini.com)

##### ***Logistics Consultant – Los Angeles CA***

Employed by one of the world's most respected management consulting firms to provide logistics cost reduction and process improvement services to clients nationwide in various industries.

#### **Andersen Consulting** (now known as Accenture) [www.accenture.com](http://www.accenture.com)

##### ***Supply Chain Consultant – Los Angeles CA***

Recruited by the world's largest management consulting firm to provide supply chain consulting services to Fortune 500 clients seeking cost reduction and best practices in supply chain management. Specialized in supply chain optimization systems such as i2 and Manugistics.

#### **Pro Performance Sports - SKLZ** [www.sklz.com](http://www.sklz.com)

##### ***ERP Selection and Implementation Project – Carlsbad CA***

Performed an analysis of inventory management problems and determined that a better ERP system was needed. Led the ERP selection team through a methodical selection process. Continued to provide ERP and supply chain expertise during the ERP implementation which resulted in a successful implementation.

#### **EZ Shipper Racks** (a "green" logistics company) [www.ezrack.com](http://www.ezrack.com)

##### ***Reverse Logistics Process and Systems Improvement Project – Westlake Village CA***

The failures of a major third-party logistics company had virtually shut down EZ Rack's operations, which provide "green" reverse logistics services at 5000 major retail stores nationwide. Quickly helped "stop the bleeding", replaced the faulty 3PL with good companies, and implemented major process improvements to the operations. Also designed and developed a custom reverse logistics computer system that facilitated proper processes and procedures for 75 transportation and warehousing locations.

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## **Hewlett-Packard Company** [www.hp.com](http://www.hp.com)

### ***Transportation Management System Selection Project – San Jose CA***

Conducted a formal TMS software package selection, guiding HP to select the best TMS for their business needs. Constructed future state design with estimated savings of \$24M per year. Selected to be Project Manager for “the most complex i2 TMS implementation ever attempted.”

## **Compaq Computer Corporation** [www.compaq.com](http://www.compaq.com)

### ***Transportation Optimization Software Implementation Project – Houston TX***

Project lead for implementation of i2 Technologies Transportation Manager and Optimizer software. Led a large project team through conceptual design and pilot configuration. Design included integration to SAP and a warehouse management system, as well as process and organizational change requirements.

## **Behringer** [www.behringer.com](http://www.behringer.com)

### ***Supply Chain Strategy and ERP Assessment Project – Zhongshan, China***

Developed the supply chain strategy for this global company with 3500+ employees. Evaluated current ERP systems and developed recommendations for selection of a Tier-1 ERP. Formulated supply chain improvement recommendations to streamline manufacturing, distribution and inventory management.

## **Seagate Technology** [www.seagate.com](http://www.seagate.com)

### ***Reverse Logistics Operations Assessment Project – Oklahoma City OK***

Analyzed the international reverse logistics operation of the world’s largest manufacturer of computer hard drives. Pinpointed problem areas (which Seagate management had attempted to do, but could not), and developed recommendations for reducing reverse logistics cycle time by more than 50%.

## **Warner/Elektra/Atlantic (WEA)** (an AOL Time Warner Company) [www.wmg.com](http://www.wmg.com)

### ***Logistics Cost and Service Optimization Project – Burbank CA***

Conducted a logistics evaluation process for the largest record company in the U.S. The project simplified the carrier structure for all distribution centers and produced a \$1.6M reduction in annual logistics costs.

## **Keyes Packaging** (a “green” manufacturing company) [www.keyespackaging.com](http://www.keyespackaging.com)

### ***Logistics Cost Reduction and Methods Improvement Project – Wenatchee WA***

Identified areas of process improvement and cost reduction for this manufacturer that uses 100% recycled products for its direct materials. One of the recommendations was implemented before the final report was even presented, and that one savings measure alone more than covered the consulting fees.

## **Line 6** [www.line6.com](http://www.line6.com)

### ***Supply Chain Strategy Project – Agoura Hills CA***

Conducted an assessment of the international supply chain of this electric guitar and amplifier company, including manufacturing in China and Japan. Developed recommendations to reduce manufacturing lead time by 50%.

## **ATEN Technologies** [www.aten.com](http://www.aten.com)

### ***Supply Chain Strategy Project – Irvine CA***

This computer electronics company was being challenged by fast growth. Assessed the current supply chain problems, developed recommendations for long-term supply chain strategy, and implemented near-term tactical improvements.

## **Nissan North America**, US Corporate Headquarters [www.nissanusa.com](http://www.nissanusa.com)

### ***Process Improvement Project – Torrance CA***

Guided Nissan personnel through process improvement. Conducted facilitated sessions, analyzed current state processes and problems, conducted visioning sessions, formulated solution recommendations, established metrics and guided future state design.

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**US West Telecommunications** (now known as Qwest) [www.qwest.com](http://www.qwest.com)

***Transportation Management System Selection Project – Denver CO***

Evaluated US West's shipping requirements to determine if it needed a tier-one Transportation Management System, or whether a cheaper solution would be more appropriate.

**Custom Building Products** [www.custombuildingproducts.com](http://www.custombuildingproducts.com)

***Transportation Cost Reduction Project – Seal Beach CA***

Reduced the number of carriers by 75% for this major supplier to Home Depot, and produced a 12% reduction in annual transportation costs.

**Mazda Motor of America**, US Corporate Headquarters [www.mazdausa.com](http://www.mazdausa.com)

***Vehicle Logistics Analysis – Irvine CA***

Evaluated entire U.S. vehicle logistics operation, including systems. Analyzed and implemented logistics process improvements for shipments of 400,000+ vehicles to 900+ dealerships nationwide. Conducted intermodal logistics analysis that revealed savings of \$1.3 million in annual transportation costs.

**Sameday Technologies** [www.sameday.com](http://www.sameday.com)

***Vice President, Supply Chain Systems – City of Industry CA***

Set the strategic direction for the systems applications that ran all the critical business functions of this third-party logistics company. Played key executive role in building the company from start-up to 5 fulfillment centers, 30 distribution centers, and 280 employees in less than one year. Set a new record for fastest implementation of HK Systems WMS.

**Yellowshirt Inc** [www.yellowshirt.com](http://www.yellowshirt.com)

***Supply Chain Solutions – Pasadena CA***

Brought in by company's founder to serve as its "supply chain expert". Provided guidance to management and staff on best practices in supply chain integration and supply chain management.

**J.B. Hunt Logistics** [www.jbhunt.com](http://www.jbhunt.com)

***Logistics Management – Lowell AR***

Participated in a start-up operation for this largest trucking company in the U.S. The operation provided Dedicated Logistics Management Services for customers with automotive logistics challenges.

## GREEN LOGISTICS

**Green Logistics Consultants Group** [www.greenlogisticsconsultants.com](http://www.greenlogisticsconsultants.com)

***Thomas Phelps was one of the first members of the Green Logistics Consultants Group***

The Green Logistics Consultants Group is an international collaborative network of supply chain consultants with a general or specific expertise in areas where companies can improve the cost and environmental performance of their supply chains and transport infrastructure.

## EDUCATION

**Bachelor of Science, Industrial Management (B.S.I.M.) 1991**

***University of Arkansas, Fayetteville AR***

Curriculum was a combination of Industrial Engineering and Business Management.

## OTHER INTERESTS

- National Eagle Scout Association
- Cubmaster, Cub Scout Pack 55, St. Paul the Apostle School, West Los Angeles