

# Andreas (Andy) Novotny

Mr. Novotny has over two decades of experience, both as a practitioner and consultant. His core competencies include industrial product development and manufacturing. In addition, he has extensive knowledge about Business Process Changes, IT Systems, Team Building, Management Vitalization, and Strategies for Improved Market Position. Born in Austria, he speaks fluent English and German. He has lived in the United States since 1993 and he is American citizen. His background includes Industrial Manufacturing and Electronics Engineering, a total of 6 years secondary education at a European technical institute.

## Career Highlights

- ◆ Mr. Novotny's assignments included strategic, tactical and implementation responsibilities on management, interim management, and consulting levels. He has established new plant operations, integrated plants after mergers and acquisitions, and improved operational performance through product deployment planning, plant layouts, vitalizing of organizational hierarchies, developing lean information flow, implementing information systems, and integrating suppliers. In 2000, Mr. Novotny has started to help companies to identify opportunities, develop strategies, and implement programs to collaborate with suppliers and customers by aligning lean enterprise principles and information systems including Internet technology. In today's globally competitive markets, the Lean Demand & Supply Chain Methods developed by Mr. Novotny yield significant advantages and results for manufacturing and distribution businesses.
- ◆ Mr. Novotny has had practitioner product development and operations management experience in both Europe and North America. He established a new US plant producing industrial equipment, owned by a European company. This assignment included design and execution of plant layout, establishing engineering and manufacturing resources, material sourcing, business process development, and information systems selection and implementation including financials. The result was a 450% increase in shipments over a three-year period while significantly improving profit margins.
- ◆ In Europe, his role was to help propel a new manufacturer of robots and automation systems into MARKET LEADER status, a goal achieved in 5 years. As head of Manufacturing & Materials, he led 120 employees and successfully managed to manufacture over 5000 robots and automation systems.
- ◆ Prior to his management career, Mr. Novotny has had extensive experience working with industrial organizations in many western and eastern European countries and the middle-east. Through his travel experiences in the far-east he is also familiar with the cultural differences in this region.

Mr. Novotny is active in a variety of industry associations and he serves on the Board of Directors of the Association for Manufacturing Excellence (AME) and the Turnaround Management Association (TMA).