



Principal biography

Inspiring
Business
Excellence

David Holmes

David Holmes, an Oliver Wight Americas principal and Demand Management expert, is a consultant and educator providing companies with guidance in Demand Management and Integrated Business Planning practices. David has solid experience across a number of industries - automotive, FMCG, and high-tech manufacturing/wireless communications. As Vice President, Demand Management, with Research in Motion, he managed their demand planning processes during a time when the business grew by a factor of 100-fold.

David also created the Demand Management strategy for RIM that formed the blueprint for the implementation of SAP APO, the APO project was delivered on time, on budget and met all the key deliverables. He has held key positions in Demand Management and Integrated Business Planning at both SC Johnson and at Sara Lee – where he led the co-managed inventory function at Wal-Mart virtually eliminating stock-outs. David began his career in Manufacturing with Rolls-Royce Bentley Motor Cars Ltd, ultimately ending up in Logistics where he was actively involved in their achievement of Class A accreditation and maintenance.

During his five years with Demand Solutions Decision Support Software, David worked with senior management implementing 23 installations across a wide range of industries – among them 3M Canada, Carrier, Sunbeam Canada, Spinmaster Toys and Sony Canada. In all 23 cases, the implementations were on time, and the companies achieved significant benefits. In addition to being a Demand

Management expert, David has held numerous positions across all supply chain disciplines including warehousing and distribution, strategy, vision, CPFR, redesigning and relaunching one company's Sales and Operations Planning process and supporting the executive team with Sales and Operations Planning while with another company. Throughout his career as a Demand Management expert, David has continually delivered results by increasing forecast accuracy while simultaneously reducing inventory and increasing customer service levels.

David earned his B Eng. (Hons) in manufacturing technology/management at the University of Aston and his MBA at the University of Nottingham. He was keynote speaker on Forecast Collaboration at the May 2003 SCL conference.



193 Falcon Drive
Woodstock, ON N4T 1W5
Canada

T: (603) 748-6368

dholmes@oliverwight.com

www.oliverwight-americas.com

Oliver Wight Americas

P.O. Box 368, 292 Main Street
New London, NH 03257, USA

Oliver Wight Asia/Pacific

131 Martin Street, Brighton
Victoria 3186, Australia

Oliver Wight EAME LLP

The Willows, The Steadings Business Centre,
Maisemore Gloucester GL2 8EY, UK