

APICS Professional Development Dinner Meeting – Tuesday February 21st, 2012

“Supply Chain Strains At the End Of The Recession”

The first title I selected for this discussion was “What do they want from me now?” This was of course tongue and cheek but true to how supply chain workers are feeling at the end of the recession. You can tell the economy is improving because the first strain in the businesses that survived is on the supply chain. The chains during the recession had scaled back production, reduced the workforce, or just plain exited the business. And these were the suppliers you counted on as your plan B.

So now what do you do? Your boss calmly explains to you that costs are way too high and inventory needs to be reduced. Cash flow issues are now the norm, who do you pay first? This by definition is the result of unprepared growth.

Time to take a new approach and go back to the fundamental of supply chain management. We will discuss what everyone should know. What data you should have to make decisions. How to manage the numbers and turn you into a leader among your peers. We will discuss these issues and solutions during this meeting.

Janna Segrest



Janna Segrest is an entrepreneur at heart. She started her own company a few years ago and since then has worked on her own and for other consulting companies. She has worked in insurance, real estate and has 13+ years in various roles working for GE and BP. Relevant to APICS is her work as a Supplier Quality Engineer, a Senior Global Commodity Leader and as a Strategic Sourcing Manager. These roles required her to travel throughout Europe and Asia negotiating steel based contracts and working through systematic quality issues.

Currently she is working as a consultant to a company in Alabama utilizing her black belt knowledge. She routinely works as a team leader developing operational and strategic solutions. In a previous leadership and management role, she became more involved in the business financial area. In this role she found she had a lot of applicable knowledge and has since developed a passion for helping companies understand the complete business picture from sourcing to operational margins.

Janna is formally educated as a Mechanical Engineer and has an MBA. She is a Black Belt in both DFSS and DMAIC and certified as an ISO auditor. She lives in a Greenville, South Carolina but travels a great deal. However she calls Greenville home and always looks forward to coming home.

Dee Kivett – Associate of Janna Segrest and Potential Co-Speaker for Meeting



Dee Kivett is CEO and President of NextGen SCI (Nextgensci.com). Dee has been leading global quality improvement and supply chain development initiatives at world class companies for over fifteen years. Her demonstrated track record of achieving dramatic cost savings through continuous improvement was accomplished through her hands-on, practical approach to problem solving and her priority for building relationships within the supply chain as a key to long term success.

As a Six Sigma Black Belt and Lean Practitioner, Dee has helped organizations save millions through projects that have reduced defects; streamlined processes to eliminate non-value added activities; and improved customer service and on-time-delivery. She has led ISO and AS9120 registration projects at organizations ranging in size from 8 employees to 4500 employees, so she has a broad perspective on the different levels of supply chain challenges, in industries ranging from Aerospace and Automotive to Services, Distribution, and Healthcare.

As a Mechanical Engineer and Global Quality Manager responsible for the production of high-quality products sold into government, defense, and FDA-regulated medical applications, Dee has first-hand experience with the strict engineering standards required for success in these demanding industries. NextGen SCI provides training and continuous improvement consulting to a variety of industries, and has coached dozens of organizations toward their own successful LEAN transformations by developing an infrastructure of self-sustainment within each. She employs a hands-on approach and her team works hand-in-hand with its clients to achieve their goals.

Dee is an active community volunteer through Rotary International and Brookwood Community Church and is also the Founder & Co-Director of Operation Bear Hug, a SC 501c(3) providing aid to children in crisis situations. She and her husband, Walter, have four children: Sarah, Conley, Kyle, and Kelli and reside in Greenville, SC.