



## Andrew King Managing Director

### PROFESSIONAL PROFILE

Mr. King holds a Bachelor of Science in Chemical Engineering from Purdue University in West Lafayette, IN USA.

He is currently a Senior Partner with WebSan Solutions Inc, a Supply Chain consulting, ERP and WMS implementation firm.

Mr. King is responsible for the managing of strategic client projects as well as business development, sales and marketing.

### RANGE OF EXPERIENCE

Mr. King began his career as a Process Engineer for a global Pharmaceutical company. He moved into the Information Technology division after two years, specializing in SAP manufacturing processes. He supported and implemented SAP in France, England, Canada, Mexico and the United States, specializing in Supply Chain Management, Financials, AP, AR, Sales and Distribution and MRP.

Mr. King became an independent SAP consultant, working with clients from the United Nations (UNICEF) in NYC, to day trading brokerage firms. He specialized in implementing many SAP modules, among them Sales and Distribution and manufacturing planning.

Mr. King then took on a full time SAP project role with a multi-national postage meter manufacturer. He was responsible for the manufacturing and inventory planning modules as part of their Global implementation. He also was the key liaison between the Global Supply Chain organization and the IT department.

Andrew was instrumental in rectifying numerous post-go live issues in the Procure to Pay processes. He worked across many organizational boundaries to reorganize the way in with the company processed payables and quickly

reduced the aged debt from over 120 days to under 40.

He relocated to Canada in 2002 and was promoted to Vice President, Operations and Enterprise Programs in 2003. During his three year tenure, he was responsible for a staff of over 200 personnel, a \$45mm national supply chain operation and call centre, and was responsible for \$15mm in strategic IT projects, ranging from Siebel CRM systems, and wireless service applications to ERP systems.

In 2005 he took over the \$65mm Small Business Solutions division, responsible for Canadian ink and toner sales as well as small postage meter installations.

Mr. King joined WebSan as a partner in 2006 with the vision to expand the current successful WMS (Warehouse Management Systems) consulting/development business into an ERP and Supply Chain Management consulting firm.

### SELECTED ASSIGNMENTS

Over the years Mr. King has managed over 20 ERP implementations all over the world.

In recent years, he has managed numerous projects for clients of all sizes. They have ranged from acting as Interim VP Operations and CIO for a global retail sticker distributor, to implementing and supporting Microsoft Dynamics GP in the areas of Payroll, Financials and Project Accounting.

In addition, he managed a project for a US Defense contractor, where WebSan implemented Finite Capacity Planning, which resulted in substantial efficiency gains for the client.

During the past years at WebSan he has been responsible for bringing on numerous clients and expanding the skill sets of the WebSan employees as well as the service offerings of the firm.

Mr. King was also instrumental in the strategic partnership with Your Trade Data Inc. to develop the Mercury E-Portal Solutions CSA software portal, which can claim more than 10% of the Canadian CSA importers as clients in under two years.

### AREAS OF SPECIALIZATION

- ERP Configuration & Implementation
- Executive Management and Strategy
- Project Management
- Supply Chain Management
- Warehouse Management

Additionally, he has completed professional training in:

- Information Technology/ERP systems
- Executive Management
- Supply Chain Management

### TECHNICAL SKILLS

Mr. King has extensive experience with the following applications:

- SAP
- Microsoft Dynamics GP
- Microsoft Dynamics CRM
- Salesforce.com CRM
- Infor Syteline ERP
- Fujitsu Glovia ERP

As well as knowledge of:

- Procurement and Payables
- Project Management and Project Accounting
- Financial Management
- Accounts Payable, Accounts Receivable
- Payroll and Human Resources
- Warehouse Management Systems
- Inventory Management and Sales and Operations Planning
- General Accounting (GAAP) Principles
- Manufacturing Cost Accounting