

Jeffrey Miller

Atlanta, Georgia

SUMMARY

Digital Business, Manufacturing & Supply Chain Thought Leader, Innovator, Implementer

A pragmatic executive who improves operating performance and accelerates profitable growth through digital technologies, collaborative processes, and connected workers.

Delivers rapid value. Sustains competitive advantage by aligning business needs with technologies. Prioritizes execution and results.

Digital Business Transformation Leadership

KEY ACCOMPLISHMENTS

- **Created 5% additional production capacity (without capital) in a \$52 billion Asian industrial conglomerate.** Deployed factory asset connectivity, digital work instructions and other capabilities defined through a unifying digital strategy and industrial value roadmap.
- **Increased airline fleet availability by eliminating 20% of unplanned maintenance.** Introduced digital threads into aircraft health monitoring and service supply chain systems.
- **Improved reliability of a ground radar system by 15%** for a US DoD customer and OEM via connected sensors and supply chains.
- **Pioneered one of the first FDA-compliant e-Pedigree tracking and anti-counterfeiting solutions** for pharmaceutical manufacturers.
- **Enabled successful digital transformation programs at more than 40 companies** through use of IIoT reference frameworks built to improve operations and accelerate growth.
- **Drove a unifying definition of Industry 4.0** as a co-author of the Industry 4.0 Maturity Index, published in 2017 by Acatech, Germany's national academy of science.
- **Created and patented the first online Supply Chain Value Assessment** to help companies extend, integrate, and monetize their networks. A visionary value analysis tool when introduced in 2000, SCVA was several years ahead of others.

EDUCATION

- **Master of Science, Management**
Florida Institute of Technology, Melbourne
- **Bachelor of Science, Mechanical Engineering**
University of Tennessee, Knoxville

PROFESSIONAL EXPERIENCE

Founder and Managing Principal BTV Advisors, LLC

2018 – Present

- Provides Digital Business & Supply Chain Transformation Services. Aligns Strategies, Use Cases, Road Maps. Delivers Business Capabilities.

Vice President, Digital Transformation Inspirage, LLC

02/2019 – 11/2019

- Created a new service line and solution integration organization as a partner to PTC, Inc. Focused on digital supply chain transformation.

Vice President, Customer Success, Transformation Advisory Services PTC, Inc.

2011 – 12/2018

- Conceived and launched PTC's digital transformation advisory practice. Produced \$7 million in software & services sales, delivered strategies, roadmaps, use cases, and proofs-of-value to 20+ clients in first 2 years.
- Managed the \$80 million, 200 person Americas Services business. Led sales and implementation teams. Achieved revenue and margin goals.

Vice President, Industry Executive – Manufacturing Group Computer Sciences Corporation

2007 – 2011

- Led the advisory team that won and delivered one of the largest services contracts in CSC history. Team recipient of CSC Sales Award.
- Produced \$10+ million in new client advisory revenue in 2 years through sale and delivery of supply chain business integration services.

Earlier Professional Experience

Director, Secure Supply Chain Strategy & Solutions Unisys Corporation

- Developed auto-ID solutions to improve supply chain performance, including for one of the world's largest RFID networks of the time.

Associate Partner, Strategy & Business Architecture – Supply Chain Accenture, PLC

- Transformed global supply chain processes for the \$35 billion US Defense Logistics Agency's "Business System Modernization" program.

Manager, Manufacturing & Materials Systems, Power Generation Westinghouse Electric Corporation

- Integrated Operations & Information Technologies (IT/OT) across five factories. Delivered 20% gains in productivity, utilization, and quality.

EXPERTISE

- **Supply Chain:** Digital Strategies / Threads / Twins / Continuity, Risk Mitigation, Visibility, Security, Collaboration, Monetization, Resiliency.
- **Digital Transformation:** Strategy Alignment, Priorities & Sequences, Network Effects, Value Realization, Use Cases, Change Management.
- **Processes:** Product Design, Planning, Procurement, Manufacturing, Quality, Distribution, Logistics, Field Service, Lifecycle Sustainment.
- **Industries:** Aerospace, Aviation, Capital Equipment, Defense Industrial, Electronics, Medical Device, Pharmaceutical, Private Equity Investment.