



PHILIPPE DELAMARE

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Nationalities: US, French

Current Position: President Pharlight International

Languages: English, French, and German. Some Spanish and Italian

PROFILE

- Well-rounded, continuous education and knowledge in all aspects of business, combining a solid foundation in sciences to continuous research on global, cultural, economic, scientific, business and ecological trends.
- Very creative inclination, with proven development of innovative and doable solutions in business applications and artistic fields.
- Proven record of team motivation towards implementation of challenging new strategies, processes or methods through the proper balance of delegation, the assumption of responsibilities, and sensitivity to individual needs.

Over 35 years extensive experience in Strategic Development, Health Care management and operations, in marketing and sales, in distribution, in supply chain, in transportation, in manufacturing, in information systems, and in finance within diverse industries. Emphasis is given on innovative and realistic solutions, balancing changing environments and human perspectives.

- 20 years in the pharmaceutical and health care industries for manufacturing and supply chain activities at global level: Strategic management, Strategies implementation, trends and opportunities, Regulatory and governmental impacts, Supply optimization and integration in an international framework from chemicals to customers, Global Demand management processes, Systems integration, Plants rationalization, Manufacturing strategies, product harmonization, Regulatory activities and transfers, on all continents.
- 9 years in management consulting leading major European projects in organization, marketing, supply chain, distribution, warehousing management, transportation, sales operations, manufacturing strategy, cost systems, make/buy, global sourcing, new product/new technologies in Health Care, consumer products, food, electronic, and automotive industries
- 2 years in Artificial Intelligence applications, Expert systems designs, information systems concept, design, and implementation for medium size clients
- 4 years experience in international banking, portfolio management, financial analysis, Marketing

EDUCATION

Master of Science in Systems Management

University of Southern California, Los Angeles, California, USA 1986.

Major in Artificial Intelligence, Emphasis on Systems Theory, Systems Dynamics, Expert Systems

Grade Point Average 3.9 over 4.0

Master in International Management (MBA)

American Graduate School of International Management (Thunderbird)

Phoenix, Arizona, USA 1981.

Major in International Finance, (MBA)

Grade Point Average 3.7 over 4.0

Bachelor of Science in Business Administration

University of Nevada in Las Vegas, 1980, (full Scholarship)

Dual Majors: Marketing and Management Information Systems

Grade Point Average 3.4 over 4.0

Baccalaureat (Math., Physics)

Academie de Rennes, Lycee Jacques Cartier, St Malo, France, 1975

EXPERIENCE

PHARLIGHT INTERNATIONAL, San Diego, California, Nantes, France, 2011

President: Business Development, Strategic Consulting, Media Ventures

- Business Development:- Health Care system and Management tools, process, Government savings, implementation of new technologies - Planning of Ecological, Environmental and Cultural Regional Centers for European Regions
- Strategic Consulting: Re-Localization, Industrial Strategy, and Competitiveness: Health, Food and Technology industries
- Operational Consulting: USAID - AIRS (African Indoor Residual Spraying) programs assessment in Benin, Senegal and Mali. Supply Chain Strategies in Health Care.
- Distribution Strategy and implementation: USAID - SURE Program in Uganda. Establishment of distribution solutions for pharmaceuticals products throughout the country - implementation of the program - establishment of WHO procedures with distribution players - assessment of cold chain solutions - Countrywide programs.
- Evaluation Pharmaceuticals supply Chain: Congo DRC.
- Media Ventures.

PFIZER Peapack, New Jersey, USA and Europe, 2002 to 2010

Senior Director Team Leader Global Plant Network Strategy

- Implementation of Strategic projects globally, Communication with regions, countries, Global regulatory Affairs and Marketing. Solving of Health Care Management issues. Regulatory bodies influences and propositions. Global transfer and related Process changes and implementations. Divestments and acquisitions.
- Specific implementation of strategies and projects in Asia, Middle East, Africa, and Latin America
- Leading Merger Integration activities with Pharmacia for Supply Chain and Plant Network Integration.
- Development of innovative and comprehensive solution toward increasing revenue base, presence and new delivery methods. Costs savings, operations improvement, Supply Chain and Logistics.
- Development of specific specialty care management methods
- Development of Business integration solutions to improve presence and market position with local authorities' acceptance.

Senior Director Team Leader Plant Network Optimization for Europe

- Cross-countries Health care management issues. New product introduction support. Marketing strategy integration in Process. Country specific issues management and responses. Health Authorities contacts and proposition. Strategy to solve country specific or regional Health Authorities approvals. Regulatory Dossiers Management.
- Plans and processes for product transfers. Creation of teams, set-up of activities, timelines, strategies, priorities for plant closures and product transfers. Working with local and regional authorities to speed and implement projects. Organization and responsibilities towards PGM and markets. Establishing proper procedures and resources to complete the numerous projects on time and on budget. Contribution to the strategic choices for Europe and globally. Communication and work with markets, motivation of teams. Work with all plant managements to achieve proper target. Budget and financial impact evaluation.
- Expansion of project in 2004 with the Pharmacia merger. Integration of the Supply Chain activities, further management of closure of 6 sites. Plans and implementation of 43 technological centers (poles of activities) within Europe. Management of 400 transfers and close to 5000 items. Continuation of the implementation of the Artwork process integration. New Optimization projects for Harmonization and Products reduction (pruning). Divestment and acquisition support activities. Plant closure procedures and activities.

PFIZER Morris Plains New Jersey, USA

Senior Director Supply Chain Optimization, 2000 to 2002

- Global Health management issues review and inclusion into a strategic plan
- Implementation of integration of Supply chain processes, systems monitoring activities. Improvement projects linked to integration. Cross functional issues Markets, Regulatory Affairs, R&D integration. Artwork Management Systems implementation

PFIZER / WARNER LAMBERT, Morris Plains New Jersey, USA

Director Supply Chain Optimization, 1998 to 2002

After Merger:

- Leader of teams for European Integration of many activities linked the merger: New combined strategies for health care management issues and trend, supply chain, markets and plants coordination, new and harmonized Information systems implementation, Regulatory Affairs integration related to labeling, export business process redesign, integration of 3rd party. Coordination of Activities of the three business sectors: Pharmaceuticals, Consumer Health and Animal Health. Roll out of activities to North America, Asia, Latin America, and Africa/Middle East.

Prior to the merger:

- Global Health care management coordination - Global supply chain strategies. - Pricing strategy and impact on supply process - Globalization of the Demand management processes. - Improvement of global Supply from chemical through dosage plants and distribution centers. - Linkage of Supply and Demand respective to tax strategies. - Leading teams towards Cycle Time improvements across the Supply Chain. - U.S. and European distribution strategies. - Supply chain systems integration. - Development of Demand and Supply Chain Metrics. - Installation of a Global Sales and Operations Planning Process.

WARNER LAMBERT, Parke-Davis Europe, Freiburg, Germany

Manager Manufacturing Strategy, 1995 to 1998

- Sales and distribution strategy, Plants consolidation in Europe, productivity improvements, Global Sourcing initiatives and implementations, new product strategy, supply chain strategy and improvements, product harmonization and transfer strategies, global transportation initiatives, site closure procedures (7 sites closed in 3 years).
- Hospitals management solutions for specialty care treatments

A.T. KEARNEY GMBH, Duesseldorf, Germany
Manager, 1987 to 1994

Major Projects

- Health Care Management initiatives for the Pharmaceutical industry in the UK
- European Supply chain, distribution and sales strategies and implementation for two major Entertainment companies, three consumer goods corporations, Automobile and in the health care industries
- Time to market, and product development in the consumer electronic industry
- Logistics and production improvements and systems requirements (MRP & Logistics) in the food industry
- Marketing and forecasting methods for replacement parts in the agriculture equipment industry.
- Manufacturing strategy for a major international automobile company. Review of production facilities (45 sub-projects defined and completed). Study of product costs system, analysis of manufacturing potential, purchasing strategy, vendor negotiations, new technologies potential, development and follow-up of implementation strategy.
- Global Sourcing project for a large European truck manufacturer: Selection of scope, potential suppliers, negotiations, contracting, and evaluation.
- Develop safe supply for spare parts business within a global Network

SYSTEM INTEGRATION CO. & LOGISOFT INC., Los Angeles, USA
Partner 1986 to 1987 (2 years)

- Creation, set-up, management, and marketing of own company aiming at implementing business processes for sales, marketing, customer services for medium size firms in new technologies field.
- Consulting in Artificial Intelligence applications.

BAYERISCHE VEREINSBANK A.G., Los Angeles, USA
Account Officer 1984 to 1986

Development and responsibility of a \$40 Million portfolio composed of diverse large international companies (60%), and high technology firms in California (40%). Established in parallel office automation strategy for North American Branches

UNION BANK OF CALIFORNIA, Los Angeles, USA
International Manager 1982 to 1984

Management training program, financial analysis of international clients

SOMAC CONTRACTING Jubail, Saudi Arabia
Financial Consultant 1981 (3 months)

Planning, scheduling of operations, set-up of organization for two \$50 million construction projects.

OTHERS

- Novelist, and Musical development.
- Participation in numerous conferences on Globalization, economic and scientific innovations
- Former International Competitor, and involved in Olympic Movement activities: Issues, Site Selection activities, Olympic Premises operations