

## **RON GIUNTINI**

**Ron is the Executive Director and founder of the OEM Product-Services Institute (OPI). He received his MBA from Indiana University at Bloomington, a BA from the State University of New York at Stony Brook, is certified by APICS as a CPIM, and is currently Chairman of the APICS REMANSP (Remanufacturing and Service Parts) SIG (Special Interest Group) Steering Committee.**

**For 9 years Ron ran the \$50M Service-Parts Business Unit of Dassault/Falcon Jet. Ron has also been a Management Consultant with Booz, Allen & Hamilton. He began his career at Gould, Inc. where he held the positions of: Director of Materials Management, P&IC Manager, Customer Service Supervisor and Operations Analyst. Ron has implemented, as a line manager, 2 MRP/ERP and 2 Supply Chain Management systems. He has been an independent business owner for the last 13 years.**

**Ron has been engaged by OEMs in the sectors of: computers, aerospace, construction, defense, healthcare, industrial controls, printing and others. He has also delivered market research, product development and presales services to software vendors who provide ERP, APS, CRM and PLM solutions to suppliers of product-services programs.**

**Ron has written dozens of articles, published in such journals as The AFSMI Journal, The APICS Performance Advantage, Transportation and Distribution, The Journal of Management Accounting, Environmental Total Quality Management, Business Horizons (Indiana University's Kelly School of Business) and others. He is also the author of 5 OPI white papers. He has been often quoted in publications as an expert in OEM product-services. Ron has spoken at over a dozen international professional society conferences and has presented over 100 public seminars. He has assisted in the development of the case studies being used by the Logistics Management Institute (LMI) for training the DoD acquisition corps in crafting the Business Case Analysis (BCA) for Performance Based Logistics (PBL) programs. Ron is the editor of the quarterly newsletter, The OEM Product-Services Review and the Weekly OEM Stock Report. He is the editor of the Service Parts Resource Guide.**

**Ron has traveled extensively in North America, Europe, Asia and Australia. He speaks fluent French.**