



Michael W. Gozzo – Associate Partner
Precipio, LLC
President of the Total Business Consulting Group



Background

Michael W. Gozzo provides consulting and training services to all levels of management and is a Supply Chain Specialist including Purchasing (Supplier Collaboration), Inventory Control and Production/ Operations Management. With many years of *practical international* experience, he offers a superlative background via his line, staff, training, and consulting activities.

Education:
 MBA from University of New Haven
 B.S. Finance from University of Connecticut
 Experienced Lean Master
 San Jose State University, Professional Development, Adjunct Professor
 National University Qualified Instructor
 ASQ, Author, Presenter, Reviewer, and Editor for Quality Progress
 APICS Certified CPIM & CSCP, Reviewer, Certified Trainer, Author and Speaker
 ISM, Trainer and Speaker | ISO Assessor Training / registration per IQA Stds

Functional Expertise

- Manufacturing / Production
- Cleanroom (Class 100)
- Service / Transactions
- Supply Chain
- Engineering / R&D
- Operations
- Finance
- Quality Systems
- Lean Six Sigma/Process Excellence
- Sales and Marketing
- Executive Management
- Training / Facilitation

Industry Experience

- Financial Services / Insurance
- Medical Devices
- Electronics / Semi-Conductor
- Networking (ex: Cisco)
- Telecom
- Transportation
- Life Sciences
- Building Products, Tools, Equipment

Relevant Experience

Medical Device Developer

Performed process validation services. Reviewed documentation to ensure compliance with regulatory agency – achieved a reduction of 33% in errors reducing their effort in repeated submittals

Electronic Flash Memory Producer

Assessed operations reported findings and developed a program of changes. Subsequently trained and facilitated personnel in achieving a reduction in rejections via Lean practices resulting in a multi-million dollar savings

Insurance Firm – Financial Services

Evaluated processes associated with purchasing practices. Identified collusive practice. Recommended corrective actions and a plan to implement such which provided a six-month ROI

Global Aerospace and Instrumentation Corporation

Directed manufacturing, support engineering, quality, materials management and purchasing - Increased throughput by 15% and gross profit margin by 25% and Developed Training programs allowing personnel to be cross functional. Lead a team in selection of new system and provided the training on how to employ the system and utilize the information for improving operational performance

Book Co-Authorships

- "Made In America - The Total Business Concept"
- "Just-In-Time Purchasing", Supplier Certification"
- "Behind Bars: Bar Coding Principles and Applications"
- "People Empowerment - Success Through Involvement"