

# Arthur G Huggard

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## Applied Information Technology Executive

Leader who combines a unique and proven background in business management and IT to make successful change happen for clients. Experienced in significant SAP deployment, Supply Chain/Business System Integration, Shop Floor Controls Development, IT Network/Systems/Datacenter management and Contract negotiation. Strong business acumen, client management and people leadership skills. Applied Knowledge in Biofuels, Pharmaceutical and Chemical industries.

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## Professional Employment Highlights

### Solutia Inc

#### **Director Entrepreneurial Growth**

**St. Louis, MO**

**2004 – 2008**

- Developed and Launched Terratec, a Biofuels consulting business with partner companies to provide full service process improvements and advanced Process controls. Client projects included Distillation Optimization, Corn Oil extraction, Biodiesel process development and Process Safety.
- Successfully brought ethanol and biodiesel projects to the Solutia Krummrich brownfield site and started Biofuels operations business. Major projects included Bioethanol projects, Biodiesel proposals and Biomass feasibility. Effectively worked with local politicians to obtain major grants from the State of Illinois to support Bioethanol. Awarded biodiesel feasibility grant from the IL Department of Agriculture.
- Launched Peridox, the First Green Mold Remediation chemical business by licensing significant new inventions that were originally developed for DOD to kill Anthrax. Developed systems for tracking sales and analyzing business profitability.
- Pioneered new growth concept of creating small "Strategic Entrepreneurial Units" as a way for Solutia to enter new markets. These units run as "start-ups" away from the core businesses. Initial startup was a safety aftermarket window business that has increased sales significantly with CRM tools.

#### **Director Digital Strategy**

**St. Louis, MO**

**2001 to 2004**

- Increased Window Film revenue over 25% by developing a unique Computer Based Training approach for foreign dealers combined with a global expansion of Internet brand presence. Demand for the CBT training exceeded 1000 customers and dealers. Expanded and applied this concept to other Solutia businesses.
- Worked with IDEO to explore new technology uses for Saflex laminated interlayer resulting in the development of LCD Laminates. Developed a Key Industry Alliance with Steelcase; achieving first year revenue of \$1M with over \$400K of gross profit.
- Increased sales 20-30% in several businesses by developing more effective web advertising and search marketing campaigns. Integrated search marketing into Solutia's web presence which more than doubled current Web visits Created a unique web sales approach that allowed self service sampling and sales increases of over 20% the first year.
- Developed Solutia's Enterprise Applications Integration expertise into a new business, in partnership with Microsoft and Compaq, to implement Business-to-Business integration (B2Bi) for clients. Spoke at Microsoft events about Solutia's Beta uses of Biztalk and Infopath to audiences of over 1000.

- Generated a market advantage for Solutia's Pharma Services Business by starting a Web Based Training consultancy in Good Clinical Practice, Informed Consent courseware and distance meeting services which allows Clinical professionals to start trials faster and with more accuracy.
- Saved \$1.3M in Axio Inc Clinical Data Management acquisition through efficient deployment of IT tools. Developed new Data Management information services for Solutia's Pharmaceutical Services Division.
- Patent application for "Common Clinical Data Entry system" utilizing XML, Integration, Tablet PC and Wireless network.

### **Director Global Operations and Systems**

**St. Louis, MO**

**1999 to 2001**

- Responsible for Information Technology operations at all Solutia locations worldwide including over 30 manufacturing sites, 6 Technology Centers and Enterprise Corporate Engineering. Responsible for managing the relationship with its outsourcing partners. Budget responsibility for over \$70M annually. Leadership of over 160 employees and 60 contractors.
- Reduced IT costs by over 40% by organizing group into Global Support Teams to provide more effective support. This led to a benchmarked best in class IT organization with a common support model, global applications development and standardization.
- Successfully integrated ERP systems with Key Customers and Suppliers through forming and championing of Solutia's Enterprise Application Integration Approach. RFT on shipment promise dates moved from 72% to 97%. Alpha development partner on the Microsoft "Biztalk" XML integration platform.
- Responsible for Solutia's contract with Microsoft which eliminated \$2M of post Solutia spin-off liabilities with achieved software pricing equivalent to larger customer. Effectively managed and lowered cost on Solutia's outsourcing contract with EDS by over \$10M while increasing customer satisfaction in all service towers.
- Responsible for Enterprise Development and Deployment in Computer Based Training, Laboratory Information Management Systems and SAP Integrated Warehouse Systems. Formed Solutia's DBA team and led Saflex Business SAP Integration Efforts.
- Managed World-wide SAP start-up in Solutia's films business including deployment of several key SAP integrated systems.

### **Monsanto Inc**

**Springfield, MA 1980-1999**

**Titles included** Regional Manager, Northeast - Information Technology, Manufacturing Technologist – Information Technology, Business Unit Leader – Butvar Resins, Engineer I, Engineer II, Senior Engineer

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### **Associations / Awards /Media**

- St Louis Agribusiness Club, Missouri Venture Forum
- Monsanto Manufacturing Technologist
- InfoPath Article : [http://download.microsoft.com/documents/customerevidence/6978\\_Solutia.doc](http://download.microsoft.com/documents/customerevidence/6978_Solutia.doc)
- Biofuels/Brownfields [http://www.redorbit.com/news/science/769526/solutias\\_solution\\_paint\\_old\\_brownfield\\_green\\_with\\_biofuel/index.html](http://www.redorbit.com/news/science/769526/solutias_solution_paint_old_brownfield_green_with_biofuel/index.html)
- Information Week <http://www.informationweek.com/story/IWK20021011S0036>
- Infoworld <http://www.infoworld.com/articles/hn/xml/02/10/09/021009hnxdocs.html>

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### **Education**

- **MS Computer Science** Rensselaer Polytechnic Institute, Hartford, CT
- **BS Chemical Engineering** Worcester Polytechnic Institute, Worcester, MA