

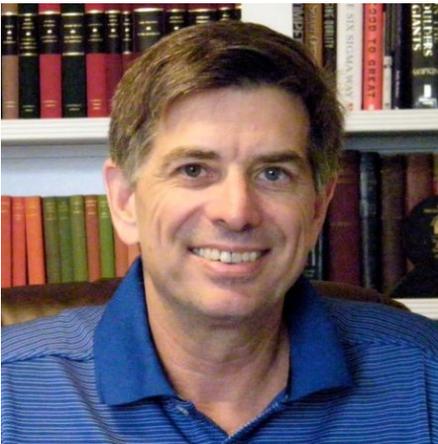
Cost & Lead Time Reduction Panel



Karetha Foster

Manager Category Management- Principal, Spectra Energy

- Karetha is a procurement professional with over 16 years of experience in ensuring the delivery of Materials/Equipment/Services at lowest Total Cost of Ownership. She has extensive experience in the area of Strategic Procurement of Engineered Equipment for both Maintenance and Capital Projects.
- Karetha has a BS Mechanical & Petroleum Engineering, University of Missouri- Rolla.



Randy Rhoads

**Director of Global Materials Management & Warehousing,
BP (Retired)**

- Randy recently retired from BP's Supply Chain Management group after 34 years of service primarily supporting BP's global drilling, completions and interventions activities. His most recent position was Director of Global Materials Management and Warehousing. Randy's experience spans assignments in 10 different countries and varied responsibilities for strategic sourcing, contract development and management, compliance management and strategy development and implementation among others.
- Randy has a BBA in Finance from Hardin-Simmons University and holds the ISM Certified Professional in Supply Management (CPSM) accreditation along with a Lifetime Certified Purchasing Manager (C.P.M.).

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Scott Simmons

Manager, Global Category Management & Strategic Sourcing , Repsol

- Scott leads a team of Category Managers, Specialists, and Analysts responsible for global SCM activities in the following categories: Onshore and Offshore Rigs, Drilling & Completions Services, Drilling & Completions, and Exploration Services.
- Scott earned his engineering and MBA degrees at North Carolina State, and his Supply Chain Management Certification at Arizona State.



Elliott Smith

VP Business Development and Strategy, Voith Turbo

- Elliott serves as VP of Business Development and Strategy for Voith Turbo's Power, Oil & Gas Division in Houston. His focus is on developing new products and markets for Voith in the Americas, and he brings 25 years of experience including OEM, EPC, and systems provider background. Voith Turbo specializes in fixed and variable speed drives, actuators and controls for gas compression, power generation, and related O&G sectors.
- Elliott holds Bachelor's degrees in Physics and Engineering from Jacksonville University and University of Central Florida, respectively. He also earned an MBA from University of North Carolina.

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Domingo Fernandez

Account Manager- New Equipment Sales, MAN Diesel & Turbo North America Inc.

- Domingo has more than 35 years of experience with mechanical, rotating and packaged equipment associated with the Oil and Gas, Petrochemical and Food Industries. During this period Domingo has worked for several large compressor OEMs, as well as local EPCs and Fortune 500 operating companies in an engineering and sales capacity. He currently supports MDT's sealed technology products for midstream, upstream and subsea, along with other centrifugal compression equipment.
- Domingo has a BSMT degree from the University of Houston.



James R. Barr

VP Sales, J-W Power Company

- James R. Barr has over 30 years of experience in the reciprocating compression business. At J-W, Mr. Barr has focused on fleet standardization and management, coordination of sales operations, supervision of the applications engineering department and head liaison between manufacturing, applications and operations. He was promoted to Vice President in 2014. He has served as Chairman of the Gas Compressor Association and board member.
- James earned degrees in Geosciences and Mathematics from Louisiana Tech University.

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Bryan Kendig

Global Vendor Manager, SBM Offshore

- During the past twenty five years, Bryan has served in various leadership roles within the oil and gas industry as both buyer and seller of major production equipment and services. During the past 18 months, he led a supply chain transformation program that launched the practice of Vendor Management (VM) at the corporate level. VM is a methodology that develops and leads continuous improvement / cost reduction programs with key vendors. Bryan has recently authored two papers that are germane to the subject of cost and lead time reduction, including one that was featured in the December 2015 issue of Offshore Magazine.
- Bryan has a BS degree in Petroleum Engineering from Marietta College, an MBA from Ohio University, and is both a Certified Procurement Manager (C.P.M), and a Certified Professional in Supply Management (CPSM).