



## ANN P. KICH

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### ***SUMMARY***

Pharmaceutical manufacturing executive with extensive experience in strategic and tactical planning and operations for global organization. Diverse background in manufacturing, supply chain, development, sourcing, product launches, product life cycle, engineering, strategic capital, and licensing. Have created and led teams to meet the growing and changing needs of organization. Technically astute with a mentoring management style and a focus on customer service.

### ***PROFESSIONAL EXPERIENCE***

*Managing Partner and Co-Founder, Rondaxe Pharma, L.L.C.: 2002-Present*

Provide service to emerging biopharmaceutical companies by enhancing the value of their products through feasibility assessment, robust development and reliable commercialization. Responsibilities include aspects of growing a small business in addition to managing the value enhancement of projects for the clients. Achieved Rondaxe yearly sales growth of 200% in 2006.

*Senior Director – Development/Manufacturing Strategies, Bristol-Myers Squibb: 2000-2002*

- Directed bulk-manufacturing network optimization and new product introductions supporting \$3 billion in sales. Generated recommendations to senior management and implemented strategies across the global network.
- Minimized plant capital expenditures while providing additional manufacturing capacity for new products, which avoided \$250 million in future capital spending.
- Led global bulk materials management team with a 3% inventory reduction by 2002.
- Created bulk planning team comprised of headquarters and plants. Resulted in 10% additional Prepared manufacturing network for launch of four new chemical entities.
- product availability to meet unforecasted demands.
- Partnered in “due diligence” efforts for both in-licensing and out-licensing products. Resulted in improved product control, productivity and cost savings of \$4 million.
- Represented Manufacturing as a member of the Corporate team to shorten development time for new chemical entities from Discovery through Commercial Launches. Results in 20% reduction in development time
- Created protocols for establishing Manufacturing Launch Teams and coached department member to be Manufacturing Launch Leader.
- Provided opportunity to broaden functional expertise of high potential individuals, cross-training them for future leadership roles.

*Director, Strategies and Sourcing, Bristol-Myers Squibb: 1997-2000*

*Director, Strategic Bulk Manufacturing Support, Bristol-Myers Squibb: 1995-1997*

*Director, Technical Support, Bristol-Myers Squibb: 1991-1995*

*Manager, Bulk Facilities Planning/N. America, Bristol-Myers Squibb: 1990-1991*

- During this period responsibilities increased from Manager to Director working within Technical Operations Headquarters. Managed strategic sourcing and implemented cost reduction projects for internally sourced bulk and dosage manufacturing.
- Gained senior management approval to build a greenfield bulk plant that is the single largest

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- investment in the company and provided direct support to the project design team.
- Completed three major plant modification projects for the Bulk Network and satisfied customer demands without any shortfalls.
- Bulk Strategy Team Co-chair, 1996 (President Award Recipient): Recommended how to meet growing new product demands.
- Developed and implemented a team based “change-control” process, which resulted in process changes commercialized in 20% less time and in a synchronized method.
- Implemented a web-based password protected bulk manufacturing database system for key product and bulk supply chain information. Resulted in streamlined communications.
- Led Puerto Rican site team for 6 months in start-up for a new product. Maintained department operations from afar during this period.
- Incorporated plans to launch a new chemical product within 6 months versus the normal 2-year timeframe. Met accelerated demand for first year product sales of ~ \$100 million.
- Manufacturing Network Initiative, Subteam Leader, 1995 (President Award Recipient): Recommended and implemented strategies to reduce size of Bristol-Myers and Squibb merged manufacturing network.
- Developed an excel-based bulk-manufacturing network modeling tool for capital and capacity analysis. Tool continues to be used.
- Chairperson – Sourcing Subcommittee, 1993: Approval body for changes in product sourcing.
- Implemented process modifications for seven products, all resulted in product cost savings.

### *Sr. Project Engineer, Plant Engineering, Bristol-Myers Squibb: 1987-1990*

- Designed, installed and started up \$10MM (~20 individual projects) in capital across the site.
- Results were achieved without direct supervisory responsibility of craft people, operators, finance and others.
- Ad-hoc member of Environmental Department, responsible for preparing first SARA Title III Report.

### *Sr. Process Engineer, Technical Support Dept., Bristol-Myers Squibb: 1984-1987*

- Managed production areas (Chemical Synthesis and Fermentation Extraction) during absences of Department Head.
- Improved quality and increased yields for three different products. Lead troubleshooter for production departments.

### *Process Engineer I – Technical Support Dept., Bristol-Myers Squibb: 1981-1984*

### *Development Engineer B - Pilot Plant, Bristol-Myers Squibb: 1979-1981*

### *Process Engineer, Technical Services, Georgia Pacific Corp.: 1977-1979*

## **EDUCATION**

B.S., University of Maine at Orono  
Major: Chemical Engineering