

Rosemary Coates

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Blue Silk Consulting
Global Supply Chains

Summary

Ms. Coates is the President of Blue Silk Consulting. She is a seasoned executive with an MBA, 25+ years of experience in Supply Chain Management, Project Management and ERP Systems Implementation Consulting.

Ms. Coates has consulted with global and domestic clients on systems and processes. She has considerable international experience and has worked for extended periods in Asia and Europe.

She has extensive knowledge and experience in manufacturing and outsourcing in China. She has authored an Amazon.com Top Seller book: *42 Rules for Sourcing and Manufacturing in China; Negotiation Blueprinting for Buyers; and 42 Rules for Superior Field Service*

Legal Cases

As an Expert Witness, Ms. Coates has:

- Assisted attorneys in their understanding of relevant supply chain operations and practices in sourcing, logistics, distribution, manufacturing, inventory and import/export trade compliance, and systems implementations
- Opined on:
 - Project Management for enterprise software (ERP systems – SAP, Oracle and others)
 - ERP software consulting implementation failures and runaway projects
 - China sourcing and manufacturing
 - Chinese products
 - Import/Export Management
 - Software Patents
 - Securities
 - Sales channel distribution and compensation
 - Supply Contracts
 - Inventory tax
 - Global Manufacturing operations, contract manufacturing, CMS, EMS
 - Transportation and logistics, 3PLs and Freight Forwarders, Freight Shipping
- Developed expert written reports and research briefs
- Testified in depositions, arbitration, and at trial

Representative Business Accomplishments

- As a **President and Founder at Blue Silk Consulting**, she is responsible for selling and delivering Supply Chain, Project Management and Business Process Reengineering consulting. Ms. Coates is an expert in sourcing and manufacturing in China and in global supply chain matters.
- As **Senior Director, SAP America**, she was responsible for managing business consulting and implementation teams for SAP's Fortune Global 50 accounts. Member of evaluation team for failed SAP implementations, helping to get projects back on track. Clients included Oil & Gas, Aerospace and Defense, High Technology, Industrial Products and Retail.

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- As the **National Supply Chain Practice Leader at Answerthink**, initiated and grew the Supply Chain practice to include management consulting solutions and ERP software integration. Supply Chain included Forecasting and Planning, Manufacturing, Inventory Management, Warehousing, Import / Export, Logistics and Transportation.
- As **Senior Manager at KPMG Peat Marwick**, led the west coast National Logistics Practice. Delivered consulting engagements throughout the world, including a 5-month project in Seoul, Korea. She was a member of the Global Supply Chain SWAT team, developing approaches and addressing the needs of global 500 clients.
- As a **Regional Logistics Manager at Hewlett-Packard**, was responsible for internal Supply Chain and Logistics consulting at 17 HP divisions. Acted as a representative for corporate policies and programs as well as a project leader and coach for innovative projects in supply chain, channel distribution and trade compliance.
- As **Materials and Transportation Manager at Cubic Corporation**, was responsible for managing production inventories, Shipping and Receiving and the transportation of inbound raw materials and finished products shipped to commercial and Department of Defense customers.

Education

- **MBA in Finance and Operations Management** from the **University of San Diego Graduate School of Business**
- **Bachelor of Science in Business Logistics** from **Arizona State University WP Carey School of Business**

Credentials, Certifications

Ms. Coates is a **Licensed United States Customs Broker** and an Area Response Designee, **US Department of Transportation** and Federal Emergency Management Agency.

She is a credentialed **Adjunct Professor of Business**, California Colleges and Universities. Over 10 years, she taught:

- Management and Supervision
- Supply Chain Management
- Logistics and Distribution
- Statistical Analysis and Decision Making
- World Class Manufacturing
- International Business Management
- Importing and Exporting

Ms. Coates has lectured at the Drucker School of Management at Claremont University; University of San Diego, Arizona State University, Northwestern Polytechnic University, Herguan University. In addition, she has taught Management and Supply Chain courses on site at many Silicon Valley companies. She also delivers public workshops on Sourcing and Manufacturing in China (in the US and Asia) and Strategic Negotiations for Industrial Buyers.

Ms. Coates is a Board Member at the **University of San Diego Supply Chain Institute**. She is active in the **Council of Supply Chain Management Professionals**, the **Institute for Supply Management**. She frequently speaks at conferences and seminars. She is a member of **China Business Network**, **Internationalization Engineers of Silicon Valley** and a Past Board Member of **Asia America Management Association** of Silicon Valley. She is an active coach, mentor and blogger on **Supply Chain Management Review**, and **Blue Silk Consulting**.

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Ms. Coates is a member of **Reuter’s Insight**, a Community of Experts; and **Gerson Lehrman Group** Experts where she consults on Supply Chain matters.

Published and Presented

Ms. Coates has published and presented at many forums and for print medium, including the following:

- 42 Rules for Sourcing and Manufacturing in China* – Best Seller at www.Amazon.com
- Negotiation Blueprinting for Buyers* – available at www.Amazon.com
- 42 Rules for Superior Field Service* - available at www.Amazon.com

University of San Diego Supply Chain Management Institute, Fall Forum Nov, 3013 Keynote Address: *“Reshoring – Is It Time to Bring Manufacturing Back?”*

University of San Diego Supply Chain Management Institute, May, 2012 Keynote Address: *“Survival Rules for Sourcing and Manufacturing in China”*

“9 Rules for Logistics in China” - *China Business Review*, April-June, 2012

Bloomberg Conference on Private Equity in China, Feb 2012, *“The Rise of Chinese Consumerism”*

University of San Diego Supply Chain Institute, Oct, 2011 *“What You Need To Know About China”*

“Undulating Global Supply Chains” - Lehigh University Press, CVCR Spring, 2011

“Why China Isn’t Ready for Lean Manufacturing” – *CHINA Magazine*, Shanghai, June-July, 2010

“Quality Fade in Low Cost Manufacturing Countries”- Lehigh University Press, CVCR Spring, 2010

As an Expert Witness, her cases include:

Case	Date	Participation
Broadway Advisors v. Troy Rodarmel	2014	Superior Court of California Deposition
William I. Koch v. Royal Wine Merchants, LTD	2014	United States District Court Florida Expert Report, Deposition
Monje v. Spinmaster, Inc., et al. Moose Enterprises PTY, LTD	2013- 2014	United States District Court Arizona Expert Report

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ISS Consulting SDN BHD v. TSH Resources BHD	2012- 2013	The Regional Centre for Arbitration at Kuala Lumpur, Malaysia Expert Report, Arbitration
Williams International Inc., LLC v. Goodrich Pump and Engine Controls Systems, Inc.	2013	American Arbitration Association Michigan Expert Report, Testimony at Arbitration Hearing
Diana Hernandez v. La Paloma Mobile Home Service	2013	District Court Duval County, Texas Expert Report
TSE Worldwide Press, Inc v. CCA&B, LLC "Elf on the Shelf"	2013	Superior Court of California Expert Report
Class Action: Chinese Manufactured Drywall Products Liability Litigation	2012	United States District Court Eastern District of Louisiana Research, Expert Report, Deposition, Testimony at Trial
Yong Qiang Zhou and Cal Prosource, Inc v. TY KU, LLC	2012	Superior Court of California Research, Testimony at Trial
Woburn Retirement System, Class Action for the Violation of Securities v. Omnivision Technologies, Inc	2012	United States District Court Northern District of California Research, Expert Report
Conrad Asher Licensing Group, Inc v. Rhinox, Inc	2012	Arbitration - JAMS – Los Angeles Research, Expert Report, Testimony at Arbitration Hearing
Technology Associates v. Maximus Inc	2011	Superior Court of California Research, Expert Report
Class Action: Chinese Manufactured Drywall Products Liability Litigation	2011	United States District Court Eastern District of Louisiana Research, Expert Report
Takaira Johnson v. Ella's Food Mart & Dollar Store; Tuan Van Do; Sino Trading Group, LLC; Jie Cheng Li Ye Toys Co, Ltd &Shantou Yuguang Toy's Factory	2010- 2011	District Court of Harris County, TX, Research, Deposition

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Sky Technologies, LLC, v. SAP America, Inc	2010, 2011	United States District Court for the Eastern District of Texas, Marshall Division, Expert Report, Deposition
Wendell G Rafter v. Sojitz Corporation of America, Inc; Tricam Industries	2010	United States Court for the District of Montana Expert Report
Advance Research Corporation v. Imation	2010- 2011	State of Minnesota District Court Expert Report, Research
American KUSA Corp v. Advantus Corporation	2009	Superior Court of the County of Los Angeles Expert Report
US Tobacco v. State of California	2008	Superior Court of California Expert Report, Testimony at Trial
i2 Technologies v. Manugistics	2008	Law Firm of McKool Smith Patent Research
BAX Global v. Descartes Systems Group	2002	International Center for Dispute Resolution, Los Angeles Expert Report, Testimony at Arbitration Hearing