



William L. Michels, CPSM, C.P.M., MCIPS

Bill Michels is President of ISM Services, a specialty training & consulting company that focuses on procurement and supply chain management. Mr. Michels is also President of ADR-ISM Supply Chain Management Consulting (Shanghai) Co., Inc., and a Senior Vice President of the Institute for Supply Management™.

Before becoming a trainer, consultant, and coach, Mr. Michels had a distinguished career in senior supply chain management with SCM Corporation, Smith Corona Typewriters, Durkee Famous Foods, Boise Cascade, and Campbell Soup Company.

Mr. Michels has taught and consulted with numerous global multi-national companies in regulated and non-regulated industries across a wide spectrum of business sectors and countries. His ability to transform procurement and supply chain and deliver a change process has led clients to increased long-term profitability, enhanced staff competence, and sustainable cost and value improvements.

Strategic procurement, cost improvement, supplier relationship management, and change management are Mr. Michels' major focus, and he has also developed new methodologies, theories, practices, and tools for the transformation of the supply chain. He is considered an expert in developing solutions when working with volatile commodities.

Well known in the supply management and operations management community, Mr. Michels is a sought-after speaker and writer with many publications, including co-authorship of the book, *Transform Your Supply Chain*. He has been honored 8 times in the Supply & Demand Chain Executive's "Pros to Know" group. Mr. Michels serves on the Board of Directors of the Purple Rose Theater and has served as an expert witness in legal cases in the automotive, consumer goods and metals processing industry.

Mr. Michels earned a BS in Business Administration with honors from Rochester Institute of Technology and an MBA from Baldwin Wallace College. He holds a CPSM® (Certified Professional in Supply Management®) and a lifetime C.P.M. (Certified Purchasing Manager) from the Institute for Supply Management™ and an MCIPS from the Chartered Institute of Purchasing and Supply.