

## **Richard L. Iler**

### **COO & Managing Partner of NorthPoint**

Mr. Iler has been COO of NorthPoint Software and Services LLC since January of 2009. NorthPoint provides software and services that identify the inherent risks and value for twenty different market segments. These products and services connect risks and value by establishing the specific Steps, Tasks and Processes (STP's) that enterprises must execute in order to be successful and achieve "Best In Class" performance.

From July 2008 to December 2008, Mr. Iler served as a VP and Managing Partner for NorthPoint Software & Services.

Prior to joining NorthPoint, he was COO & Managing Director of Towpath Partners, a services organization comprised of former Ernst & Young Partners. At Towpath Partners, Rich was responsible for developing marketing plans, service offerings, establishing market channels, recruiting, creating internal/external communications, selling and delivering work.

From 2002 to 2005, Mr. Iler was President/General Manager of Lanpher Wilson Business Consulting where he was responsible for creating business plans, developing marketing plans, service offerings, selling work to new customers, researching merger and acquisition candidates, recruiting, managing engagement and employee performance, creating/delivering internal and external communications and managing the financial performance of the organization. At Lanpher Wilson, Rich launched, managed and grew the firm's business from zero to \$3 million in revenue in one year. Clients included: Magna Intier Interiors, Hayes Lemmerz, GM Powertrain, Coors, Tenneco Automotive, Johnson Controls Inc., Magna Intier Closures, Linens n'Things, McCain Foods, Magna Intier Seating, American Specialty Cars, Magna Decoma, Eaton Automotive, Trico Products.

Prior to Lanpher Wilson, Rich was a VP at CapGemini Ernst & Young where he was the Tier 1 Automotive Leader for the North American Operations. In this capacity, he launched, managed and grew the firm's tier 1 automotive practice. He also created points-of-view, methodologies, and tools around evaluation and transformation of automotive tier 1 enterprises. Additionally, he built industry partnerships, alliances as well as consultant capabilities to sell and deliver.

Prior to CapGemini's acquisition of Ernst & Young's consulting practice, Rich was a Partner with the firm where he designed and delivered large-scale enterprise-wide and /or strategic business unit strategy implementation and organization transformation projects in the customer relationship (CRM), supply chain and collaborative process and product development areas. In addition, he designed, sold, staffed and delivered multi-million dollar, cross service-line consulting engagements for global enterprises. Additionally, Rich was a three time recipient of the Excellence Award for management consultants.

From 1981 through 1984, Mr. Iler was part of the Management Development program at Owens-Illinois. At Owens-Illinois, Rich held various positions in Purchasing, Production, Inventory Management and Planning.

Over the years, Rich has been on numerous boards of directors for non-profit organizations. In addition, Mr. Iler served as a member of the United Way Health Services Allocations panel where he was responsible for the distribution of funds within the Health Services Agencies.

During his tenure at Ernst & Young, Rich was an Adjunct Professor at Bowling Green State University where he taught manufacturing concepts classes to upper-level undergraduate students.

Mr. Iler is certified in inventory management, materials requirements planning, capacity management and production activity control from APICS. Rich is a frequent speaker at various global automotive conferences, original equipment and aftermarket, as well as a contributor to numerous Forrester Research, Gartner Group, Automotive News, APICS Magazine and Manufacturing Magazine articles on the Automotive Tier 1 sector as well as technology issues related to the automotive sector.

Mr. Iler holds an MBA degree, specializing in Management of Information Systems as well as a BSBA in Production Operations and Procurement/ Materials Management from Bowling Green State University. Additionally, Mr. Iler was a Graduate Teaching Assistant while earning his MBA.