



# Supply Chain Forum

Addressing Change and Transformation for Today's Supply Chain



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 Department of Marketing & Supply Chain Management  
COLLEGE OF BUSINESS ADMINISTRATION



**Mike Ray**

**Vice President, Business Integration and Strategy**

**IBM's Integrated Supply Chain**

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**Biography:** Mike is currently Vice President, Business Integration and Strategy for IBM's Integrated Supply Chain. In his role, Mike leads strategy, planning and transformation for all areas of IBM's global supply chain, as well as oversees the business management system, performance metrics, employee skills and development, supply chain analytics, supply chain environmental and social responsibility, and global asset management.

From 2006-2011, Mike was Vice President, Finance for IBM Systems and Technology Group, Manufacturing and Development. He also served as CFO for IBM's Microelectronics Division which manufactures semiconductor products for both IBM servers and storage and for the OEM market.

From 2005-2006, Mike was Vice President, Pricing for IBM Americas. In this role, Mike created an integrated pricing team for Server Group, Software Group and Global Services for the Americas. Additionally, Mike's team provided the financial offerings support to the Americas based Integrated Accounts. From 2004 to 2005, Mike was the Vice President, Finance and Operations, Global Solutions and ibm.com.

From 2002 to 2004, Mike was Vice President, Finance for IBM Asia Pacific located in Tokyo, Japan. As the CFO for IBM in the Asia Pacific geography, he was responsible for all financial functions throughout the region including financial planning, pricing, treasury, accounting, real estate and business development. Prior to that assignment, Mike was Vice President, Finance for Enterprise Servers in Somers, New York, where he had financial responsibility for zSeries servers and software. From 1999 to 2001, Mike was Vice President, Finance for both Global Small and Medium Business and Global Business Partners. From 1998 to 1999, Mike was Vice President, Finance for IBM Global Systems Sales.

From 1995 to 1998, Mike was based in Paris, France, as part of IBM Europe/Middle East/Africa headquarters, where he first established IBM's Global Customer Offerings organization, responsible for worldwide pricing to IBM's top global customers. While in Paris, he also served as the CFO for IBM Server Group and Software Group in EMEA. Prior to his assignment in Paris, Mike was the Vice President, Finance for the Personal Software Products Division. Mike also held a number of financial management positions across IBM in Server Group, Storage Group, and Technology Group. Mike joined IBM in 1981 as an industrial engineer in the Federal Systems Division.

Mike graduated from the University of Chicago with an MBA in finance and marketing, and from the University of Tennessee with a BS in Industrial Engineering.

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