



# the rainmakers

We call them rainmakers, but they're far more likely to be found on the sunny side of The Street. These eight leaders have achieved unparalleled business success and still found time to give their time and energy back to the profession.

THEY MAY NOT BE AS VISIBLE AS A CARLY Fiorina, a Steve Jobs or a Jack Welch, but they're arguably just as influential. Behind the scenes in corporate America are tens of thousands of business logistics professionals responsible for starting the engines of U.S. commerce each day.

Working quietly in their midst are the high achievers: professionals—whether academics, consultants, practitioners, entrepreneurs or vendors—who stand out from the crowd like a lone red umbrella in a field of blue. These are the men and women who have not only made it to the top of their profession, but in doing so, have also moved the entire discipline forward. They are the rainmakers.

Welcome to *DC VELOCITY*'s first annual Rainmakers report. Each June, we'll profile a collection of professionals who have excelled in their work and along the way, advanced the profession. This year, we've also asked each candidate to answer two questions: "What do you consider to be your greatest personal/professional accomplishment to date in the logistics field?" and "What do you consider to be the biggest obstacles to greater supply chain optimization in the logistics field?" Their answers appear on the pages that follow.

The rainmakers are selected based on nominations from members of the *DC VELOCITY* Editorial Advisory Board.



ANN ELLIOTT

As president and CEO of Solertis, a consulting and project management firm, Ann Elliott helps her clients reach new levels of excellence while driving millions of dollars of cost out of their infrastructure. She has also taken on leadership roles in the Council of Logistics Management and the Warehousing Education and Research Council.

**Q:** What do you consider to be your greatest personal/professional accomplishment to date in the logistics field?

**A:** My greatest accomplishment continues to be the quality of service and results provided to clients. For example, we worked with a \$3.5 billion food distribution company to reduce case costs by 52 percent, decrease order fulfillment errors by 53 percent and increase productivity by 30 percent.

**Q:** What do you consider to be the biggest obstacles to greater supply chain optimization in the logistics field?

**A:** The biggest obstacle is the failure to achieve true collaboration—to go beyond “lip service” and PowerPoint slides. We have to focus on what is possible when powerful alliances are built between some of the country’s top manufacturers.