

**ARUN SAVARA**

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**Employment**

Self Employed

**Consulting & The Maids**

Since leaving Verifone, I have been self employed and performed consulting services to a few companies. I have helped companies develop Strategic Information Systems plans, design networks, do onsite and offshore software development. Since March 1996, own and manage The Maids, a housecleaning company. Converted a loss making company to a very profitable one.

**VeriFone Inc.**

*Mililani, HI*

Verifone designed, manufactured, and sold Transaction Automation equipment. I worked in senior managerial positions reporting to Vice-Presidents from December 1988.

Director, Audit and Reengineering

Was appointed to a newly created position from Jan 1994 - August 1994.

Notable achievements in brief tenure:

Evaluated several software tools for reengineering business processes

Analyzed processes for reengineering opportunities, including:

Sales order entry and distribution

Accounts payable, and

Purchasing.

Conducted a controls review of Bangalore from a purchasing, security and finance perspective. Recommended:

Opportunities to recover 7-8% discounts from certain vendors

Tightening of some payroll procedures.

Director, Information Systems

Responsible for the worldwide computer and communication network from 1991 to 1994

Annual budget \$7 million, staff of 45

WAN for data and voice on leased circuits connecting cities in USA, Asia and Europe

14 Novell LANs, HP CAD stations, and 8 VAXes shared the data network worldwide

Worldwide connectivity through Internet and CompuServe

Notable achievements as MIS director:

Negotiated significant (25-30%) discounts with CompuServe, DEC maintenance

Established an applications development group in Bangalore

Introduced RAID disks to reduce data loss possibility on LANs and VAX

Installed a CPU accelerator to gain benefits of an upgrade at 5% of the cost.

Director, Product Development

Established a new development center in Bangalore, India from October 1989 to March 1991, which became the largest development centers with a over 500 professionals employed. Setting up the center involved:

Drawing up project plans, architectural plans and locating the site.

Obtaining concessional loans and approvals for duty free imports

Building out and staffing the office

Director, Planning  
(Operations)

### **Employment (continued)**

Planned following projects for manufacturing and distribution from January to September 1989:

Moved the worldwide distribution operations to a new location

A new factory in Taiwan to manufacture the company's complete production, including:

PERT model sequencing the factory build out and machine installation

Layout of the factory and process flow.

### **Tata Engineering** *India and Singapore*

Deputed to Singapore to head a subsidiary for worldwide distribution of over 3000 Tata automobile spare parts between 1982 and 1985. Managed a staff of 25 in MIS, Finance, and Distribution.

Reduced inventory by \$ 2 million, while revenues increased from \$8 to \$ 12 million

Participated in design of on-line real-time database management system.

Manager, Exports

Managed the exports of spare parts for Tata trucks from 1979 to 1982 from Bombay.

Increase in exports of spare parts for Tata trucks from \$ 5 million to \$ 8 million.

Managed marketing, and liaison with the factory and distribution

Asst. Manager, Purchase

Managed the design, purchase, and stores for 2500 tools at Tata Engineering in Jamshedpur, India from 1976-1979.

Managed a staff of 98

Reduced inventory by 20% using computerization

### **Education**

Ph.D. Strategic  
Management

**Purdue University**  
*W. Lafayette, IN*

MS. Operations  
Research

**Cornell University**  
*Ithaca, NY*

B. Tech. Mechanical  
Engineering

**Indian Institute of Technology**  
*Bombay, India*

### **Publications**

Co-editor

*International Strategic Management*, Lexington Books, 1989

Co-author

*Patterns of Entry: Pathways to New Markets*, California Management Review, Winter 1988

### **Courses Conducted**

*Strategic Management* at Hawaii Pacific University

*International Business* at Purdue University and University of Illinois at Urbana-Champaign

*Strategic Management* at Indiana University

*Quality Control*, Singapore Productivity Council

*Marketing*, Singapore Marketing Association (with Prof. Mehta)