



## Danny Segev

Operations Leader

### BACKGROUND SUMMARY

Danny has over two decades of experience in bottom-line performance improvement through careful studies of corporate operations and hands-on implementation, achieving productivity gains, lower costs, and improved service levels. He is highly experienced in evaluating acquisition deals, developing and executing EBIDTA improvement plans to achieve the most out of the acquisition strategy. His background spans various sectors with deep expertise in Manufacturing, Distribution, Pharmaceuticals, Medical Devices, Electronics/Technology, and Healthcare.

### EXPERTISE & ACHIEVEMENTS

- **Executed more than 15 deals** as Director of Corporate M&A
- **Implemented Lean Six Sigma** across 20 manufacturing plants
- **Executed operational due diligence studies** for private equity firms to identify incremental EBIDTA of \$2-\$5M

### PROFESSIONAL HIGHLIGHTS

**Life Science Company:** As Director of M&A/Business Integration, Danny managed all aspects of the deal life cycle, focusing on target evaluation, operational and commercial diligence, pre-close integration planning, and post-close execution. He executed over 10 deals, acquisitions, and divestitures, ranging from \$20M to \$500M in size, with a global presence. Danny performed over 15 due diligence studies on various companies, ranging from small technology-driven to large operational and commercial volume. He also assessed deal valuation, risks, and mitigation plans and developed an integration strategy. Danny led the execution of 12 complex integrations involving workforce reorganization, commercial realignment, facilities consolidation, and multiple IT systems conversions.

As Director, Process Improvement, Danny was responsible for the development and execution of a corporate-wide Lean Manufacturing program combined with Six Sigma in order to reduce operational costs. These programs covered Operations, Sales & Marketing, HR, IT, and key customers. He identified and prioritized improvement initiatives, resulting in an overall cost reduction of \$22.7M. Danny implemented a global organization of Process Improvement Managers to lead projects and coached Lean-Six Sigma Green and Black Belts. He also developed and implemented a Lean Manufacturing training program, customized for different levels in the organization, including operators, Green and Black Belts, and management. He initiated organizational and cultural changes to support the successful implementation of programs, including CEO awards, CEO Excellence Days (initiatives show and tell), Green and Black Belts forums, a web portal, company-wide communications, and alignment with management objectives.

**Operations Management Consulting Company:** As Practice Director (Life Sciences and Electronics), Danny managed multiple consulting programs, working with prospects to accurately identify individual solutions for clients. He was awarded a \$4M program to reduce operational costs across 20 facilities in North America, achieved by exceeding customer goals and expectations during a pilot project. Danny implemented an Operational Excellence program in a \$2B investment facility, using five on-site consultants and 15 full-time customer employees that improved throughput by 15% and on-time deliveries by 20%. He initiated a Lean Operation and Cost Reduction program that resulted in a 22% reduction in operational expenses. He provided project coordination, professional guidance, and representation for the corporate executive committee. Danny oversaw a corporate-wide Six Sigma training and implementation program that led to the inception of 200 Six Sigma improvement projects. He also created specifications for a quality lab management tool that contributed \$12 million in sales and developed the company's largest single account, driving additional sales of over \$5M over three years.

### SELECT EXPERIENCE

Director of Corporate M&A  
Director, M&A/Business Integration  
Director, Process Improvement  
Senior Manager, Consulting  
Project Manager  
Director, Life Sciences Practice

### CORE COMPETENCIES

Lean Six Sigma  
Acquisition Integration  
Project Management  
Operational Improvement  
Business Process Improvement  
Mergers & Acquisitions  
Management Consulting