

ROGER J. CADARET

President/CEO

Career Summary

Roger is President and founder of Electronic Commerce Services Corp., a management consulting firm specializing in helping companies understand and apply the technologies that support paperless business processes. He is broadly recognized as a visionary and an authority on electronic commerce; is frequently consulted by the press, and has made well over a hundred speaking appearances in the U.S., Canada, Europe, Japan and Australia since 1985.

Roger has been consulting in this field since early 1989 when he ended his 24 year career with General Motors to join Ernst & Young. At E&Y he served as National EDI Focus Group Leader within the Management Consulting Group and worked on many EDI and Bar Code consulting engagements. In late 1991, he founded ECS.

In 1985 he had been loaned by GM to the Automotive Industry Action Group (AIAG) for 2 1/2 years to serve as its Managing Director. While there, he emerged as a major leader in the automotive industry's precedent setting programs for electronic commerce. On returning to GM, he founded and chaired the Corporate EDI/Bar Code Committee and was named official corporate spokesperson on paperless business processes.

Roger has very broad business management experience, having held positions throughout manufacturing, materials management, personnel, logistics, and administration, and having worked as a consultant in numerous industries. He is an Industrial Engineer and Lawyer. He has engaged in private law practice and served on the American Bar Association Subcommittee on Electronic Commercial Practices.

A representative selection of Roger's work experiences:

- He led the formation of the Collision Industry Electronic Commerce Association (CIECA) for a group of corporate leaders of the auto collision repair industry. He served as its Executive Director on a part time basis until 2002. After three years of service the Executive Committee recognized him with an "Award for Excellence".
- Is engaged by the Outdoor Power Equipment Institute to lead their Industry EDI & E-Commerce program by developing implementation guidelines for several transaction sets and facilitating industry implementation.

- Assisted 22 purchasing groups representing 70% of U.S. hospitals in the formation of the Healthcare EDI Coalition (HEDIC). This association was formed to support and encourage the use of E-Commerce by hospitals.
- Roger is a Past Chairman of the Board and founder of the Data Interchange Standards Association (DISA). He is also a founder and Board member of the Michigan EDI User's Group.
- Served as technical consultant to the National Glass Association for EDI and Bar Code matters.
- Assisted a group of major chemical manufacturer's in the development and launching of an Agricultural Chemical Industry EDI program.
- Provided "Electronic Commerce Re-Engineering" training to CooperTools, and in seminars for the EDI Council of Canada and the U.S. Professional Development Inst.
- Was under contract with Ernst & Young as an External Senior Advisor in healthcare E-Commerce technology and represented the firm twice on live television.
- Project Manager for the development and implementation of a high-tech assembly scheduling system at GM. This involved the transferal of raw technology from lab prototype to production in thirty assembly plants in an unprecedented time frame.
- Assisted many firms such as the following in the formation of EDI and Electronic Commerce programs; Bell South, Premier Hospitals Alliance, Becton-Dickinson, Comdisco, Star Enterprises, Guardian Insurance, Armco Steel, Detroit Edison, Epson America, ARCO Chemical, Consumers Power, General Motors, West Penn Hospital, U of M Medical Center, Hitachi, Fuji Xerox, ecHub, Comp-Est Inc. and others.
- Assisted United Technologies Automotive in developing an opportunity assessment and strategic plan for the use of Bar Coding.
- Assisted in developing and conducting annual training programs for Ernst & Young computer auditors on the subject of auditing paperless systems.
- In 1986 Roger chaired the Management Task Force that reorganized the ANSI X12 Committee and created DISA. This effort contributed to his receiving a prestigious award for "Outstanding contribution to EDI development and practices".

APPEARANCES AND WRITINGS (Representative)

Since 1985, Roger has executed well in excess of 100 speaking engagements. Some of the more noteworthy are listed below.

TELEVISION & VIDEO

(LIVE) Healthcare Informatics Telecom Network (two separate shows)
(TAPE) Roger's Cable Network, Toronto Canada
(VIDEO) AIAG Bar Code educational tape series.
CIECA Introduction to E-Commerce video
The Internet and World Wide Web (for satellite broadcast)

INTERNATIONAL

Fuji-Xerox, Symbolic Leaders Program, Tokyo, Japan
EDI in Healthcare Forum, Semi-Conductor Research Inst., Tokyo, Japan
Hitachi Corp. - Tokyo, Japan
AFNOR-French National Standards Organization--Paris, France
Economic Commission of Europe--Brussels, Belgium
Australian Auto and Parts Mfg. Associations--Canberra, Australia-Keynote
e-Business World/Canada '97, Keynote
6th World Congress on Electronic Commerce--Vancouver B.C., Canada
AeroInfospace Conference--Toronto, Canada--Keynote
Federal Government of Canada--EDI Committee, Ottawa, Canada
Ministry of Health, Ontario, Canada
Industrial Research Center of Quebec
EDI Council of Canada Annual Forum--3 Keynotes
Canadian Institute of Traffic and Transportation
Western Regional EDI Forum-Vancouver, B.C. Canada

UNITED STATES

Automotive Service Associations National Congress
Engine Service Association Annual Meeting
Outdoor Power Equipment Distributor's Association Annual Meeting
Global Claims Automation Conference
National Glass Association Annual Conference
Equipment Manufacturer's Institute Parts & Service Convention-Keynote
IS Audit and Control Association '95 Int'l Conference-Keynote
American College of Healthcare Executives
American Society for Quality Control
American National Standards Institute Annual Conference
American Bar Association
Health Care Financing Administration
California Autobody Association
Rubber Manufacturer's Association
Institute for International Research
National Association of Purchasing Managers
National Glass Association seminars

Telecommunications Industry Forum
Graphic Communications Association
The Petroleum Industry Data Exchange
EDI in the Government Conference-Keynote
Drake University Business Center
New Jersey Hospital Association
American Software User's Group
Institute of Internal Auditors-National Convention
Treasury Management Institute
Washington University Business Education program
Uniform Code Council, Inc.
Cleveland Quality Assurance Association
Ordernet User's Group-Keynote
EDI Solutions 1995 User's Group Conference-Keynote
The National Industrial Transportation League
National Electronic Distributors Association
Clemson University, Office of Professional Development
Department of Defense DLA
Computer Technology Industry Association EDI Work Group
Midlands EDI Association-Keynote
EDI & EFT Annual Conference-Keynote
EDP Auditors Association, Inc. (Detroit Chapter)
The EDI Association (TDCC)
National Institute of Standards & Technology
National Association of Accountants (A local Chapter)
Society of Packaging and Handling Engineers (Toledo Chapter)
Healthcare EDI Corporation
Data Interchange Standards Association
George C. White Seminars
McCormick & Dodge Annual Conference
Michigan EDI User's Group
U. S. Professional Development Institute
Association of Systems Managers (A Local Chapter)
International Institute of Container Leasors
Michigan Automated Clearing House Association EFT Seminar
Industrial Technology Institute
Michigan Technology Council
Atlanta Electronic Commerce Forum
Michigan Hospital Association
ASC X12 Committee General Session
Cleveland Advanced Manufacturing Program
Die Casting Institute (Chapter)
Automotive Industry Action Group
Engineering Society of Detroit
Michigan Library Association

WRITINGS & EDUCATION. (Representative)

Interview (future of the Internet), for a newsletter by SoftMatch in Toronto, Canada.

Detailed description of the role of E-Commerce Managers – requested by the Michigan Employment Security Commission for State Jobs Directory.

Paradigm Warp 2000 – A slide presentation delivered approximately 20 times. “The dramatic changes in our business paradigms forced by Electronic Commerce will jolt the most flexible among us. The real changes are yet to be seen, but the astute can see glimpses of them today”.

Electronic Process Re-Engineering –training module developed for the Data Interchange Standards Association annual conference and exposition in 1995.

Electronic Money? Nope, Just Data! – Electronic Commerce World Article 1997.

Internet Companies – What Impact??? – Article published by Hammer & Dolly magazine in December 2000.

Electronic Commerce in Collision Repair – Article published by Cahner’s Auto Body Repair News in November 2000.

What is EDI? – Article published by Yard & Garden magazine in 1998.

EDI Primer – Booklet published by the Outdoor Power Equipment Institute for the education of dealers and distributors in 1997

Business Solutions through EDI & Bar Coding -- Developer and faculty for series of national seminars sponsored by EDI World magazine. 1996-7.

EDI or Electronic Commerce? Article published in EDI World, December 1992.

A Crash Course in EDI. Article published in EDI World, February, 1995.

JIT and EDI. Article published in EDI World, June, 1991.