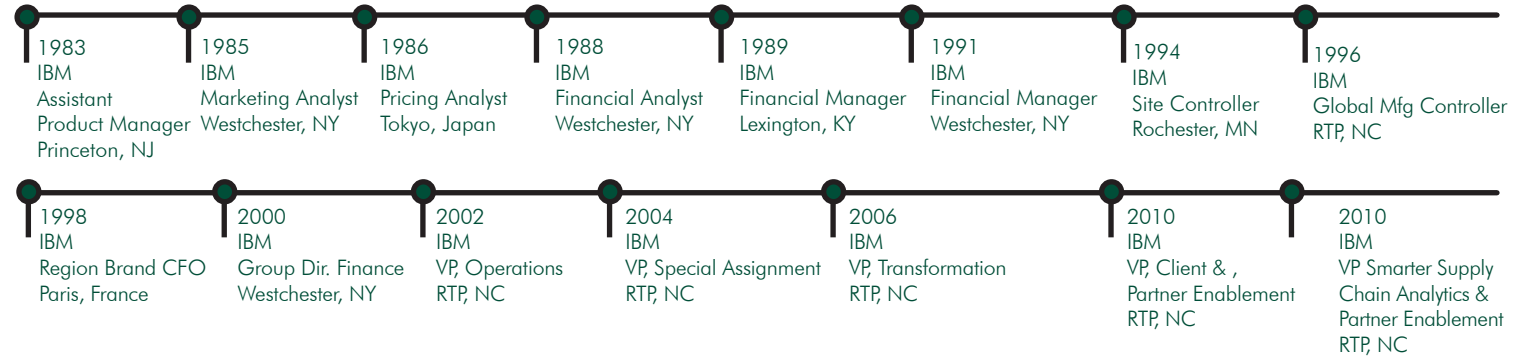


# A Look At Various Career Paths From Applied Engineering Sciences At Michigan State University

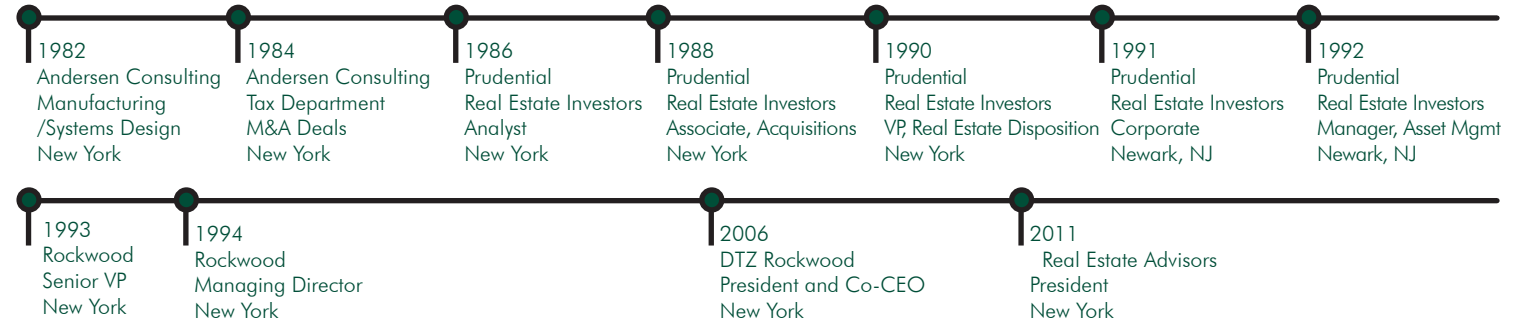
## DONNIE D. HAYE

Michigan State University  
Applied Engineering Sciences  
1981, Bachelor of Science  
Engineering Arts



## DAN MCNULTY

Michigan State University  
Applied Engineering Sciences  
1982, Bachelor of Science  
Engineering and Finance



## ERIC SEGER

Michigan State University  
Applied Engineering Sciences  
1994, Bachelor of Science  
Engineering Arts  
Concentration in Business



## ROSS SCOTT

Michigan State University  
Applied Engineering Sciences  
2009, Bachelor of Science  
Supply Chain Management



\*RTP = Research Triangle Park

## **DONNIE D. HAYE**

**Vice President**

**Smarter Supply Chain Analytics and Partner Enablement**

**IBM**

Donnie Hays is the Vice President, Smarter Supply Chain Analytics and Partner Enablement, Integrated Supply Chain. In this role, she and her teams work with IBM business units to develop and implement advanced analytics approaches and the strategic direction to optimize the extended IBM supply chain. Her teams also lead process enablement initiatives for our global business partners.

Donnie began her career with IBM as a product manager in Princeton, NJ. She held a marketing research position before becoming a financial analyst for the high-end server and storage businesses of IBM's Asia Pacific Group, headquartered in Tokyo, Japan. Donnie later was a part of a small IBM team working on the formation of the Lexmark Corp. Donnie held additional financial management positions in the semiconductor group of IBM and then was appointed Rochester site and WW AS400 manufacturing controller. She was later named the WW manufacturing controller for the PC business, followed by the position of CFO for IBM's PC business in Europe, Middle East and Africa, then headquartered in Paris, France. Donnie later became Vice President of Operations for one of the server brands and then Vice President of Transformation for all IBM Hardware. She has received numerous IBM awards and has a patent pending.

Donnie received a BS from Michigan State University in Engineering and an MBA from the Kellogg School at Northwestern University, with concentrations in policy, finance and marketing. She is currently a member of the Alumni Board of the College of Engineering and the Applied Engineering program at Michigan State.

Donnie currently resides in Chapel Hill, NC and works in Research Triangle Park. She enjoys travel, having visited 55 countries, cycling, photography, and gardening. She is a member of the Friends of Duke Chapel. Donnie is an avid Spartan fan and can be seen in green on game day, even while living in the land of the various "shades of blue" (Tar Heel and Blue Devil that is).

## **ERIC SEGER**

**Principal**

**Integrated Capital Management**

Prior to working in the financial and investment arenas, Eric worked his way up in the engineering field. He started as a technical support engineer and then was quickly promoted to his role as a sales engineer. Eric ultimately ascended to the role of program manager. In 2001, Eric transitioned to a successful career in financial planning and wealth management at Lincoln Financial Advisors. Currently, Eric is a Principal at Integrated Capital Management.

Eric received his Bachelor of Science in Engineering Arts from Michigan State University. He attended The University of Michigan and attained his MBA with a concentration in Finance. In May 2004, Eric attained the CERTIFIED FINANCIAL PLANNER™ professional certification. He is one of only 1700 financial planners in the state with this designation. Eric has been very involved with the Society of Financial Service Professionals. In fact, Eric served as the president of the organization from 2008 to 2009. In 2010, Hour Detroit Magazine recognized Eric as one of the top-scoring wealth managers in the Detroit area.

Eric has focused his practice on comprehensive financial planning advice for business owners, physicians, and other high net worth individuals. He specializes in creating tailored plans that coordinate wealth transfer strategies, investment management, retirement planning, and fringe benefit options. Eric is well known for working diligently to ensure that each of his clients receives personalized care.

In his free time, Eric enjoys playing ice hockey, rollerblading, reading, and mountain biking. He currently resides in Birmingham with his wife, Amy, their daughters, Ella and Nina, and their dog Dodger.

## **DAN MCNULTY**

**President**

**Rockwood Real Estate Advisors**

Daniel McNulty is President of Rockwood Real Estate Advisers and sits on the Executive Committee of CW Financial Services. Mr. McNulty spearheads Rockwood's business development activities and client relations, and in particular, directs project teams in the strategic direction and execution of the firm's restructuring, advisory/consulting and transactional assignments. Since joining the firm in 1993, he has led assignments for domestic and offshore institutional and private clients, including most of the largest US REITs, US pension plan sponsors and their investment managers, bulge-bracket global investment banks, and leading international Sovereign Wealth Funds. These assignments have involved real estate debt and equity investments across all property types and all major markets throughout North America, with an aggregate value in excess of \$20 billion. While Mr. McNulty's diverse experience encompasses a wide range of asset profiles, he has developed a noteworthy expertise in leading teams handling large, complex investments – such as trophy properties, multi-asset portfolios, distressed investments, joint ventures, unusual assets, and structured positions – which require a sophisticated and multidisciplinary skillset to be successfully monetized.

Prior to joining Rockwood in 1993, Mr. McNulty was a Director at Prudential Real Estate Investors, where he was responsible for the marketing and disposition of \$750 million of general and separate account properties and asset management of a \$400 million industrial, office and retail portfolio. He began his career working at the firm now known as Accenture. Mr. McNulty holds a B.S. in Engineering and Finance from Michigan State University. Mr. McNulty serves on the New York Real Estate Roundtable, and is actively involved with both ULI and ICSC. Mr. McNulty has more than 25 years of industry experience.

## **ROSS SCOTT**

**Supply Chain Analyst**

**Integrated Strategies Inc**

Ross Scott is a Supply Chain Analyst at Integrated Strategies Inc., a leading supply chain, strategic sourcing, logistics, and Six Sigma consulting firm in Okemos, MI. Since joining the firm in 2009, Ross has played a key role in major business transformations focused on improving efficiencies and achieving double-digit cost reductions for client organizations.

As an Analyst, Ross identifies, gathers, and analyzes data that is critical to the development of long-term, lowest total cost supply chain strategies. All strategies are developed through a cross-functional approach where he and other consultants work side-by-side with client employees. Integrated Strategies is known for this hands-on, "roll-up the sleeves" attitude, teaching clients how to replicate and sustain the results achieved. Ross is also involved in strategy development, initiative management, and organizational change roles.

Ross had two supply chain internships during college. He spent the summer at Caterpillar Logistics in Morton, IL after his sophomore year. The following year he traveled to Seattle, WA to work for Boeing Commercial Airplanes as a Procurement Agent. His team sourced engineering suppliers from all over the world to support airplane programs, including the new 787 Dreamliner.

Ross holds a B.S. from Michigan State University as a 2009 graduate of the Applied Engineering Sciences program. He held multiple positions on the Society of Applied Engineering Sciences (SAES) Executive Board, including President in 2008, and served as a student ambassador for the AES major on several occasions. Ross plans to attend a Big Ten university within the next two years to pursue an MBA with a focus in Supply Chain Management.

Ross is recently married to his wife Staci and they reside in Novi, MI. Originally from West Branch, Ross still enjoys the small town lifestyle. His main hobby is competitively racing off-road motorcycles across Michigan and Indiana.