

A professional headshot of Amy Georgi, a woman with long blonde hair, smiling. She is wearing a black blazer over a light blue top. The background is a neutral grey.

— 2015 Megawatt Winner —

»A Most Valuable Acquisition

**Amy Georgi**

AGE 30

*Program Manager, Supply Chain Acquisitions and Integrations,  
Fluke Electronics, a Danaher Company, York, Pennsylvania*

Nominated by Jami Bliss, Director, Program Management, Global Procurement, Teva Pharmaceuticals



## A SUPPLY MANAGEMENT SUPERSTAR IS BORN

“Amy is a standout agent of supply chain transformation,” says mentor Jami Bliss. Her career has been a shining example of intelligence, passion, innovation, and hard work. Joining Fluke Electronics out of college, Amy Georgi was assigned to a 6-month old factory, where she rapidly organized the supply base into a well-oiled machine. Impressed, management next asked her to spearhead a complex, three-phase move of a plant being divided into two facilities and, again, she knocked it out of the park. Georgi’s ability to assess situations quickly and achieve change eventually led to her being offered her current role as Supply Chain Program Manager for all Fluke acquisitions.

### DISCOVERING HER TRUE CALLING

Originally, Georgi was going to be an accountant, like her father — until she spent a summer at his firm. When her daily highlight became talking to the UPS driver for a few precious minutes of human interaction, she concluded that perhaps accounting wasn’t for her.

Surveying majors at Arizona State University, she discovered supply chain management. As junior class president in high school, Georgi planned the prom. Being a public school meant complying with government purchasing practices, and she loved the process — evaluating bids, negotiating with vendors and writing a persuasive proposal to use a better, yet slightly costlier, site. Now the proverbial light bulb went off. “I was like, ‘Wait! People get paid to do this?’” she laughs.

Georgi excelled in her studies, was a 2006 recipient of the prestigious R. Gene Richter Scholarship and graduated from ASU’s Supply Chain Management program in 2007.

### WHAT IS THE MOST DIFFICULT OR CHALLENGING PART OF YOUR JOB?

I work in acquisitions and integration.

It is difficult to work closely with individuals for months or years and be called on to support a restructuring project and say goodbye.

### MASTERING THE ART OF IMPROVEMENT

Holding a Master Black Belt in Danaher Material Processes, Georgi is a firm proponent of the kaizen continuous improvement philosophy. She has hosted numerous kaizen events and cultivated quite a following while spreading the “Danaher way.”

According to Bliss, one of Georgi’s most impressive accomplishments was her creation of standardized templates for procurement and supply chain activities for new acquisitions. The templates are scalable, regardless of organization size. This has ensured that training is consistent, policies are clearly communicated and savings and synergies occur at an unprecedented pace. In a recent integration, she re-sourced 91 percent of the components to Fluke’s preferred suppliers within 90 days of acquisition (without causing disruptions to manufacturing), a new company record.

### TOO VALUABLE TO LOSE

At Fluke, a potential hiccup occurred in the middle of another three-phase plant move, when Georgi’s family needed to relocate for her husband’s education. The company did not have remote employees, but she had become so valuable in acquisitions that corporate procurement pushed for a policy change, and she’s been working remotely for the last four years.

### A GUIDING HAND

Georgi is passionate about helping others, whether mentoring Fluke’s new hires or employees at acquired sites. She also works with girls ages 12-18 to develop goals and life plans. Her advice to young people is to find a company that is going to work them hard, but for the right reasons and not just for the sheer churn of working: “Talk to people who are in the role you will be pursuing and understand what their day-to-day (role) looks like. Is your job strategic or tactical? If it’s tactical, will it lead to a more strategic position?”

### UNWINDING

When it’s time to relax with her family, Georgi says her passion is geocaching, an outdoor activity using GPS coordinates to hide and find items, a big hit with her 2-year old daughter who considers it a treasure hunt. She jokes that her other pastime is trying to coach up her anatomist husband’s negotiating skills to get him better deals on his lab equipment.