

Scott Friderich, PMP

1965 Bridle Ridge Trace, Roswell, GA 30075 ♦ (404) 421-1113 ♦ scott@friderich.net

<http://scott.friderich.net> ♦ <http://www.linkedin.com/pub/scott-friderich/1/b77/b6a>

http://twitter.com/Scott_WithIdeas

A research program leader and inventor specializing in product development, qualitative research, and strategic development with a fifteen year history of successes in medical supplies, personal care products, and non-profits where I built effective teams improving the sales and profits on global brands.

Career History

Kimberly-Clark Professional Health Care, R&D Research Program Leader: November 2006 – June 2009

- I produced a product development roadmap for sterilization packaging that **launched three new product development projects in 2009 with a combined net present value of more than \$200 million** for Kimberly-Clark Healthcare. I determined the plans and budgets for these projects representing more than \$4.3 million in research expenditures and labor in the 2009 and 2010 R&D budgets.
- From 2007 to 2008, Kimberly-Clark's sterilization business lacked a product development plan to protect its leadership in this category. I **developed a process of creating a strategic product development roadmap** by combining best practices from medical device strategy and road mapping from other industries. This methodology became a template that I used to lead road mapping strategies for Kimberly-Clark's \$800 million medical supplies business: sterilization packaging, surgical drapes, surgical gowns, and exam gloves.
- In 2007 I led two development projects with expense budgets of \$250,000 each and controlled spending to within 5% of budget while delivering project objectives. Furthermore, I successfully terminated one of the projects at the end of 2007 when I demonstrated that the 3 year net present value would not exceed the continued cost of development. This decision **saved Kimberly-Clark \$1.8 million** and an additional year of development time.

Perimeter Global Associates, Research Director: May 2002 – November 2006

- In 2006 I acted as a consultant to Campus Crusade for Christ Eastern Europe to create a strategic measurement system. I **designed a research program** to determine performance metrics that involved interviewing senior leadership as well as personally conducting cross-lingual focus groups in Hungary, Romania, and Ukraine. I used this research to deliver a roll-out proposal for an internet based measurement system.
- In 2005 I designed a research study using a Wisdom of Crowds approach to generate a statistical estimate of the spiritual beliefs of Europeans. This methodology produced a result with a +/- **0.5% variance over a population of more than 724 million people**. The results of this study are now used by the leading publication for global statistics in this area of interest.

- In 2004 there was no existing network for missions researchers to collaborate on information and methodology. As a result, I worked to create the European Missions Research Group (emRG) by proactively networking across national and cultural boundaries to define common grounds for the formation of a multi-national team. **This community of practice is the first of its kind** and has provided more than four networking conferences since its inception as well as a web portal for data sharing.
- As the research director for the ASCP I actively **mentored and trained researchers** from Ireland, France, Greece, Czech, Slovakia, Slovenia, Russia, Romania and Ukraine. In addition, I conducted ethnographic site interviews and evaluations for church growth in Kazakhstan, Ukraine, Romania, and Czech Republic. This research was used to enhance coaching and advisement of personnel located in each of these nations.

Kimberly-Clark Corporation, Research Scientist and Team Leader: June 1994 – April 2002

- From 1999 – 2002 while serving as the principal materials technology liaison to product development groups in Kimberly-Clark business units for the development of new elastic non-woven material for use in Disposable Personal Care Products I **invented Kimberly-Clark’s first method for quantifying the containment function** for Disposable Personal Care Products: “gasketting”. Bench tests developed from this method were used to measure and evaluate long range options for improved containment in Disposable Personal Care Products. This work produced one patent (6,767,852 - Stretch edge elastic laminate) and three additional patent applications.
- From 1998 – 1999 I **led the commercialization team** for Kimberly-Clark’s first multinational value tier diaper- Huggies® Dry Comfort. This involved coordinating the activities of my team in the United States with the regional business teams in Manila and Bangkok. Furthermore, I coordinated the harmonization of designs across manufacturing platforms in China, India, Thailand, Philippines, and Malaysia with the operations teams in each of these nations. The multi-national Huggies® Dry Comfort product made Kimberly-Clark the #1 or #2 market share leader in each of the countries in which it was sold.
- From 1997 – 1999 I **managed the US-based product development team** for value and economy diapers in East Asia. Through my leadership, the team produced new economy diaper designs for Philippines, India, and Thailand as well as identified a key absorbent material improvement that could be implemented on Huggies® brand diapers globally.
- From 1994 – 1997 I **developed improved absorbent systems** for Huggies®, Poise®, and Depend® products. Participation in this work produced one patent (6,248,097 - Absorbent article with more conformable elastics)

Education and Certifications

- **Georgia Institute of Technology**, Atlanta Georgia, GPA: 3.4 / 4.0 (TOP 10% OF CLASS), June 1994 BACHELOR OF CHEMICAL ENGINEERING, MINOR IN HISTORY
- **Certified PMP**, September 14, 2009