



Al Turnauer

Biography

Al Turnauer is President & CEO of Supply Chain Innovations, LLC which he founded in 2009. Mr. Turnauer has 30 years of increasing responsibility in high technology companies from sales to executive management. Mr. Turnauer has over 20 years of leadership experience with innovative supply chain solution providers including Symbol Technologies (now Motorola), Vocollect (now Intermec), the market leader in voice directed work solutions, and Callisto Software (now Novell) which developed and marketed wireless systems management software. As Executive Vice President of Global Sales and Service with Vocollect, he had executive responsibility for the company's global direct and indirect sales channels as well as global support operations. Mr. Turnauer was responsible for Vocollect's growth from under \$10M in 2001 to well over \$100M in annual revenues over a 5 year period.

Mr. Turnauer worked at several start-up companies including two in the Chicago area. One company was an e-commerce software company and the other a wireless systems management software company. In 2001, as Vice President of Worldwide Sales at Callisto Software, he was instrumental in growing sales revenues by 250 percent over the previous year. As Vice President of Worldwide Sales at Mercantec, an e-commerce internet software provider, Mr. Turnauer increased license activation by more than 200 percent and developed an international marketing strategy that resulted in several major global wins.

Mr. Turnauer spent five years at Symbol Technologies (now Motorola) as Vice President Sales of the central area. Mr. Turnauer rapidly grew the central area to more than \$120 million in sales during his tenure, making it Symbol's leading region. He also implemented what became Symbol's major account strategic sales training program.

A resident of Naperville, Ill., Mr. Turnauer holds a BS degree in mechanical engineering from Michigan State University and an MBA from Keller Graduate School in Chicago.