



**Professional Development Meeting (PDM)**

**When:** September 22<sup>nd</sup>, 2010 5:30pm – 8:00pm

**Where:** Country Inn & Suites Carlson  
5975 Lusk Blvd. San Diego, CA 92121

**Cost:** APICS/NAPM Members: \$27  
Non Members: \$37

FREE for APICS Student Members

**Title:** To Make or to Buy... That is the Question

**Speaker:** Kevin Hunter  
Vice President of Operations  
ViaSat, Inc

Companies recognize that outsourcing non-core competencies is critical for improving manufacturing efficiencies and driving higher product margins. The decision of when to manufacture products internally ("make") vs. outsourcing production to third parties ("buy") often leads to spirited debates between departments within an organization. Common points of contention include how to accurately assess cost comparisons, difficulty in transitioning production tooling and intellectual capital, delivery schedule risk, and poorer product quality.

Kevin Hunter developed ViaSat's Make versus Buy assessment process over two years ago in order to address these challenges and objectively answer the question. Kevin will discuss ViaSat's make vs. buy assessment process and the evolution of the make versus buy model. In addition, Kevin will also share a couple of real-life examples of how the decision to outsource was executed as well as share some lessons learned.

**Key Points of the Presentation/Discussion:**

- The creation of ViaSat's Make versus Buy Assessment model
- Addressing common objections raised by internal parties
- Monitoring and controlling the Make versus Buy process
- Benefits of a formal Make versus Buy process

**Who should attend?**

Professionals in all areas and levels of supply chain, manufacturing, and operations management will benefit from this presentation.

### **The Speaker:**

**Mr. Kevin Hunter** is responsible for all manufacturing, purchasing and supply chain, and quality assurance activities for all ViaSat business areas in both commercial and government markets.

He joined ViaSat in December, 2004 from Ensemble Communications in San Diego where he first joined as director of the Strategic Radio Supply group and then was promoted to VP Operations in 2002. In that role, Mr. Hunter managed a team including test and manufacturing engineering, quality assurance, project management, line manufacturing, and materials management. He played a key role in managing staff and resources to increase efficiencies and lower costs, providing inputs into product roadmap and business planning activities, directing product transitions into manufacturing, and implementing process and cost control measures.

Mr. Hunter's career also includes vice president and director level positions in engineering at Watkins-Johnson and Stellex. In those positions he managed diverse engineering, test, and manufacturing teams producing advanced microwave equipment and subsystems used in broadband wireless communication systems.

Mr. Hunter holds a BS in Electrical Engineering from Santa Clara University and an MSEE from Stanford University.

To Register for this meeting, please visit: [WWW.APICS-SD.ORG](http://WWW.APICS-SD.ORG)

**For further information, please contact:  
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