

# Biographic

**Andy Shulick, P.E., PMP, MBA**

**Your Forward Thinking Business Catalyst**

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Andy started a SWAM business in 2004 after serving many years in Fortune 100 companies. His Vision is *“To be the catalyst for success to all customers and affiliates.”* He applies the knowledge obtained from his earned credentials and experience to accomplish his Vision. Having supported large scale domestic and international initiatives from the size of one person to a team of five sister companies plus external support firms (40 participants), he has interfaced with many business functional groups and critically impacted the operations and profitability of the business.



Andy’s technical background consisted of design and installation of *“State of the Art”* electrical/mechanical/communications/IT systems/Proactive Maintenance programs in the areas of high speed manufacturing (20,000 units per minute per machine), electric utility (generation, transmission, and distribution), and new facility construction and workforce relocation. The related results provide efficiency, effectiveness, enhanced decision making, data transformation to information, state of the art communications, proactive maintenance initiatives, safety and security, plus a continuous improvement focus.

Andy’s Leadership, Management, and Project Management experiences have been instrumental in developing high performance, cross-functional teams, strong vendor/supplier relationships, very satisfied end users of systems, and happy customers/sponsors, both internal/external to the firm. Development of relationships, trust, along with frontline issues and solution input, establishes outcome self-ownership and long-term usage, plus continuous improvement.

Since starting his own business in 2004, Andy has provided services that range from coaching start-up business at a business incubator to providing consulting services for Dominion Power and Altria, plus addressing organizational and operational issue in midsize firms; addressing electrical power savings; teaching Project Management; and participating in networking, master mind groups, and volunteer groups (IEEE, PMI, and others). For six seasons, Andy participated as a business Thought Leader on RichmondBizLive, a past, local radio show on WLEE. Andy was the recipient of the: ***“2010 Volunteer of the Year”*** award from the Project Management Institute Central Virginia Chapter.

The combination of the above items produces Business Values that allows Andy to fulfill his Mission – *“To assist all business customers in the successful implementation of their Business Transformations across all their business areas of influence”*. This is accomplished through continuous learning - which, when applied and with follow up monitoring/measurement, creates continuous improvement and positions the firm for more stability, growth, or a more attractive merger or sell-off.

*Challenging one to think Creatively to identify Business Improvements and Opportunities to maximize one’s Productivity and Profitability*

***Be the BEST!***

***Dream It, Create It, Live It!***