Products, International Trade, Sales Operations, and Supply Chain Management at Seagate

Ming Chao, Americas Manager, International Trade Administration
Mike Ruggiero, Senior Sales Operation Analyst
Seagate Technology, Scotts Valley

Abstract:
The speakers will present an overview of Seagate: technologies, products, markets, etc. Ming Chao will then discuss his role in the International Trade, and the issues related to this role. Then Mike Ruggiero will describe his work developing processes and tools for supply chain management (production planning, logistics, etc.) and sales operations (forecasting, etc.) at Seagate.

About the Speakers:
Ming joined Seagate Technology soon after receiving his ISM degree from UC Santa Cruz in 2004. Since then he has held a number of positions in the supply chain and distribution channel within the company including analyst, Sr Supervisor, Program Manager and Manager. Current he is responsible for all import and export activities for both North and South America.

Mike joined Seagate Technology upon receiving his ISM degree from UC Santa Cruz in 2006. Since then he has held a several positions in sales operations - supply chain management as a Sr. analyst and process automation project lead. Prior to returning to UCSC, Mike had worked on Enterprise systems, both hardware and software, as a field analyst, software designer, and product development program manager. The companies included Tandem computers - a leader in fault tolerant systems (now a division of HP), Sun Microsystems – a leader in internet server and infrastructure systems (now an Oracle subsidiary), as well as several other technology companies.

Next week:
• Course Closure, Lessons Learned, Student Feedback
• Term Paper B due (see instructions on the class website)