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## Tom Seliquini, President & COO



Tom is a co-founder of National Medical Logistics [NML], a healthcare centric supply chain organization that is focused on reducing costs and improving supply chain operations. As its COO, Tom has direct responsibility for the day to day operations - overseeing the activities that address and resolve the issues facing their clients. In its seventh year, NML continues to help its customer base by solving complex issues through the application of contemporary solutions. Prior to starting NML, Tom was Vice President of Operations Support for McKesson Corporation, a Fortune 30 company and the leader in health care services and information technology.

As a 29 year veteran to distribution, Tom got his start at the "grass roots" level. He began his career as a material handler and progressed into management roles within inventory control, customer service, procurement, contract management, sales, operations and general management. He was promoted into corporate as a

Regional Operations manager and progressed to Manager Operations Training and Development, Director, Operations Support, Field Vice President of Operations and finally, Vice President of Operations Support.

As a DC manager, he was responsible for a 160,000 square foot facility with over 100 FTE's and 18,000 SKLJ's valued at over \$15 million. This DC was generating \$175 million in revenue moving over 6,000 lines per day for more than 10,000 customers within a 280 mile radius.

He headed up a \$20 million distribution network optimization project that was designed to rationalize McKesson's network From 64 to 35 DC's. With the use of Insight's SAILS optimization software along with contracted consultants, he developed the plan, presented it to senior management and successfully implemented it. As part of this initiative, Tom designed McKesson's first multi-market automated facility. From site selection, building specifications and lease negotiations to material handling equipment, systems support and staffing requirements, Tom designed this 180.000 square foot facility to handle high volumes with low operating costs. The warehouse operation uses a combination of zone and random picking processes with "pick to belt", bar code and consolidation technology. This facility is currently the largest and most cost effective DC in their network.

Managing a staff of 19 project managers, and a \$3.5 million operating budget, he successfully consolidated \$400 million of Long Term Care business from 11 exclusive distribution centers into an existing infrastructure. This consolidation effort along with other process improvement and transportation initiatives that he launched produced more than \$17 million in cost savings.

He was responsible for the corporate transportation function that included the procurement and maintenance of more than 300 private fleet delivery vehicles and the negotiation effort for corporate contracts on LTL and Truckload services.

Tom was the Operations Functional expert responsible for leading the due diligence effort for all acquisition targets. As a direct result of his leadership, McKesson was able to assimilate and integrate 4 acquired companies ahead of schedule and within budget while exceeding expectations by taking advantage of unanticipated leverage points and redundant processes.

Tom was appointed the business owner for a systems re-design project that focused on replacing existing legacy distribution software and hardware with new ERP technology. He assisted with the software selection process and was instrumental in identifying all "gaps" between systems capabilities and business requirements. He was the lead designer for a new centralized purchasing and inventory management system and was the "owner" for all distribution systems. Other accomplishments in the area of technology include: centralizing accounts payable Functions, developing functional design specifications for warehouse management systems and deploying new distribution systems.

As the Director of Operations Support, he developed a team of logistics consultants that focused on providing hospitals with distribution programs and services that reduced supply chain costs by eliminating redundant procurement practices. His consulting group was successful in securing over \$180 million in JIT sales.