



Richard D. Kelly

Richard D. Kelly has spent 30 years in the Consumer Products, Healthcare and Manufacturing sectors holding roles in business development, finance, quality, manufacturing, supply management & purchasing, and strategic planning. He is currently Chief Operating Officer and Co-Founder of **Nutriati, Inc.**, a Richmond, Virginia based food and nutrition company specializing in functional nutrients derived from agricultural materials. Nutriati was founded with a vision of employing a comprehensive sustainability approach to nutritious crop development, ingredient technology and food product development. Richard leads the strategic operations of sales, marketing, supply management, manufacturing, distribution, and quality for Nutriati.

In 2010, he founded **Worldwide Sourcing Advisors** (WSA) an advisory firm that provides procurement, supply chain, business development, and change management expertise to public, private, and not-for-profit organizations. Clients include MeadWestvaco, Ukrop's Homestyle Foods, Pace Global Energy-A Siemens Business, Health Diagnostics Laboratory, Capital One, Evatran, and Goodwill Industries. WSA provides procurement & supply chain assessments, category spend support, process improvements, and workshops on Negotiations and Sourcing. As recognized thought leaders, WSA provides speakers to a variety of groups in the area of supply management and partnerships.

Prior to founding Nutriati and WSA, Richard was a Vice President and Officer at **Altria Group**, the over \$100 Billion consumer products giant, and its operating company, **Philip Morris USA**. Under his leadership, Altria was ranked by the AT Kearny's Assessment of Excellence in Procurement as a top quartile and leading company in its House of Purchasing and Supply Management™. The company also received numerous supplier Diversity awards and established innovation partnerships. Richard was co-sponsor of the Altria Worldwide Sourcing team with his colleague from Philip Morris International prior to its divesture. His career at Altria also involved synergy activities in cost savings initiatives, supplier programs and strategic sourcing with Kraft, General Foods, Oscar Mayer, Miller Brewing, and St. Michelle Winery. After the acquisition of UST, Inc. and John Middleton, Inc., he

consolidated and streamlined purchasing activities by establishing the Altria Client Services Purchasing Center that supported all the operating companies and corporate functions for Altria Group and a \$4 billion spend.

He was an expert witness to the Virginia State General Assembly on the value of manufacturing and its supply base to the overall economy. The Mayor of Richmond, VA appointed him to a Procurement Taskforce for the City which provided recommendations for process improvements and cost savings. The Gillings School of Global Public Health at The University Of North Carolina School-Chapel Hill has appointed him to its Governing Board and Executive committee. Recently he was appointed to Richmond Future's Executive Logistics Roundtable

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## EDUCATION

### **MBA, Duke University, Fuqua School of Business**

Concentration in General Management & Accounting

### **Bachelor of Science, University of North Carolina- Chapel Hill**

Honors in Health Policy & Management

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## PUBLICATIONS & SPEECHES

A contributing author to **Next Level Supply Management Excellence: Your Straight to the Bottom Line Roadmap**, a well-received book about improving supply chain performance which was released in July 2011.

Speeches include:

**"The Value of Manufacturing and its Supply Base to the overall Economy"**,  
Virginia State General Assembly

**"Procurement Best Practices: How the Healthcare Sector Can Benefit from Industrial Insights"**, at the Virginia Hospital and Healthcare Association (VHHA) Supply Chain professional annual conference and at a similar conference in North Carolina

**"The Value of Free Enterprise and Ethics"** for Junior Achievement classroom discussions and **Strategic Alliances** for ISM chapters' workshops

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