



Council of Supply Chain
Management Professionals

Educating and Connecting the World's Supply Chain Professionals.™

MEET A MEMBER



Mark Karhoff

Education:
Ohio State University – BSBA

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Ten Count Consulting, LLC / President / Digital
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When and why did you join CSCMP?

Originally joined CSCMP after college over 20 years ago for career networking. Rejoined in 2013 after founding Ten Count Consulting to get better connected with peers and trends in supply chain. Have joined several other professional organizations but found the networking, information, events and overall membership to be much more engaging in CSCMP.

What advice do you have for new CSCMP members on how they can maximize their membership value? What membership benefit do you find most valuable?

Utilize the events, membership directory and resources available through CSCMP. Get to know people and take initiative at events. Connecting with members is impactful whether working directly in the same sector or in others where you can find nuggets of best practice gold and resources who may help in future career and business paths.

What has been the most impactful connection you have made through CSCMP membership?

Connecting with the local Health Care Supply Chain sector and getting a 1st hand tour of a hospital system that utilizes pharmaceutical products that our clients manufacturer. Utilizing these connections to help drive greater innovation in a sector badly in need of more partnerships, cost reductions and efficiencies.

How did you get into supply chain management/logistics?

I was fortunate to be assigned in a work study program to work in Dr Bernard LaLonde's office at Ohio State University the Transportation/Logistics Department. I was debating between engineering and business degrees and when I learned about the diverse career paths and emphasis on innovative work it led me to dive into SCM.

Describe your job in a tweet (i.e. 140 characters or less)

Helping clients launch innovative systems and processes through implementations that will improve patients lives through security, transparency and cost reductions utilizing the latest technologies built around well established cross industry best practices.

What are your top three job responsibilities?

- Understand clients concerns in the Health Care and Life Sciences industry
- Stay up to date on regulations, innovations and trends
- Grow our business through partnerships, optimization and dedicated service

What is the biggest challenge you face on the job, and how are you managing it?

Filtering through all the innovations and information available through all forms of media and separating hype and fiction from facts.

What technologies, trends, or disruptive forces do you see having the biggest impact on supply chains?

Blockchain, AI, IOT - leveraging the hype to start conversations in areas that have been historically fragmented to enable work in the areas of clear business value. Patients (who are also customers) are becoming more informed and will demand even more personalized and focused information as these new technologies evolve across industries.

If you were to start a company from scratch, what values would you build it on?

Honesty, transparency and a strong commitment to optimization in everthing.

What are you proudest of?

Being fortunate enough to grow as a leader through mentoring young professionals through CSCMP and a great Not For Profit called Year Up that is taking 18-24 year old adults from minimum wage to an entry level professional job in one year. Learn more at yearup.org.

If you could interview anyone, who would it be and why?

George Washington. I have always been amazed and grateful at the balance of leadership, logistical knowledge and humility he showed in his part of bringing a diverse group of states to form a military, win a major war and show how to govern for all people and leave power voluntarily with a speech to remind us to stay humble and together.

What was your childhood dream job?

To be a TV or food critic and be on permanent manual labor break, mostly in response to accepting chores my parents structured. Career motivation, for me, came through some great teachers, coaches and mentors later who helped me understand why you have to put in that work for anything meaningful. It later really helped me appreciate what my parents had instilled.

When you retire, what will be the first adventure you take, or what will be the first thing you will do for which you may not otherwise have had the time?

To take an adventure and follow the footsteps of Jesus to see the places named in the Gospels and be where the events that have helped point me towards wanting to become a better person and more compassionate business person.

Write your own question and answer! What have we not asked that would be interesting for other CSCMP members to learn about you?

How do you feel Healthcare will change in the next 5-10 years? I believe we are in the beginning of a substantial shift in transparency and security of the Pharmaceutical industry. It is now possible due to recently added serialized barcodes to track a single saleable package from packaging to the pharmacy and with it attach transformative information. Patients, pharmacist, nurses and doctors will be able to demand to see where a specific bottle was made, packaged, purchased from, whether it was recalled, properly refrigerated and relieve other life saving information in electronic form. Manufactures will be able to better plan and prevent drug shortages instead of relying on partial and aging data as today. Law makers will be able to demand that pharma stakeholders capture and when needed share transparent pricing information in a way that exposes inefficiencies allowed to hide today. Amazon will grow as a threat to enable in place for any stakeholders who have historically been unable to justify or may have resisted similar.