

SMA Career Fair, 2008

Participating Companies

Achilles Consulting Group Pte. Ltd.

Incorporated in 2006, Achilles Consulting Group Pte. Ltd. is a boutique consulting firm that specializes in business operations consulting. From our experiences in applying lean manufacturing principles and operations management techniques in context of large scale operations, we have developed expertise in business process management and system integration. Our consulting team has successfully delivered solutions in various industries such as offshore & marine, financial services, logistics, and aerospace. Through our consulting, fulfillment, and education services, we help clients to quickly identify inefficiencies in their business process and IT system, reduce operations cost, improve service level, and increase awareness of “systems thinking” among their employees.

As part of our business expansion plan, we are now seeking a suitable candidate to fill the position of Consultant. The responsibilities of this position include:

- Identify important problems in client’s business situation, and contribute to structuring problems and developing of work plan
- Collect and analyze relevant data, conduct interview clients to uncover root causes of problems
- Use hypothesis-driven, fact-based, and analytical approach to develop solution to problems and make recommendations for the client
- Conduct client presentations and communicate effectively with clients
- Implement recommendation and provide user support where applicable
- Keep proper documentation of all project related issues
- Be customer-oriented and help build high-quality relationships with the client
- Contribute to building of company’s knowledge pool, and conduct market research when necessary

Learn more about Achilles Consulting Group at <http://www.achillescg.com>

Send Résumé and cover letter to: hr@achillescg.com

Caterpillar Remanufacturing Division

Remanufacturing: The process of returning an end-of-life product to “same-as-new” condition in a manufacturing environment.

To Achieve Same as New...

- Quality
- Warranty
- Performance
- Life

Environmental Benefits: The Remanufacturing Business Model promotes End-of-Life Product Recovery

1. Remanufacturing requires a “one-for-one exchange”
2. Core deposits establish a consumer incentive to return cores
3. Remanufactured products encourage responsible end-of-life practices

World’s Leading Remanufacturer

- 17 locations Over 3,000 employees
- Over 2.2 million cores returned to Cat last year

Looking For:

- Engineers
- Supply Chain Professionals
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Learn more about Caterpillar at <http://www.cat.com>

(Our business unit, **Remanufacturing**, can be accessed by selecting "Services" in the upper navigation bar.)

Send Résumé and cover letter to: CAPL_HR@cat.com

eMediHub

eMediHub is an online and independent listing of medical specialists in Singapore to help local and international patients find the most suitable specialists for their medical needs.

eMediHub.com is the top ranked medical port in Google. We had 500 referrals in 2007 and project to have 600+ patients July 2008 -June, 2009

Differentiations

For patients

- Specialist profile with comprehensive information
- Search tool to find the most suitable specialist
- Email Specialist to conveniently send in inquiries or make appointments
- Useful information

For specialists

- Quick and simple online sign-up

Trustworthy site

- Verify specialists' qualifications

Market Focus

- MediFirst focuses on Medical Tourism Program for international patients seeking specialist services in Singapore
- “Asian Medical Tourism Analysis (2008-2012)” has estimated that the medical tourism market size in Asia is est. at US\$3.4B in 2007, worldwide market size at US\$26.8B

Key Target Markets

- International patients from Indonesia, US, China, Middle East, Singapore, Malaysia, Vietnam

Learn more about eMediHub at <http://www.emedihub.com>

Hill-Rom

Hill-Rom is a leading, worldwide manufacturer and provider of medical technologies and related services for the health care industry, including patient support systems, non-invasive therapeutic products for a variety of acute and chronic medical conditions, medical equipment rentals, and healthcare information technology solutions.

Hill-Rom's comprehensive product and service offerings are used by health care providers across the care continuum in hospitals, extended care facilities and home care settings to enhance the safety and quality of patient care. Offering comprehensive, integrated solutions, Hill-Rom associates have an unwavering commitment to helping customers meet their most pressing challenges.

Hill-Rom has supported the efforts of caregivers and healthcare facilities for over 75 years. The company's global headquarters is based in Batesville, Indiana (USA), and employs approximately 6,000 people worldwide. Hill-Rom is listed in the New York Stock Exchange (NYSE), under Hill-Rom Holdings (ticker "HRC").

For more information about Hill-Rom including exciting job opportunities, please refer to our website, www.hill-rom.com.

Hill-Rom...enhancing outcomes for patients and their caregivers.

Learn more about Hill-Rom at <http://www.hillrom.com>

IBM

Learn more about IBM at <http://www.ibm.com/>

Send Résumé and cover letter to: sma_careerfair2008_ibm@mit.edu

iCognitive

Our Track Record

- Provided SCM consultancy to **over 45 companies** ranging from SME's to MNC's across different industry sectors.
- Sole provider of SCOR workshops in Southeast Asia by the only Supply Chain Council-**certified SCOR** instructor in the region. **Trained over 1200 supply chain professionals** in SCOR, from **150 different** companies.
- Launched in 2000 the **first Benchmarking study** on SCOR-metrics in Southeast Asia. Completed the fifth Annual SCOR benchmarking study for 2004 with a total of 238 participating companies.
- Launched the first Benchmarking study in China with 600 participating companies for 2004. Launched the China Supply Chain Performance Benchmarking Centre jointly with Fudan University in 2005.
- **Supply Chain Excellence Award** - With support of iCognitive, British American Tobacco Pakistan SCOR implementation project won two awards from Supply Chain Council:
 - **Supply Chain Operational Excellence Award 2005**
 - **Global Award for Supply Chain Excellence 2005**
 - **Return On Investment of this project is more than tenfold.**

Our Job Openings

Due to our rapid growth in business recently, we are looking for dynamic MIT and SMA graduates to contribute to the growth and bring the company to the next level of success. We have openings in the following positions (please forward to our booth in the career fair for more detailed information):

1. IT Business Analyst
2. Supply Chain Consultant
3. Business Development Manager for China

Learn more about iCognitive at <http://www.icognitive.com>

Kenwood

Kenwood Electronics Technologies (S) Pte. Ltd., a subsidiary of Kenwood Corporation, is the leading manufacturer for a wide range of Kenwood products, including telecommunications products.

PSA Corporation

PSA Singapore Terminals is the flagship terminal of PSA International Pte Ltd, a global leader in the ports and terminals business, with investments in 28 port projects in 16 countries across the globe.

In 2007, the Singapore Terminals handled a record 27.1 million TEUs of containers while the Group's global throughput was a record 58.9 million TEUs.

PSA Singapore Terminals is the world's busiest transshipment hub, handling about one-fifth of the world's total container transshipment throughput. We provide shippers with an excellent choice of 200 shipping lines with connections to 600 ports in 123 countries.

Learn more about PSA Corporation at <http://www.singaporepsa.com>

See Job opportunities at <http://www.singaporepsa.com/careers/careers.html>

Schlumberger

Schlumberger is the leading oilfield services provider, trusted to deliver superior results and improved exploration and production performance for oil and gas companies around the world. Knowledge, technical innovation and teamwork are at the center of who we are. Worldwide, our engineers, scientists and specialists supply technology, project management and information solutions to an industry that is vital to the global economy.

The company employs more than 80,000 people of over 140 nationalities working in more than 100 countries. Our workforce diversity and belief that no culture has a monopoly on creativity has given us access to the best people no matter where they were born.

Schlumberger's core values are its strongest assets. We are leaders in our businesses because of:

Our PEOPLE – their motivation and dedication to customer service worldwide, in a safe and clean environment. Our commitment to TECHNOLOGY – the basis for our competitive advantage and our determination to produce superior PROFITS – the cornerstone for our future independence of action and growth.

Schlumberger is an equal Opportunity Employer.

The Schlumberger logo, consisting of the word "Schlumberger" in a bold, blue, sans-serif font.

Success without boundaries

Learn more about Schlumberger at <http://www.slb.com>