

Willie A. Deese
Industry

Willie A. Deese is Executive Vice President and President of the Merck Manufacturing Division, with responsibility for Merck's worldwide manufacturing operations. He oversees 91 manufacturing and distribution sites in over 30 countries around the world with 29,000 people reporting to him and with an operating budget of \$7.5 billion. He is also responsible for Merck's global procurement organization. Mr. Deese serves as a member of Merck's Executive Committee.

Mr. Deese joined Merck as Senior Vice President, Global Procurement, in January 2004, after having established a track record of outstanding success as an executive and manager for several pharmaceutical, health care and high technology companies, including GlaxoSmithKline Pharmaceuticals, PLC; SmithKline Beecham Pharmaceuticals, PLC; Kaiser Permanente; and Digital Equipment Corporation.

During a 33-year career, Mr. Deese has spent 31 years in positions directly related to supporting, enabling or leading manufacturing operations, including plant management responsibility during his tenure at Digital Equipment Corporation.

Since joining Merck, Mr. Deese has made significant contributions to enhancing the Company's operating efficiency. He developed and implemented a procurement transformation strategy which has helped Merck dramatically reduce its cost of goods, materials and services. He is currently leading the integration and transformation of global manufacturing for the new Merck.

Mr. Deese began his career in 1976 at Digital Equipment Corp. in Springfield, MA, serving in a variety of procurement, materials management and operations functions, ultimately becoming Site Manager, responsible for delivering worldwide requirements for disk and tape drive subsystems. In 1992, he joined SmithKline Beecham Pharmaceuticals in Philadelphia, ultimately becoming Vice President and Director, Purchasing. In 1996 Mr. Deese became Vice President, Purchasing, at Kaiser Permanente in Oakland, Calif., where he had responsibility for creating and implementing the procurement strategy for the world's largest integrated health care system.

In 1997, he returned to SmithKline Beecham as Senior Vice President and Director, Purchasing. Mr. Deese led the integration of the Glaxo and SmithKline procurement organizations through their merger, becoming Senior Vice President, Global Procurement and Logistics for GlaxoSmithKline in 2001.

Mr. Deese earned his B.A. in Business Administration at North Carolina A&T State University in 1977, and his M.B.A. at Western New England College in 1983.