



David Pate is an experienced business leader with previous roles in plant management, planning and lean operations. He currently serves as Managing Director of North American Business Development and focuses on bringing new clients onboard with Dploy Solutions software.

## David Pate

Managing Director, Business Development  
North America

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A skilled business leader with experience in both process and discrete manufacturing, David Pate is recognized for his ability to deliver results and for his expertise driving lean transformations, facilitating culture change and developing lean leaders.

David's experience with lean leadership began in the 1990's when his company worked with Toyota to implement the Toyota Production System. His career includes progressive levels of responsibility in operations at Collins & Aikman automotive where he served in multiple positions including director of lean manufacturing, director of planning and plant manager and production manager. In his role as director of lean manufacturing,

David led transformations for four large textile factories and implemented a program for lean supplier development. As plant manager, he utilized lean to drive and sustain significant reductions in defects and increased productivity in textile weaving, finishing and discrete manufacturing.

At TBM, David spends most of his time working with senior executives at client companies helping them to create value through their operational excellence transformation and to successfully execute their strategic objectives using the strategy deployment process (Hoshin Kanri). He works closely with clients to ensure that their continuous improvement initiatives are clearly aligned to strategic initiatives and key performance measures.

Recently, David has engaged heavily with private equity firms to perform due diligence in advance of potential acquisitions and help portfolio companies create value in their businesses by implementing sustainable improvements.

He has worked in diverse industries with many TBM clients including McCain Foods, Bunge, Nike, Carlisle, Mettler-Toledo, Simpson and IMS Health to drive results, develop lean leaders, and implement sustainable culture change.

David also takes an active role in his community through active leadership and youth counseling through Mebane United Methodist Church, local athletic programs and by supporting his entrepreneurial spouse.

David has a Bachelor of Science in Business Administration from Appalachian State University and holds a Certification in Production and Inventory Management.