

Top 100

LEADING INFLUENCERS



2015 has been a year of both organic and acquisition growth for US dealer Innovative Office Solutions.

Co-founded by current CEO Jennifer Smith in 2001, her vision at the time was to make working professionals more productive. Since then, Smith's entrepreneurial spirit has helped expand Innovative to touch on every area of office life and become a single-source office solutions company.

Part of large dealer group network Pinnacle Affiliates, Innovative is now one of the fastest-growing independents in the business supplies sector in the US. Factoring in the acquisition of S&T Office Products at the beginning of 2015, the company is hoping to reach revenues of \$100 million by year end.

But, as Smith says, along with that growth comes the need for change. "Most of our challenges around change relate to scalability – how to grow without losing touch with what is most important. To accomplish this, we worked hard to develop and implement processes for efficiencies while maintaining our company culture."

As is the case for so many companies in this generally declining sector, opportunities for category expansion have been huge for Innovative and contribute a considerable percentage of total sales. For 2016, Smith and the team are actively exploring additional technology-focused categories.

Smith's progressive thinking extends beyond her own business. As a leader and a woman working in business, she is very active as a mentor with the Women Venture Organization and as a member of the steering committee for the Women's Business Enterprise National Council.

Jennifer
Smith

CEO

INNOVATIVE OFFICE SOLUTIONS



Americas

Bob Aiken
CEO | Essendant

Ángel Alverde Losada
CEO | Office Depot de Mexico

Patricia Barber
CEO | The Supply Room Companies

Craig Bartholemew
CEO | 360 Office Solutions
Chairman | Pinnacle Affiliates

Wayne Beacham
CEO | SP Richards

José Mario Britto
Managing Director | Inforshop

Michael Brown
CEO | HiTouch Business Services

Robert de Montigny
CEO | Novexco

Tony Ellison
CEO | Shoplet.com

Sean Fleming
CEO | DM/Supplies Network

Paulo Garcia
Managing Director | Kalunga

Mike Gentile
CEO | Independent Stationers

Dave Guernsey
CEO | Guernsey

Jim Hebert
CEO | Office Partners

Kevin Johnson
CEO | Warehouse Direct

Radostin Kirilov
Managing Director | Office 1 Superstore

Sid Lerman
President | Weeks Lerman

Sean Macey
President | Basics Office Products

Mike Maggio
President | TriMega Purchasing Association

Steve Matyas
President | Staples Canada

Leo Meehan
CEO | WB Mason

Bud Mundt/Mark Leazer
Executive Directors | AOPD

Jim Ryan
CEO | Grainger

Ron Sargent
CEO | Staples

Steve Schmidt
President – International | Office Depot

Jennifer Smith
CEO | Innovative Office Solutions

Roland Smith
CEO | Office Depot

Prentis Wilson
VP | Amazon Business

Joe Yorio
CEO | School Specialty



Europe

Claude Ackermann
Managing Director | Office/BPGI

Vitaly Balabanov
Chairman | ARD

Robert Baldrey
CEO | EVO Group

Tim Beaumont
Managing Director | NEMO

Philip Becker
CEO | Hedera
Chairman | EOSA

Carlos/Rafael Benavides
Managing Directors | Comercial del Sur

Laurent Bertrand
Managing Director | Fiducial Office
Solutions

Sergey Bobrikov
General Director | Komus

Udo Böttcher
Managing Director | Büromarkt Böttcher

Martins Cakste
CEO | Officeday

Jaime Carbó
CEO | ADVEO

Ingo Dewitz
Managing Director | Büroing

Simon Drakeford
CEO | Euroffice Group

Dr Benedikt Erdmann
Chairman | Soennecken

Laszlo Feher
Managing Director | Corwell

Christa Furter
CEO | Iba

George Gerardos
CEO | Plaisio Computers

Gert Gerber
CEO | Office Supplies Denmark

Xavier Guichard
CEO | Manutan

Steve Harrop
Managing Director | Office Friendly

Barrie Hayes
CEO | BPGI

José Luis Hernández
President | Carlin

Danièle Kapel-Marcovici
CEO | RAJA Group

Alper Kisa
Vice General Manager | Akoffice

Andrey Kudryashev
Development Director | Pragmatic Express

Hervé Milcent
CEO | Lyreco

Johannes Peter Martin
Group Managing Director | Kaut-Bullinger

Aidan McDonough
Managing Director | Integra Office
Solutions

Paul Musgrove
Managing Director | nectere

Marc Nijhof
Managing Director | Alpha International

Şerban Oarză
CEO | RTC Proffice

Siobhan O'Connor
Managing Director | Codex

Theo Paphitis
Chairman | Ryman

Bruno Peyroles
CEO | Bureau Vallée

Nicolas Potier
Managing Director | JM Bruneau

Laurent Proy
Managing Director | Majuscule

Sergey Raskolov
CEO | Merlion
(Bureaucrat)

Ferdinando Rese
President | Errebian

Michael Roney
CEO | Bunzl

Topi Ruuska
CEO | Wulff Group

Richard Scharmann
CEO | PBS Holding

Hans Schmid
President | Printus

Dieter Schmidt
Managing Director | Plate

Mats-Ola Schulze
CEO | Ocay

Jean-Yves Sebaoun
COO | ADVEO

Stefan Sonesson
CEO | RKV

Miroslaw Szydlowski
Managing Director | PBS Polska

Arnold Theuvs
Managing Director | Quantore

Igor Trifonov
CEO | Samson

Jan Van Belleghem
Managing Director | Interaction

Thomas Veit
Managing Director | soft-carrier

Francesco Villa
General Manager | Gruppo
Buffetti

Jeff Whiteway
Group CEO | SPOT

John Wilson
President | Staples Europe

Felix Zimmermann
CEO | Takkt



Asia/Australasia

Charles Agee
Managing Director | OfficeMax Australasia

Doug Borne
Interim CEO | Office Products Depot

Shoichiro Iwata
CEO | ASKUL

Gregory Lienard
Managing Director | Lyreco Asia Pacific

Dominique Lyone
CEO | Complete Office Supplies

Jay Mutschler
President | Staples Australia/New Zealand

Brad O'Brien
CEO | Office Choice

Pejman Okhovat
CEO | Warehouse Stationery

Worawoot Ounjai
CEO | COL Thailand

Jackie Robb
President | Staples Greater China

Shailesh Karwa/Sharad Dalmia
Co-CEOs | Staples India

Gavin Ward
CEO | Office Brands

Mark Ward
Managing Director | Officeworks

Middle East/Africa

Bandar Al Musallam
CEO | Hoshan Pan Gulf

Dave Crichton
Interim Managing Director | Waltons

Wihan Oosthuizen
CEO | Office National Africa