

Javier Diaz

Founder · SOPITA.GG · BingoBango.ai · Vision protected · Capital stretched · EN / ES / PT

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"He frees the founder to do vision by owning the hard ops."

I GROW THE OWNERS' CAPITAL AS IF IT WERE MINE · HEART, RANGE, AND HARD OPS · REFERENCES ON REQUEST

Founder of SOPITA.GG and BingoBango.ai. So founders can lead the vision and the enterprise can stretch further. Plan, run, free cash, protect service and margin, encode standards. Working capital is the sharpest proof, not the whole map. Scoreboard: vision met, profits protected, room to expand.

~\$710M working capital returned to the business	~79% reduction on book I systemized	90th %ile service held while cutting cost	18+ decision systems behind the move
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PROOF

>\$900M → ~\$190M · ~79% · ~\$710M unlocked

Bed Bath & Beyond Group · multi-banner · 16 DCs · >\$11B sales · systems designed 2014–2020

20–35% Published PE / consulting inventory program "success" band (12–18 mo). Industry range—not a peer survey.	~79% · ~2–4× that band On managed inventory I systemized. Dollar scale matches company-wide programs—not a SKU cleanup.
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Also: Cra-Z-Art VP Global SC—\$80M obsolete with no prior path (proof of drivers, not a ceiling; same method scales toward ~\$800M-class books); ~150 SKUs/mo; multi-country / tariffs; COVID repurpose. Foundation: \$140M OTB · 95% obsolete eliminated (Baker & Taylor).

WHAT CHANGES WHEN WE PARTNER

Founder hours + vision I take the fires and the horizon so you return to people, product, and the dream—answers have owners, not your name on every thread.	Capital stretched + protected Dead / slow / critical truth. Free cash as if the stake were mine; compress waste (logistics –17%). Method that scales with the book.	Service + room to expand 90th %ile under pressure. Encode cadence. Invent under constraint. Scoreboard: company thriving beyond the old ceiling.
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FIRST 90 DAYS

1–30 · Listen & map

Capital, waste, planning gaps, exceptions
still on you. Truth with respect—cash, risk,
hours, hope.

31–60 · Clear & protect

Move what should move. Protect core
service and funder SKUs. Light cadence
the team can keep.

61–90 · Encode & free you

Parameters, algorithms, automation on
tools you already pay for. Scoreboard: cash
free, waste down, hours returned, service
held.

SYSTEMS (HOW IT SCALES)

18+ algorithms (forecast, turns, order efficiency, JIT, replenishment methods) — the layer behind the capital move. **AI / LLMs** on Salesforce, Monday-class, and ERP-style workflows for analytics and task reduction—on the stack you already run. Certifications (Anthropic, NVIDIA, Apple developer track) support live use; capital and service lead.

EXPERIENCE (ONE LINE EACH)

VP Global Supply Chain · Cra-Z-Art (2020–) · \$80M obsolete · logistics –17% · 90th %ile service · multi-country / tariffs · COVID repurpose · CEO-direct

Sr. Manager, Replenishment · BBB Group (2014–2020) · 18+ algorithms · >\$900M → ~\$190M managed inventory · 16 DCs

Baker & Taylor · Rosen · Children's Place (2006–2014) · \$140M OTB · 95% obsolete eliminated · CEO-direct · EN / ES / PT

Next: Tell me the vision—and what is in the way.

If I am the right partner, we talk. If not, I say so with respect.

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