



Edward Batko

Founder / CEO - Contract Manufacturing Industry

Edward Batko is the Founder and CEO of Logcraft Corporation, a company specializing in contract manufacturing. He lives in Buffalo Grove, Illinois, and works in precision machining, injection-molded plastics, die casting, sheet metal, and bearings. His work focuses on creating efficient and high-quality products for a range of clients. Edward is known for his unique approach to supply chain management and recent achievement of implementing a "Zero Defect Policy," which has significantly enhanced customer satisfaction.

A Path to Knowledge

Edward arrived in the United States in 1981 and began his education at Sullivan High School. With a drive to move quickly, he completed high school in just two years instead of the usual four. Edward continued his studies at the UIC, earning a Bachelor of Science in Accounting in only two and a half years. Later, he pursued an MBA from Loyola University, specializing in International Finance and Management Information Systems (MIS), which he completed in May 1992.

Career Beginnings and Breakthroughs

Edward's early career began at BDLS, a CPA firm, where he worked as a consultant. In this role, he managed sales quotas and installed computerized accounting systems for clients, focusing on accounts payable, accounts receivable, general ledger, job costing, inventory control, and payroll systems. By 1991, Edward had transitioned to a General Manager role, managing five retail locations and achieving sales goals of \$15 million.

Expanding Expertise in International Project Management

From 1992 to 1999, Edward served as an International Project Manager for Advanced Systems & Networks. He identified potential customers for products like sales force Automation, Customer Relationship Management (CRM), and Enterprise Resource Planning (ERP). He managed a team of 18 people and developed strong partnerships with PricewaterhouseCoopers (PwC), which would later play a big role in his career.

Role at PricewaterhouseCoopers (PwC)

In 1999, Edward joined PwC as a Business Development Manager. Over the next few years, he managed over 20 projects valued at over \$40 million. His responsibilities included defining project scope, creating full-scale project plans, and managing project scope changes and team expectations.

Advancing to IBM

Edward's career reached new heights when he joined IBM in 2002 as the Director of Business Development and International Strategic Alliances. During this time, he managed over 70 projects with a combined value exceeding \$130 million. His work encompassed several industries, including retail, healthcare, insurance, and technology. Edward led international teams in South America, Mexico, Canada, Europe, China, Japan, and Australia, focusing on strategic partnerships and customer satisfaction.

One of his notable achievements at IBM was driving incremental revenue by 20% above the quota through innovative business solutions. Edward's role also included coordinating with

non-strategic vendors, strengthening IBM's competitive edge and driving an additional 30% revenue.

Role at Aggregate Alliance

Edward also served as the Director of Sales and Business Development at Aggregate Alliance from 2006 to 2008, where he worked on projects across the United States and Europe. He handled projects ranging from \$300,000 to \$57 million, leading teams and managing partnerships. His role involved writing business plans, tracking budgets, and coordinating international projects in Eastern Europe and Italy.

Working at British Telecom

Edward's role with British Telecom in 2008 involved developing strategic partnerships within the company's global ecosystem. He identified value-added opportunities for British Telecom's infrastructure, enhancing its presence and capability in the global technology market.

Founding Logicraft Corporation

In 2008, Edward founded Logicraft Corporation, a company that provides high-quality manufacturing services at competitive prices. Logicraft specializes in complex precision machining, injection-molded plastics, die casting, sheet metal, and precision bearings. Under Edward's leadership, Logicraft quickly established a reputation for delivering complex projects with high accuracy and efficiency.

Edward's leadership and experience in international business helped Logicraft expand its client base and gain recognition in the industry. The company has worked with numerous clients across Europe and Asia, often solving complex supply chain issues that have allowed clients to avoid production downtimes.

One of Edward's recent accomplishments at Logicraft is implementing a "Zero Defect Policy." This policy aims to eliminate production errors and ensure each product meets the highest precision quality standards, some of which are required and controlled by the FDA. After reviewing with clients, the company's rejection rate was reported as 0.001% — a rare achievement in precision manufacturing, where a 2% is typically acceptable. This level of quality control has helped Logicraft build trust and significant increase in business with its clients.

Specialization and Professional Strengths

Edward's career has equipped him with various essential skills in the contract manufacturing industry. They include:

- Business analysis — understanding of market needs and planning effective strategies.

- Project management — coordinating teams, managing budgets, and meeting deadlines.
- Customer service — prioritizing customer satisfaction by meeting product requirements
- International compliance — ensuring products and operations meet global standards
- Operations management — running day-to-day operations and overseeing large-scale projects
- Supply chain management - uninterrupted flow of product, even during the most challenging COVID-19 period

Beyond the Professional

Edward Batko is a family-oriented person who married in 1987 and is the father of three children. Outside work, he enjoys spending time with his family and exploring various hobbies. He is also known for his love for continuous learning and professional growth, as evidenced by his participation in numerous training programs in project management, marketing intelligence, and advanced business strategies.