

Expertise and Experience from Germany

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BMW-Markterschließungsprogramm für KMU

Geschäftsanhahnung

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Kunden- und Partnersuche im IKT-Bereich für
Hardware, Software, Beratung und andere
Dienstleistungen
in Thailand

BMWi Markterschließungsprogramm für KMU



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Agenda:

- Solutions and Services
- Industries
- Project History

Solutions and Services (1/2)

- **Extensive Practical Experience**

6 years Professional Career
23 years in Consulting Business

- **Longtime Skills**

16 years with a major consulting company
7 years independent consulting

- **Proven Methodological Know How**

Project Management: Planning, Leading, Controlling
Coaching of Customer's Project Managers
Business Process Design and Optimization

- **International Background**

Project Assignments in Germany, Europe, Asia-Pacific and USA

Solutions and Services (2/2)

Methodological Skills	Business Strategy Analysis Business Process Analysis, Design and Improvement (BPR, BPI) Project Management Change Management Integration Management
Expert knowledge	IT System- and Application Architektur Planning and Shop Floor Control Materials and Warehouse Management Procurement
IT competencies	SAP R/3 MM, WM, PP & PP-PI, Variant Configuration SCM, SRM, CRM PDM, PLM SAP IS-DFS, PSM SAP GTS (Global Trade System) Cegedim ad>direkt

Industries (1/2)

Industry	Client
Process Industry (Chemical, Pharma)	Astellas Pharma BASF SE Bayer AG Henkel KG Hoechst AG SF-Chem Syntex Latino
Manufacturing	ABB Agfa Photo Heidelberger Druckmaschinen Linde Kältetechnik Siemens Still Wagner

Industries (2/2)

Industry	Client
Automotive	Benteler Honda Motors Johnson Controls Power Solution Europe MAN Nutzfahrzeuge
Public Sector, Defense	BWI IT (German Armed Forces)
Logistics	Deutsche Post World Net, DHL
Telecommunication	British Telecom
Tourism	DER
others	DG Verlag

Project History (1/2)

Selected Project Assignments (as responsible Project Manager)

- Replacement of CRM-System and Integration with running SAP-Landscape
- Blueprint Implementation European Logistics (Warehouse and Transport)
- Consolidation of SAP application landscape incl. interfaces; Functional enhancement of a third party application; Integration with the European template
- Rollout Project Procurement; Enhancement and Roll-out of template to central agencies (Purchasing, Defense, Public Sector)
- Pilot Study for Master Data: as is-Analysis, concept and project plan (Materials Management and Sales)
- Roll-out and enhancement of template (Customer order and billing) for region LATAM; Implementation of the standard change process
- Business Area and Customer Development

Project History (2/2)

Selected Project Assignments (as responsible Project Manager)

- Blueprint Production and Warehouse Management; Conceptual Design of separation of production (incl. Purchasing and Subcontracting) and warehouse management (incl. material flow) into another Company
- CarveOut: System- and Application landscape in a new client for a new established company (Sales, Procurement, Production)
- Implementation of R/3 Logistics, Production and Purchasing
- BPR of production planning, shop floor control, materials management, warehouse management and master data
- Integrated concept for global data management for Europe and Americas (functional and technical)
- Inhouse training concept and plan

Common Issues

- Project Management (Methodology)
 - Project Profile for Instances of Change
 - Regard methodology as set of tools for your choice
 - Don't overdo, but use the essentials
 - Helpful to stay in line with time/budget/quality
- Change Management
- Master Data Management
 - Robust Data Model (Fragmentation local/global)
 - Accurate Business Processes (Functional, Administrative, Technical)
 - Data Safety, Data Security, Validation

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