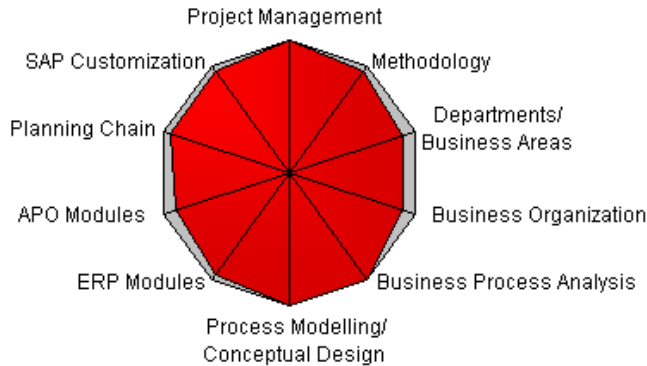


Knowledge & Professional Skills

Consultant: Harald Post

□ Expert Level
 ■ Personal Attainment



Consultant Profile

Personal Data

Herr Harald Post
 Degreed engineer
 Date of birth: 08.03.1951
 Auf dem Kar 10
 59823 Arnsberg

Communication

Phone (office): +49 2937 2758
 Mobile: +49 171 4647652
 E-mail: harald.post@compris.biz
 Web: www.compris.biz

Skills:

Business Process Expert And Integration Manager in the areas
 - ERP (SD, MM, PP, PS, LE, QM, CS, PM, LO, CO, FI, PSM, CA, BC)
 - APO (DP, SNP, PP-DS, GATP)

Cross component business process analysis and design (ccBPM) , specialist for conception and realisation of multi-level planning solutions with BI-integration, design of complete supply chainr execution processes.

Functional and methodological project management, integration management, programme management.

Activities in Projects: (P) engaged in SAP projects from 1992

Project management (P), integration management (P) business process analyses (P), business process reengineering (P), conception (P), feasibility studies (P), application consultancy (P), customizing (P), roles & authorization design (P).

Industry/Department experience: (P) engaged in SAP projects from 1992

Automotive manufacturer, automotive supplier (P), construction industry, retail (P), aerospace and defense, medical systems, steel industry, plant engineering and construction (P), chemicals industry (P), printing/paper/packaging (P), mechanical engineering (P), telecommunications (P), other industries (P), furniture industry (P), plastics, public sector (P).

SAP Products/Releases: (P) engaged in projects

R/2 ALL (P), R/3 3.0F and earlier (P), 3.1 (P), 4.0B (P), 4.6B (P), 4.6C (P), 4.7 (P), ECC 5.0
 APO 1.1 (P), 2.0A (P), 3.0A (P), SCM 4.0 (APO) (P), SCM 4.1
 SolMan 7.0 (P)

Training Courses SCM 4.1: SCM210 Core Interface APO, SCM220 Demand Planning, SCM670 Global Availability Check, SCM230 Supply Network Planning (SNP), SCM250 Production Planning and Detailed Scheduling (APO-PP/DS), SCM260 Finite Capacity Scheduling (APO)

First Experience With SAP Products: 1992 - R/2 4.3

Education

College: University of applied sciences, Rosenheim
Course: Wood technology
Certificate: Diploma

Languages

German: Mother tongue
English: Fluent

Professional Experience

From 02.1992 to present

Employment: Self-employed
Company: Compris GmbH & Co. KG
Industry: Business process reengineering in industry and retail (ERP, SCM, PLM, FIN)
Function/position: Senior solution architect/managing partner

From 10.1986 to 01.1992

Employment: Permanent position
Company: debis-Systemhaus
Industry: Consultancy
Location: Dortmund
Function/position: Area manager for production planning and control systems
25 employees

From 03.1982 to 09.1986

Employment: Permanent position
Company: DUROpal
Industry: Supply industry for kitchen and bathroom furniture and washroom sanitary wear
Location: Arnsberg
Function/position: Head of work scheduling
10 employees

Overview of Experience - Production Types

Small or mid-size production series with material variants, make-to-order or make-to-stock production
Make-to-order production with networks and production orders with or without subassembly planning
Production by lot size and repetitive manufacturing
Continuous production
Repetitive manufacturing
Process industries

Overview of Experience – Industry/Public Sectors

Automotive industry
Automotive manufacturing
Plant engineering and construction
Shipbuilding industry
Toolmaking
Telecommunications
Furniture and wood industry
Medical systems
Paper/chemicals
Retail (spare parts and technical products)
Public Sector
- Sponsoring Organization
- European Agency

Overview of SAP Knowledge*

| Component Name | Qualification |
|--|---------------------------------|
| ERP Financials | Broad knowledge |
| FI Financial Accounting | Broad knowledge |
| CO Controlling | Good knowledge |
| EC Enterprise Controlling | Broad knowledge |
| ERP Logistics | Very good knowledge |
| LO Logistics | Very good knowledge |
| SD Sales and Distribution | Very good knowledge |
| MM Materials Management | Very good knowledge |
| LE Logistics Execution | Very good knowledge |
| QM Quality Management | Good/very good knowledge |
| PM Plant Maintenance | Good knowledge |
| CS Customer Service | Good/very good knowledge |
| PP Production Planning and Control incl. PP-PI | Very good knowledge |
| PS Project System | Good/very good knowledge |
| ERP-PA Personal Management | Broad knowledge |
| PA-PA Personal Administration | Broad knowledge |
| PA-OS Organizational Structure | Broad knowledge |
| ERP Cross-Application Components | Good knowledge |
| CA-DMS Document Management | Good knowledge |
| CA-CL Classification System | Very good knowledge |
| CA-CAD CAD Integration | Good knowledge |
| CA-GTF General Application Functions | Good/very good knowledge |
| CA-GTF-RCM Records- und Case-Management | Good knowledge |
| CA-OIW Open Information Warehouse | Broad knowledge |
| CA-TS Time Sheet | Good knowledge |
| CA-HR Cross-Application Objects in HR | Good knowledge |
| CA-CAT Catalogs | Broad knowledge |
| BC-BMT-WFM Business Workflow | Broad knowledge |
| BC-SEC-USR User and Authorization Maintenance | Very good knowledge |
| ERP Public Sector Management | Broad knowledge |
| PSM-FM Funds Management | Broad knowledge |
| PSM-FM-BCS Budget Control System | Broad knowledge |
| ERP Industry Solutions | Very good knowledge |
| IS-A IS - Automotive | Very good knowledge |
| IS-ADEC IS - Aerospace & Defense / Eng. & Constr. | Very good knowledge |
| IS-MP IS - Mill Products | Good/very good knowledge |
| Business Suite Supply Chain Management | Good/very good knowledge |
| SCM-APO Advanced Planning and Optimization | Good/very good knowledge |
| SCM-LIM Logistics Inventory Management Engine | Good knowledge |
| SCM-EM Event Management | Good knowledge |
| SCM-FRE Forecasting and Replenishment | Very good knowledge |
| SCM-ICH Inventory Collaboration Hub | Good knowledge |
| SCM-CA SCM Cross-Application Components | Good knowledge |
| Business Suite Customer Relationship Management | Broad knowledge |
| Business Suite Product Lifecycle Management | Good knowledge |
| NetWeaver™ Business Information Warehouse | Broad knowledge |
| NetWeaver™ Master Data Management | Broad knowledge |
| NetWeaver™ Exchange Infrastructure | Broad knowledge |
| NetWeaver™ Collaborative Cross Applications | Broad knowledge |

* The SAP knowledge declared above shows the topics where I have broad to very good knowledge of process and application consultancy and for customizing. However, I have further basic and overview knowledge of topics not listed above. Please request information on special detailed knowledge on a project-specific basis. It is always best to determine suitability for concrete tasks with a personal chat. My main areas of expertise are in process knowledge, connectivity knowledge, and cross-component solution management combined with project management capabilities. You can find more information in the following project details.

Experience of SAP Projects Since 1993

Overview of SAP Implementation Projects

| Customer | Systems | Implemented | Project Scope | Tasks |
|---|--|---|---|---|
| BOSCH-TELECOM | 3.0C | 11/95 | SD/MM/PP/FI/CO | - Process consultancy MTO-production with variants - Application consultancy PP |
| ITTAE-Belgium | 3.1G | 07/97 | SD/PS/PP/MM/FI/CO | - Requirements analysis - Solution design - Project management - Application consultancy PP |
| GHH-BORSIG-TURBOMASCHINEN | 3.1H | 10/97 | SD/PS/PP/MM/FI/CO | - SAP-project mgmt. - Process/solution consulting - Integration legacy systems |
| SIEMENS TK-Anlagen | 3.1G | 01/98 | SD/PP/CO | - Application consultancy PP |
| ITTAE plants in Gifhorn and Reichenbach | 3.1H | 10/98 | SD/PS/PP/MM/FI/CO | - Project management - Application consultancy SD |
| Welle möbel | 3.1I | 01/99 | FI/CO/MM | - Solution design - Project management |
| Welle möbel | 3.1I | 08/99 | SD/PP/MM-WM | - Solution design - Project management - Application consultancy PP |
| INA Schaeffler-KG - Motor elements | R/3 4.6C i2 5.2/6.0 | Pilot impl. 06/02; 5/03 | SAP: R/3 complete, BW i2: DP, MP, FP, DF | - Project management, - Business process design |
| Schaeffler-KG Group solutions & rollout | R/3 4.6C APO 4.0 | 8 objects 2003 – 2006 (H'aurach 4/05) | SAP: R/3 complete, BW, CRM, APO 4.0, HR-Integr. | - Process consultancy - Solution design - Integration consultancy |
| Emil Löffelhardt GmbH & Co. KG | R/3 4.7 | 9/2005 | - Demand planning - MRP and procurement - Master data maintenance SD, MM, PP, enhancement | - Optimization of planning and MRP in network - Master data optimization |
| Continental AG | R/3 4.6C RS Scheduler RS Advantage | Pilot impl. 06/07 Mt. Vernon, II, USA | - System integration SCPI - Scheduling/sequencing - MES integration MM, PP, CA, BC | - Solution conception - Requirements specification - Implementation |
| | R/3 4.6 C ERP 6.0 | 01/08 Level 1: 10/08 01/09 | - Compounds (PP-PI) - Mold production - Machine building SD, PS, PP, MM, FI, CO, CATS, HR-Integration | - Assessment, Conception - Process & solution design, project management - Process & solution design, project management |
| Deutscher Akademischer Austauschdienst DAAD | ERP 6.0 SolMan 4.0 | Level 1: 10/08 Level 2: 09/09 | - RMPS (CA-GTF-RCM) - FI, PSM, CO - HCM-PA/-OM - BC-BMT-WFM/SEC-USR | - Conception, realisation of roles & authorizations - Requirement management - Test management |
| European Medicines Agency EMA | ECC 6.0 SolMan 7.0 | Level 1: 01/11 | LO, SD, MM, PS, FI, CO, PSM, HCM, CA | - Member and consultant of the Steering Committee - Coaching of project team - Methodology consultancy - Integration management - Process management - Test management |

References (Customer Recommendations)

Eberhard Schönegg, Project Leader, Bosch:

As logistics consultant, Herr Post was in charge of the variant configuration and production planning themes during our SAP implementation in the telecommunications area. We were impressed by his analytical skills, expert knowledge, and purposeful leadership in the project work. The solutions developed by Hr Post are simple to implement, fulfill the stated requirements, and consistently adhere to our standards. We were able to take advantage of his extensive, cross-component knowledge, especially on topics concerning variant configuration and backorder processing with R/3. Herr Post played an important part in the success of our SAP implementation.

Bernd Ulrich, Consulting Director, SAP Ratingen:

Herr Post impressed in several of our projects through a combination of well-grounded expert knowledge and understanding of the processes, and his excellent SAP know-how. Presented with sometimes very complex requirements, he was able to develop strong SAP solutions for our customers and also supported the implementations. Herr Post's attention to detail cannot be faulted and his work is always reliable. We have no hesitation in recommending him.

Dr. Jürgen M. Geißinger, CEO ITTAE:

We enjoyed a very successful working relationship with Hr Post in our Europe-wide SAP implementation project. Herr Post has well-honed analytical skills, and good solution and method competencies with an eye for the basics, as well as the necessary single-mindedness to achieve set targets. Under his tutelage, we only needed ten months from first contact to pilot implementation at our ABS manufacturing location in Mechelen, Belgium. The developed template – automotive component supplier with repetitive manufacturing – was successfully rolled out across the other European plants. Herr Post was then tasked with the implementation of this software in two other plants. Our collaboration with Herr Post contributed in no small part to the success of the entire project.

Berthold Bienemann, CIO MAN TURBO AG:

Hr Post led the team of SAP consultants responsible for our SAP implementation. The scope included sales and distribution, project system, materials management, production, controlling, and financial accounting. His decisive leadership resulted in a bespoke, stable solution for the sales and distribution processes and the entire vertical integration of our plant engineering and construction. The solution component 'make-to-stock production' was realized in close cooperation with the SAP development team and was subsequently incorporated into the standard system. This part was an important factor that helped to facilitate the implementation of the whole planning process. Herr Post was also successful as a member of the project management team, with his experience of SAP implementations, and as project engineer for interfaces, where he demonstrated his knowledge of integration processes. In the scope of data transfer, Hr Post developed the procedure for the migration of sales orders with status in process. We would not hesitate to confer on Herr Post similarly challenging tasks at any stage in the future.

Gerhard Stöbel, Application Development, Schaeffler Gruppe:

Herr Post worked with us for over six years as a member of the project management team and as integration consultant in our SAP project. We were able to start the project swiftly thanks to his substantial experience. In the conception phase, Hr Post was responsible for aligning all concepts and implementations to guarantee a reliable integrated solution. His knowledge across all SAP components proved to be invaluable. His efforts allowed us to shape essential concepts such as the logistics planning chain with R/3 and the connected Advanced Planning systems, the global ATP, and product packaging. The subsequent successful inaugural implementation was due in no small part to the excellent preparation work contributed by Hr Post. From 2003 onwards, Herr Post assumed responsibility for integration management in the project. He injected his knowledge into all phases of the project and was able to deliver on his ideas consistently and in convincing fashion. He contributed a great deal to the Schaeffler group's current integrated solution and to the overall success of our project. We would readily call Hr Post back should we ever require support with new projects within the Schaeffler Group.

Dietrich Rommel, CEO, Emil Löffelhardt GmbH & Co. KG:

Herr Post, from the company Compris, was recommended to us for the optimization of our SAP processes 'store supply and provisioning planning' on account of his substantial experience. We sought to reduce the article stock, improve the availability of articles, reduce ordering transactions and personnel expense for article master maintenance of the distribution center assortment.

In a very short space of time, Herr Post carried out an analysis of existing SAP processes and identified the relevant weaknesses of the existing SAP system. The new concept development was based solely on SAP standard functions, for which Hr Post presented forceful, factual reasoning.

The requirements of the stores are now predicted on the basis of the stores' own sales figures, leading to an improvement in supply and to enhanced order quantities. Article stock in the stores is balanced with actual consumption. The entire newly devised planning and procurement process is supported perfectly by the 'article segmentation' developed by Compris. This automatically manages the important planning and materials planning settings for the articles, like lot sizes, safety days' supply, and so on. The set of rules takes the consumption pattern of articles over their entire life cycles into account.

Thanks to the well-grounded, professional contribution of Herr Post and his experienced colleagues, the solutions were implemented on time and in accordance with our objectives. We are very happy with Hr Post's work and recommend him to others wholeheartedly.

Paul Schwefer, CIO Continental AG:

Herr Post, from Compris, is an experienced process and integration consultant. We employed him and his employees to support us in the design and implementation of the manufacturing suite Tires. The competent employees supplied by Compris, with their comprehensive SAP and specialist knowledge, have been invaluable to us.

Herr Post's fields of activities included:

- o Development of process and integration architecture for an Advanced Planning System (APS) in tire plants and integration with R/3 via XI.
- o Conception and implementation of make-to-order production in mold and mechanical engineering with the project system PS.
- o Process analysis, PP-PI target conception, prototyping and execution for the manufacture of rubber compounds.

Herr Post also provided competent advice for and supported our IT manufacturing team leader in the program management area. We were very happy with his work and would welcome him back.

Jörg Striebeck, Partner INTARGIA Management Consulting:

We took on Herr Post after he was recommended to us. He was tasked with developing the roles and authorizations work package in SAP ERP 2006 at our customer German Academic Exchange Service (DAAD). The goal of the project was to work with SAP to create a standard solution for similarly structured public sector organizations based on Records and Case Management for Public Sector (RMPS) alongside HCM and the Enterprise Portal. Herr Post actively involved himself in all areas in a systematic approach, quickly gaining the full support of our customer, DAAD, and organized his work entirely independently. He created the requested authorization concept, along with a complete associated organizational structure, in a structured and thoroughly professional manner. He realized and tested all technical components in the SAP system. The methodical way in which Herr Post approached his work impressed us. He discussed the target processes with the affected areas, documenting them using event-driven process chains (EPC) which then formed the basis for the roles and authorizations. In doing so, he generated additional value for our customers by identifying the essential business requirements that had not been taken into account up till then. Herr Post worked professionally to raise the detailed requirements and created specifications for the implementation. The graphical process models were used as the basis for test plans in the Solution Manager System as well as for performing the tests. Herr Post and his colleagues also collaborated effectively towards the architecture and structure of the above. The dependable relationship that now exists between Intargia and Compris is the result of our rewarding collaboration with Herr Post, and we fully intend to tap this resource again in the future.

Andreas Pott, Head of Administration, EMA:

Herr Post was recommended to us in his capacity as an independent SAP consultant. We called on him to carry out an SAP project review once we had made the decision to stop an SAP project after the blueprint phase. We called a halt to the project due to significant financial risks and because of general uncertainty surrounding the quality of the blueprint and the way forward for the project. Herr Post was tasked with checking the project costing, checking the collaboration with the implementation partner SAP, verifying the quality of the work to date (documented in the blueprint document) and the drafting of a proposal for further action on the project. Within a very short time, Herr Post analyzed all project-relevant data and, following negotiations with the implementation partner, provided recommendations on how to best continue the project. Herr Post's negotiating strategy, coupled with his revised estimate of the effort required for the whole project, provided the basis for the renegotiations. The results of these negotiations were impressive; SAP, the implementation partner, acknowledged the feasibility of the estimate and provided a commitment to develop the project.



As a result, we were able to reduce the planned costs of the implementation by around 30%. On this basis, we took the decision to appoint Herr Post as a permanent member of our SAP Steering Committee. Given his extensive detailed and overall knowledge of SAP ERP functions, implementation methods and project management methods, Herr Post is ideal as an independent SAP advisor to all members of the project team. He works extremely effectively with the business managers, project leads and program managers, supporting them in their roles, as well as taking on challenging tasks within the projects. His tasks include the provision of solutions for specific application scenarios, definition of the Solution Manager System for users, development of the architecture for roles and authorizations, development of the structure of test plans, and so on. Herr Post impressed us with his appealing combination of overview and detailed knowledge and is always able to expertly draw on his wealth of experience. We are convinced that Herr Post will ensure the success of our SAP projects and hope to build a long-term working relationship with him. We have no hesitation in recommending him for similar functions.

Short description of tasks and activities in projects

From 06.2009 to present

Organisation: European Medicines Agency EMEA, London

Department: Body of the EU for the scientific evaluation, supervision and pharmacovigilance of medicinal products

Activity: Management consultancy (Steering Board), team coaching, implementation methodology consultancy, integration and process management

Project description: Implementation of the financial process chain within scientific evaluation, supervision and pharmacovigilance of medicinal products on the European market.

Implementation of the functionality for the process chain of internal agency projects

Implementation of the HCM Time Management functionality for recording and evaluation of working times of employees.

SAP-Product / Release: ECC 6.0, Solution Manager 7.0

Modules: LO, SD, MM, PS, FI, CO, PSM, HCM, CA

Detail Description

- Review and assessment of the Blueprint document and cooperation with the consulting company during the Blueprint phase under consideration of quality, efficiency and cost
- Preparation of a management memo for further negotiations with implementer(s), respectively for tendering for the realization phase.
- Coaching of the project team
- Implementation methodology consultancy (ASAP, Solution Manager, process documentation)
- Integration and process management
- Test management
- Consultant and member of the Steering Committee

From 02.2008 to present

Company: Intargia Managementberatung GmbH, Dreieich

Department: Sponsoring Organisation (Deutscher Akademischer Austauschdienst DAAD, Bonn)

Activity: Analysis, conception, methods consultancy, implementation

Project Description: Conception, implementation of roles & authorizations for the sponsoring of academic projects/persons

SAP-Product / Release: ERP 6.0 / SolMan 4.0

Modules: RMPS (Records Management for Public Sectors), HCM-PA/-OM, FI/CO

Detail Description

- Business process analysis and documentation, creation of a process/role matrix.
- Modelling of roles and authorizations inter alia under consideration of optimized administration effort.
- Implementation of the roles with the SAP-Profile Generator and test.
- Indirect role assignment to users via HCM-Organization Structures
- Implementation of roles view in HCM-transaction PPOME
- Consulting, coaching the systematic itemization of business process requirements
- Requirements analysis for cross records evaluation and processing, creation of solution proposals

From 03.2006 to 03.2009

Company: Continental AG, Hannover

Industry: Tire manufacturer

Activity: Program/project management, integration consultancy, conception in the manufacturing and logistics areas

Project Description: Analysis of business processes, feasibility studies, conception, integration consultancy, application consultancy, international rollout of solutions in tire manufacturing, mechanical engineering and mold production.

Products: SAP-ERP, Rockwell-Scheduler (APS), Advantage (MES), Siemens-SIMATIC IT (MES)

Detail Description

- Concept and creation of requirements specification: Multi-level, finite production planning/creation of sequences in tire manufacturing with the Rockwell System Scheduler including interface processes with XI and SCPI.
- Rough conception: Procurement and information system for molds in tire curing on the basis of PM/CS
- Conception and implementation: Process and system architecture, planning and production processes for rubber compounds with R/3 PP-PI and MES.
- Integration consultancy: Process flows for change to technical specifications (PLM) in production logistics (ECM)
- Conception and implementation: Planning and production for molds and mechanical engineering based on ERP 6.0

From 01.2005 to 12.2005

Company: Emil Löffelhardt GmbH & Co. KG, Stuttgart

Industry: Handel / Retail

Activity: Business process analysis, redesign and SAP conception, project management, application consultancy, Customizing

Project Description: Process optimization and implementation

SAP Product/Release: R/3 4.7 [SAP Enterprise]

Modules: LO, SD, MM, LE, PP

Detailed Description

Optimized procurement and distribution planning with R/3

- Screening, analysis and optimization of weak-points in existing R/3 solution
- New conception of planning and requirements planning (network of stores with own demand forecasts and supply from distribution centre)
- Conception of article segmentation (automatic management of article parameters on the basis of consumption patterns)
- Coordination of program developments, prototyping, test, implementation
- Specialist project management

From 08.2003 to 07.2005

Company: Schaeffler KG, Herzogenaurach

Industry: Mechanical engineering

Activity: Business process analysis, conception, feasibility studies, integration consultancy, application consultancy

Project Description: Implementation

SAP Product/Release: R/3 4.6C, SCM 4.0 (APO)

Modules: FI, CO, LO, SD, MM, LE, QM, PP, CA, BC, SCM-APO-SNP, SCM-APO-DP, SCM-APO-PPS, SCM-APO-ATP

Detailed Description

- Requirements specification: Supply Chain Management with R3 and APO (DP, SNP, PP/DS, GATP)
- Conception and project engineering: Integrated product packaging in requirements planning, production and storage (HUM)
- Requirements specification: Cross-plant backorder processing (APO-BOP) for sales orders and stock transport orders
- Conception: Phase-out/use-up in the distribution chain APO<->R/3
- Study: Implementation strategy for trade and distribution for roller bearings
- Requirements specification: Planning process SCM/PP for industry and trade at the headquarters in Herzogenaurach
- Study: Split valuation (origin) of products with/without batches
- Conception: 'Eurologistics' (Central stockholding and distribution of finished products of the Schaeffler Group)
- Requirements specification: Variant configuration in linear technology
- Implementation: APO-DP, GATP with PP at headquarters in Herzogenaurach
- Project management: Integration of process management in application development and roll-out project

From 03.2001 to 09.2001

Company: Howaldtswerke DW AG, Kiel

Industry: Shipbuilding industry

Activity: Application consultancy, coaching, integration consultancy

Project Description: Project review

SAP Product/Release: R/3 4.6C

Modules: FI, CO, SD, MM, LE, QM, CS, PP, PS

Detailed Description

- Review of process and system solutions
- Review of implementation strategy and scenarios
- Review of process documentation, process management
- Consultancy for role concept and Change Management

From 09.1999 to 12.1999

Company: Claas Landmaschinen KG aA, Harsewinkel

Industry: Mechanical engineering

Activity: Feasibility study, business process redesign, integration consultancy, conception, project management

Project Description: Creation of a quote for migration of R/2 systems to R/3 on behalf of SAP AG

SAP Product/Release: R/2 ALL, R/3 4.6B

Modules: FI, CO, LO, SD, MM, LE, CS, PP, ERP-R/2-RF, ERP-R/2-RK, ERP-R/2-RM-MAT, ERP-R/2-RM-PPS, ERP-R/2-RV

Detailed Description

Specialist management of the draft design/creation of the quote for the logistics area

- Creation of representative R/3 concept using the configurable product combine harvester, LEXION line
- Formulation of the possible implementation strategies and transition scenarios in the entire team
- Creation of a migration concept for logistics for the existing R/2 systems
- Quote calculation and creation with the Project Estimator

From 07.1999 to 07.2003

Company: INA-Schaeffler KG / Herzogenaurach

Industry: Mechanical engineering

Activity: Project management, business process analyses, conception, feasibility studies, integration consultancy, application consultancy, migration consultancy, feasibility study

Project Description: Implementation

SAP Product/Release: R/3 4.6C, APO 3.0A

Modules: FI, CO, LO, SD, MM, LE, QM, PM, PP, PS, CA, BC, SCM-APO-SNP, SCM-APO-DP, SCM-APO-PPS, SCM-APO-ATP

Detailed Description

- Specialist management in creation of general process design of logistics and blueprint
- Modelling of the INA sales and planning structures and product hierarchies as basis for sales processes
- Creation of an integration model R/3 with APO 2.0/3.0 and prototyping of the processes
- System and function comparison APO/i2 (complete product suites)
- Creation of specialist concept and requirements specification for integration of i2 Trade Matrix with R/3
- Execution and go-live of R/3 + i2 in pilot plant Hirschaid (motor elements)
- Pilot survey for alternative implementation of SAP-SCM 4.0 to replace i2 (complete Supply Chain processes)
- Creation of a 'Supply Chain Planning' prototype with SAP-SCM for trade and production (Ramp-Up 4.0)
- Feasibility study for process management tool ARIS and ARIS for mySAP and recommendation

From 06.1999 to 07.1999

Company: BPAG, Frankfurt/Main

Industry: Chemicals

Activity: Application consulting

Project Description: Optimization

SAP Product/Release: R/3 3.1

Modules: SD, QM, PP

Detailed Description

Work in European application support team for AgrEvo

- Archiving of process orders
- Capacity leveling in long-term planning
- Automatic output of quality certificates at delivery of goods

From 01.1999 to 05.1999

Company: Stora Carbonless Paper GmbH, Bielefeld

Industry: Print/paper/packaging

Activity: Application consultancy, integration consultancy, conception

Project Description: Optimization on behalf of SAP AG

SAP Product/Release: R/3 4.0B, Modules: CO, LO, SD, MM, PP

Detailed Description

- Application consultancy for IS Mill Products, with focus on SD, PP
- Integration concept for SD/PP (assembly order) with existing industry-specific production control system

From 01.1999 to 08.1999

Company: VIAG information systems, Bonn

Industry: Aluminum products, plastics

Activity: Application consultancy, integration consultancy, conception, feasibility studies

Project Description: Feasibility study on behalf of SAP AG

SAP Product/Release: R/3 4.0B, APO 1.1, and APO 2.0A

Modules: SD, MM, PP, APO-SCE, APO-PP/DS, APO-ATP

Detailed Description

Execution of a preliminary study for use of APO at VIAG (VAW and Schmalbach-Lubeca)

- Requirements analysis and solution conception with APO components
- Application concept Global ATP for Schmalbach-Lubeca and presentation
- Prototyping

From 11.1998 to 12.1998

Company: Continental Teves GmbH, Frankfurt/Main

Industry: Automotive manufacturing

Activity: Integration consultancy

Project description: Feasibility study

SAP Product/Release R/3 3.1

Modules: SD, MM, PP

Detailed description

Rough conception: 'Integration of a Supply Chain Management system into the existing R/3 landscape 3.1 I'

From 10.1998 to 12.1998

Company: KME AG, Osnabrück

Industry: Other industries, cable manufacturing

Activity: Application consultancy, feasibility study, integration consultancy, conception, migration consultancy

Project description: Feasibility study on behalf of SAP AG

SAP Product/Release R/2 ALL, R/3 4.0B

Modules: FI, CO, SD, MM, LE, PP, ERP-R/2-RF, ERP-R/2-RK, ERP-R/2-RM-MAT, ERP-R/2-RV

Detailed description

- Review of the blueprint created by IBM
- Preliminary study for a complete R/3 implementation in Germany
- Planning of alternative implementation and interface scenarios
- Time and effort estimates for consultancy and programming
- Strategy consulting for migration of R/2 to R/3
- Technology consultancy ALE for interfaces
- Expense planning for project

From 12.1997 to 09.1999

Company: Welle Möbel GmbH, Paderborn

Industry: Furniture industry

Activity: Project management, business process analysis, SAP solution conception, integration consultancy, application consultancy, conception and execution of SAP interfaces, migration consultancy, Customizing

Project description: Implementation on behalf of SAP AG

SAP Product/Release: R/3 3.1

Modules: FI, CO, SD, MM, LE, PP

Detailed description

- Process analysis and conception: Sales bill of material with transfer of requirements in four plants and shared central warehouse
- Conception of stock transfer solution from the plants to the central warehouse
- Creation of a detailed concept for the integration of PP - COPICS/FLS
- Conception and execution of SOP planning and program planning PP
- Go-live in two steps (FI, CO, MM), (PP/SD/LE)

From 08.1997 to 07.1998

Company: ITT-Automotive Europe, Frankfurt/Main

Industry: Automotive manufacturing

Activity: Project management, feasibility study, conception, integration consultancy, application consultancy, Customizing

Project Description: Implementation

SAP Product/Release: R/3 3.1

Modules: FI, CO, SD, MM, LE, QM, PM, PP, PS

Detailed Description

Project management during the R/3 implementation in the Gifhorn and Reichenbach plants (parallel implementations)

- Synchronization of plant processes with ITT prototype
- Definition of required scenarios
- Execution
- Go-live

From 01.1997 to 08.1998

Company: SIEMENS AG, Witten

Industry: Telecommunications

Activity: Feasibility studies, conception, business process redesign, integration consultancy, application consultancy, Customizing

Project Description: Implementation on behalf of SAP AG

SAP Product/Release: R/3 3.1

Modules: CO, SD, MM, PP

Detailed Description

- Process consultancy for make-to-order production of telecommunications equipment
- PP application consultancy, program planning, requirements planning, manufacture
- Process consultancy for PP repetitive manufacturing
- Application consultancy and Customizing KANBAN and direct production

From 09.1996 to 07.1997

Company: ITT Automotive Europe, Frankfurt

Industry: Automotive manufacturing

Country: Germany and Belgium

Activity: Project management, business process analysis, feasibility studies, conception, business process redesign, integration consultancy, application consultancy, Customizing

Project Description: Implementation

SAP Product/Release: R/3 3.1

Modules: FI, CO, SD, MM, LE, QM, PM, PP, PS

Detailed Description

- Analysis and documentation of actual processes in ABS production in the pilot plant Mechelen, Belgium
- Definition and modeling of target processes with R/3
- Analysis and design of interfaces
- Project management up to implementation
- Creation of an ITT process model for the roll-out

From 03.1996 to 10.1996

Company: BOSCH-Telecom, Frankfurt/Main

Industry: Telecommunications

Activity: Conception, optimization of business processes, integration consultancy, application consultancy

Project Description: Implementation

SAP Product/Release: R/3 3.0F and earlier

Modules: SD, MM, PP

Detailed Description

Conception and implementation of the cross-company backlog management:

- ATP check in sales orders
- Backlog processing SD, PP and rescheduling

- MRP exception messages and rescheduling checks
- Evaluation of overdue goods receipts and dunning in MM-PUR
- Preparation and execution of training courses
- Go-live and support

From 06.1995 to 02.1998

Company: MAN GHH AG, Oberhausen

Industry: Plant engineering and construction

Activity: Project management, process analysis and design, conception and execution of SAP interfaces

Project Description: Implementation for SAP AG

SAP Product/Release: R/3 3.1

Modules: FI, CO, LO, SD, MM, LE, PP, PS

Detailed Description

- Execution of process and requirements analysis
- Development of integrated R/3 solution concept
- Development of new standard functions in close collaboration with development in Walldorf ('Prefabrication' and 'Delivery from Project')
- Draft and detailed specification of interfaces
- Definition of SAP enhancements (some of which were incorporated into the standard system from Release 4.0)
- Derivation of the future process structure and organizational plan
- Conception of 'Transfer of current sales orders'
- Conception for service process 'repair order'
- Implementation of the complete solution in several steps

From 05.1995 to 11.1995

Company: BOSCH-Telecom, Frankfurt/Main

Industry: Telecommunications

Activity: Conception, application consulting, Customizing

Project Description: Implementation

SAP Product/Release: R/3 3.0F and earlier

Modules: SD, MM, PP

Detailed Description

- Customizing for PP program planning and MRP
- Instruction of order processors and planners
- Customizing for MM account determination, printer control, and message determination for goods movements
- Implementation and support

From 07.1994 to 08.1994

Company: Thurn & Taxis saw mills, Hengersberg

Industry: Other industries, large saw mills

Activity: Feasibility study

Project Description: Feasibility study

SAP Product/Release: R/3 3.0F and earlier

Modules: SD, MM, LE, PM, PP

Detailed Description

Description of the actual situation in sales, distribution, materials management, production and plant maintenance.

- Analysis of weak points
- Conception of future handling of TTS business processes with R/3

From 04.1994 to 06.1994

Company: DWA wagon construction, Berlin

Industry: Plant engineering and construction

Activity: Feasibility study

Project Description: Feasibility study

SAP Product/Release: R/3 3.0F and earlier

Modules: CO, LO, SD, MM, PP

Detailed Description

- Analysis of requirements of ERP system for wagon construction (project and contract manufacturer)
- Bid invitation, bid comparison, and system selection

From 04.1994 to 04.1995

Company: BOSCH-Telecom, Frankfurt/Main

Industry: Telecommunications

Activity: Conception, integration consultancy, application consultancy, Customizing

Project Description: Implementation

SAP Product/Release: R/3 3.0F & earlier

Modules: FI, CO, LO, SD, MM, CS, PP

Detailed Description

Transfer of the R/2 target concept to variant configuration with R/3, Release 2.2.

Products: Telecommunications products, time recording and attendance check, fire and danger alarms

- Creation of master data and dependencies for sales, procurement, and production
- Configuration of the production planning models for the named product groups
- Process modeling 'Sales order-specific site assembly'
- Customizing of price conditions for sales variants
- Prototypical process representation and Customizing (SD, PP, MM)

From 01.1994 to 05.1994

Company: ITT-Automotive Europe, Frankfurt/Main

Industry: Automotive supplier

Activity: Conception

Project Description: Optimization

SAP Product/Release: R/2 ALL

Modules: ERP-R/2-RM-MAT, ERP-R/2-RM-PPS, ERP-R/2-RV

Detailed Description

Conception for the planning of an ABS system with automatic assembly

- Capacity smoothing of incoming orders according to MPS logic
- Synchronization of assembly lines and material delivery control
- Material supply strategies for work center (order-specific delivery according to pull principle)

From 12.1993 to 03.1994

Company: TELENORMA, Frankfurt/Main

Industry: Telecommunications

Activity: Conception

Project Description: Feasibility study

SAP Product/Release R/2 ALL

Modules: ERP-R/2-RM-MAT, ERP-R/2-RM-PPS, ERP-R/2-RV

Detailed Description

Preliminary study 'Assembly order handling for configurable telecommunications systems' with SAP R/2, Rel. 5.0 E.

- Product modeling of telecommunications systems as 'open variants'
- Creation of a prototype
- Conception of 'Integrated order handling'

From 10.1992 to 02.1993

Company: Heidelberger Druck, Wiesloch

Industry: Mechanical engineering

Activity: Conception, feasibility study

Project Description: Feasibility study

SAP Product/Release: R/2 ALL

Modules: ERP-R/2-RM-MAT, ERP-R/2-RM-PPS

Detailed Description

Focus on:

- Conception of a multi-layer make-to-order production with variants in assembly
- Execution of a detailed feasibility study for the SAP logistics applications RM-MAT, RM-PPS, Rel. 5.0D
- Creation of a decision support paper concerning the R/2 implementation for the executive board

Tools & Methods

| Component | Qualification |
|---------------------------------|---------------------|
| ASAP | Expert |
| Solution Manager | Very good knowledge |
| SAPNet | Very good knowledge |
| Organization Structure Modeling | Very good knowledge |
| Project Estimator | Good knowledge |
| Operations Research | Expert |
| Business Reengineering | Expert |
| Process Modelling | Expert |
| Feasibility Study | Expert |

Social and Method Competencies

- Develop and integrate global awareness in the team
- Shape and foster interdisciplinary collaboration
- Approach projects in target-oriented, focused fashion, thereby achieving the best possible results
- Speak, write, and present in a convincing manner
- Structured project management (solution, time, budget)

Notes: Integrated solutions need to be considered in the context of the entire company to ensure that they function consistently, without interruption, and without overlapping. Complex solutions require a structured approach in conception and execution, and one needs to focus on the essentials. New concepts have to be presented to management in a convincing manner but must also be accepted by employees. Integrated processes and systems require continuous coordination and moderation.

Availability

By arrangement

Mobility

Germany, Europe, in certain cases possibly intercontinental.