



# Oliver Lawrenz

Dipl. Wirtsch.-Inf. (Univ)

Mobile: +49 (0)160 – 90962861

e-mail: Oliver.L@wrenz.de

Date of Birth: April 1<sup>st</sup>, 1968

Nationality: German

---

## Performance

- Supply Chain Management: Project lead of Optimization of an Inbound Supply Chain reduction of leadtime by 50%, inventory reduction raw materials 30% nomination for BME's innovation award
- Roll-out of an eProcurement System
- Global Spend analysis and purchasing controlling
- Business Process Outsourcing of commodities
- Business development, Sales and cold calling: Win of Blue Chip companies such as Citigroup, Porsche, ThyssenKruppStahl, etc. for process and IT implementation projects
- Programm management and Change management
- Carve-out of Qimonda AG out of Infineon AG
- International SAP roll-outs in Cyprus, Finland, Norway, Sweden, Switzerland, Malaysia, China, Singapore
- expert knowledge in SAP logistics (MM, PP, SD), SAP SCM, SAP SRM, SAP CRM
- publications (author of 2 books), speaker and lecturer in B2B

## Education

1995

**Graduation as Dipl. Wirtsch.-Informatiker grade (2,0)**

Otto-Friedrich-Universität Bamberg,

Studies included Intercalary year in Great Britain

## Recent Experience

2004 – current	Qimonda AG, Munich Director Purchasing: Strategies, Processes, Supplier Relationship Management Systems
2004	BearingPoint Global Service Delivery, Munich Manager SRM
2001 - 2004	CIBER Deutschland GmbH General Manager (Sales and Consulting)
2000 – 2001	EBS Holding AG, Cologne (Metro group) Executive Vice President B2B Technologies
1997 – 2000	ORDO Unternehmensberatung GmbH, Walldorf Head of Business Development and Senior Consultant

## Career and job description in more detail

**30.11.2004 –  
current**

**Infineon Technologies AG, München  
later Qimonda AG, Munich (since 01.05.2006)**

Company:

**Global DRAM producer**

Function:

**Director** (strategic Projects, Processes and SRM Technologies)  
reporting line: CPO (Chief Purchasing Officer)

Responsibility:

Globally responsible for purchase processes, guidelines and methods and SRM technologies

Achievements:

- Re-organization of purchasing departments and processes after a 30% headcount reduction program
- Project lead of board initiative: Optimization of Qimonda's Inbound Supply Chain as part of a global supply chain optimization program:  
affected areas: forecasting, material planning, supplier integration (EDI and Web-Portal), inventory management, consignment, batch handling.
- **Business Process Outsourcing:**
  - Implementation of **Business Process Outsourcing** for one time buy
  - Implementation of **Catalog Buying** incl. integration into e-markets and outsourcing of **content management**
- Global Project lead for the process und IT **carve-out** of Infineon in the area of purchasing systems and processes
- Implementation of **Low Cost Country Sourcing** processes
- Implementation of Infineon's **Global Supplier Information Portal**
- Re-Engineering of **supplier evaluation** system
- Implementation of 2 **Data Warehouses** und automatization of **management reporting**
- Implementation of a global **spare parts** database

## **2004: BearingPoint Global Service Delivery, Munich**

Company:	<b>International Consulting</b> formally known as <b>KPMG Consulting</b>
Function:	<b>Manager</b> (SRM)
Responsibility:	Manage SRM consulting business Responsible for SAP and SRM Roll-outs
Achievements:	Acquisition of new customers ( <b>Tenneco</b> ) and up-selling / account management in the area of SRM <b>Infineon</b> und <b>BASF</b> .  <b>BASF AG:</b> Implementation of a catalog for parts with technical specification and classification.  <b>Infineon AG:</b> Definition of a <b>global SRM Roadmap</b>

## **2001 – 2004: CIBER Deutschland GmbH, Cologne**

Company:	CIBER Germany. Consulting and solution provider in the field of e-Business and SAP and e-Business  CIBER Germany: 100 % subsidiary of <b>CIBER Inc.</b> , a leading IT-Service provider with 6.000 consultants and 60 offices in the USA
Function:	General Manager (Consulting & Sales)
Responsibility:	set-up CIBER Germany: Consulting Practice
Consulted:	<ul style="list-style-type: none"><li>• Porsche, Siemens SPLS, Veba Oil, Deutsche Bahn, ThyssenKruppStahl, dalli-Werke, Bank für Sozialwirtschaft<ul style="list-style-type: none"><li>○ Data-Warehouse customer: SUKI International</li><li>○ CRM-customer: Deutscher Sparkassenverlag</li></ul></li><li>• SAP consulting for DaimlerChrysler, Kärcher, Unilever, Mekkafood, 3M</li></ul>

## **2000 – 2001: EBS Holding AG, Cologne (Metro-Group)**

Company:	EBS Holding AG is the B2B e-Business Holding of Metro subsidiaries of EBS Holding AG: TellSell, Pago, omnis-online, primus-online, e-market Factory
Function:	member of the management  Executive Vice President „B2B-Technologies“ Head of Field Operation
Responsibility:	Set-up: „ <b>e-market factory</b> “ as an „e-Service Provider“ in the field of e-Fulfillment (e-finance, e-logistics, e-insurance).  Offering of fully automated fulfillment services in cooperation with leading fulfillment logistics, finance & insurance partners, such as escrow, transport insurances, credit rating companies, etc.

## 1995 – 2000: SAP Consulting at ORGA GmbH, Cologne and ORDO GmbH, Walldorf

### Achievements:

- Project manager of an European **SAP roll-out at Freudenberg**. (SD, MM, PP).  
In-time & budget. Implementation of an inter-plant MRP and procurement with SAP R/3 standard functions. Increase of delivery reliability up to 95%. Speed-up of internal procurement and material flow of 25%. duration of the roll-out project: 18 months
- Specification, design and development of a ORDO product „**e-Transactors**“: first pilots in the field of **inter-plant material requirement planning and procurement**
- Effective escalation management on behalf of SAP AG, Walldorf for Electricity Authority of Cyprus
- Project coach of internal project manager: Real Estate Management implementation project at **Deutschen Post** Immobilienservice.
- Project manager of SAP SD and PP sub-project. Pilot SAP R/3 implementation of Wacker Chemicals. Big bang implementation, **roll-out** and **optimization**.