Oliver Lawrenz

Dipl. Wirtsch.-Inf. (Univ)

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Date of Birth: April 1st, 1968   Nationality: German

Carreer Objective

A full-time position as a director of a department or team in the area of supply chain, procurement, purchasing or inbound / outbound supply chain where I can demonstrate my conceptual, executive and leading skills and contribute to the company. Alternatively program management of supply chain projects, process optimization, change management or production - with or without IT focus.

Summary of Qualifications

- Supply Chain Management
- Procurement
- Material flow
- MRP planning
- Business development
- Sales, cold calling
- Account management
- Commodity strategies
- Purchasing controlling
- Business Process outsourcing

- Program management
- Project lead
- Process modeling
- Change management
- Process and IT specifications
- B2B integration, EDI
- Portals
- International IT roll-outs
- Asian exposure

- SAP logistics (MM, PP, SD)
- SAP SCM
- SAP SRM
- SAP CRM
- IT architecture
- SAP Workflow
- SAP ABAP/4
- Databases, data warehouse
- Programming
- Master Data Management

Achievements

- nomination for BME´s innovation award   2008
- publications:
    - Multiple articles in management journals and books
    - Author of 2 books „Supply Chain Management" and „eProcurement"   2000, 2001
- Speaker in multiple conferences and seminars   1997-2008
- Lecturer: Electronic Commerce at Fachhochschule Ludwigshafen   1998-2000

Work history

2004 – current	Qimonda AG, Munich Director Purchasing: Strategies, Processes, SRM Technologies
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
1995 – 1997	ORGA GmbH, Karlsruhe SAP Consultant, R/3 Implementation and R/3 Roll-outs

Career and job description in more detail

30.11.2004 – current	**Infineon Technologies AG, München** **became 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:
  the project changed production into more customer oriented business: affected areas: forecasting, material planning, supplier integration (EDI and Web-Portal), inventory management, consignment, batch handling.
    - **nominated** for German's **BME Innovation award 2008**
    - Reengineering of **material planning** process and algorithms
    - Implementation and adoption of an **Automotive Best Practice solution**: forecast driven ordering: EDI (DELFOR)
    - Concept for **supplier constraints** models
    - **Reduction of inventory of 45%, reduction of supplier's planed delivery time of ~50%**
- **Business Process Outsourcing:**
    - Implementation of **Business Process Outsourcing** for spot buy (one time buy)
    - Implementation of **Catalog Buying** incl. Integration into e-markets and outsourcing of **content management** and **price negotiation**
- 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** (therein global implementation of **DUNS** Numbers)
- Implementation of a global **spare parts** database
- Definition of a global **SAP Template** for Master Data Server and first standardization in purchase-to-pay process

2004: BearingPoint Global Service Delivery, Munich

Company:	**International Consulting** formally known as **KPMG Consulting**
Function:	**Manager** (SRM)
Responsibility:	Manage SRM consulting business Responsible for SAP and SRM Roll-outs
Achievements:	Acquisition of new customers (**Tenneco**) and up-selling / account management in the area of SRM **Infineon** und **BASF**.

Tenneco: Definition of an Auction and RFQ guideline for the sales department.
market overview, basics of game theory, code of conduct

BASF AG: Implementation of a catalog for part with technical specification and classification. Integration into an e-market, **Content Management**

Infineon AG: Definition of a **global SRM Roadmap** consisting of Catalog Buying (click2procure/Siemens), Contract Archive, global Contract Server, RFQ and auctions, supplier integration (**EDI & RosettaNet**), supplier self service and eQuestionnaire, supply base and supplier information module for buyers, master data management (suppliers (DUNS) and sourcing data materials, price lists, order books, shares), SAP R/3 process optimization (esp. contracts), conception of two parallel purchasing **Data Warehouses** (SAP Business Warehouse und Softcon)

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 **CIBER Inc**., a leading IT-Service provider with 6.000 consultants and 60 offices in the USA

Function: General Manager (Consulting & Sales), Head of Consulting

Responsibility: set-up CIBER Germany: Consulting Practice

Achievements:
- **important customers:**
    - **e-Procurement customers:**
      Porsche (RFQ and pilot catalog buying)**,**
      Siemens SPLS (implementation, content providing),
      Veba Oil (concept and coaching Roll-out EBP),
      Deutsche Bahn (optimizing material flow „Tools"),
      ThyssenKruppStahl (eRFx),
      dalli-Werke (Prokect planning/coaching e-Procurement),
      Bank für Sozialwirtschaft (Ramp-on e-market),

    - **Data-Warehouse customer: SUKI International**

    - **CRM-customer: Deutscher Sparkassenverlag**
      implementation CRM, integration to a inter-company B2B Portal, integration of several e-shops to a virtual multi company e-shop

- SAP consulting for **DaimlerChrysler**, **Kärcher**, **Unilever**, **Mekkafood, 3M**

- **e-Procurement customer:** savings of 40% (process costs) and 10 – 25 % material costs

- Sales and business development partnership with **Siemens SPLS**: first customer with Porsche: e-procurement implementation and ramp-on to click2procure (Siemens e-market)

- Sales and business development partnership with WestLB: Development of **e-Services/Web-Service** for the WestLB-marketplace. first industrial pilots

- Concept & launch of CIBER CRM Portals for joint use.

- Design of methods and tools for the German market (ROI, Cost Benefit Analysis, Scorecards).

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: „**e-market factory**" as an „e-Service Provider" in the field of e-Fulfillment (e-finance, e-logistics, e-insurance).
	Offering: implementation services and Web-Services for **international e-Procurement-customers** und-systems/platforms.
	Offering of fully automated fulfillment services in cooperation with leading fulfillment logistics, finance & insurance partner. Web-Services for e-procurement and e-market customers, such as escrow, transport insurances, credit rating companies, etc.
Achievements:	• Creation of Business Model and Business Plan and approval by Metro board of directors
	• Global Players as investors such as:
	o CommerceOne (Palo Alto. London),
	o Hewlett Packard (Palo Alto),
	o Citibank (New York),
	o SwissCom (Zürich)
	• Technology partnership with Hewlett Packard, CommerceOne: Prototype and proof of concept. Implementation of Web-Services / e-Services
	• Business Development partnership with KPMG and implementation partnership for first pilots with GFT
	• Fulfillment partnership with leading logistics, finance and insurance partners such as Schenker, AON, Citibank

1997 – 2000: ORDO Unternehmensberatung GmbH, Walldorf

Company:

International SAP Logo-Partner

Function:

Management consultant & senior consultant SAP R/3 Logistics
pre-sales consultant

Head of Business Development "Electronic Commerce"

Responsibility:

International SAP projects in Europe

Set-up ORDO "e-Commerce Lab" in SAP Partnerport, 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**

- **Technology partnership** with Seeburger, Fijutsu Siemens and
  SAP AG in the field of EAI and Supply Chain. Today's functions
  of the e-transactor can be found in SAP's Business Connector
  as well as in WAS/NetWeaver.

- Effective escalation management on behalf of SAP AG, Walldorf
  for Eletricity Authority of Cyprus (national electric utility of
  Cyprus)

- Project coach of internal project manager: Real Estate
  Management implementation project at **Deutschen Post**
  Immobilienservice. Creation of **e-Procurement** strategy for
  Deutschen Post Immobilienservice

- Business process optimization and documentation for the SAP
  roll-out project at **Lufthansa**

- Aautomated invoice verification (EDI/IDOC) at **Douglas**

- Development of a business process compliant knowledge
  database for re-use of consulting know-how, cook-books, etc.

1995 – 1997: ORGA GmbH, Karlsruhe

Company: Leading SAP-solution provider and outsourcing vendor

Function: Application consulting SAP R/3 Logistics,
                    1996 senior SAP consultant

                    Pre-sales consultant

Responsibility: SAP implementation and customizing, project management,
                    business process optimizing

Achievement:
- Project manager of SAP SD sub-project. Pilot SAP R/3 implementation of Wacker Chemicals. big bang implementation, **roll-out** and **optimization**. In-time & budget (18 months), assembly management, configuration, bill-of-materials, sales & operation management, material requirement management, PP-controlling and SAP-workflow

- Yearly cost savings 250.000 DM of due to automated workflow-based assembly management process

- Project member of **a SAP industrial solutions development team** plant construction (configuration of bill-of-materials in sales and production)

- Increase of average value of plant order by 200% due to optimizations in production planning, sales & operation planning (demand forecast)

Education

(chronological)

School/college

1974 – 1978	Evangelische Grundschule Ergste
1978 – 1987	Ruhrtalgymnasium Schwerte,
	Abiturschnitt: 2,1

Military Service

| 01.07.1987 - 30.09.1988 | 2. Beobachtungsbataillon 63, Itzehoe |

University

01.11.1988 - 30.06.1990	Otto-Friedrich-Universität Bamberg, Management Science and Computer Science (Vordiplom: „gut")
01.10.1990 - 30.06.1991	Intercalary year abroad: University College of **Swansea, Wales**, UK: Artificial Intelligence, Information, Management, Financial Services
01.11.1991- 30.05.1995	continuation of studies
University degree	**Degree Dipl. Wirtsch.-Informatiker grade (2,0)**
1990, 1991	elected member of **Fachschaft SoWi & „Studentischer Konvent**"

Self-employment (during studies)

Self employed
- Formation of GIV (Gesellschaft für Informationsverarbeitung) as a parallel operation to studies
- Organization of international conferences for GMO, Sales and strategy consulting for Hewlett Packard, ORGA GmbH and Input Ltd (market research)

Internships
- Hoesch AG (finance consolidation software IBM 3090)
- Deutsche Nickel-Werke (EDP department: SAP, COBOL)
- Siemens AG, KWU Erlangen, Programming PROLOG
- Chairs: Prof Augsburger, Prof. Gabele und Prof. Sinz

Special skills and experience

Technical skills:

SAP Moduls:
- Sales and distribution (SD),
- Materials management (MM),
- Production planning (PP)
- Advance Optimizer and Planner (APO)

Methods:
- Data Modeling DDIC,
- Business Object Repository BOR,
- Business process modeling (ARIS)

Basis:
- ABAP Programming
  (Batch Input, Migration, Interfaces, User Exits)
- SAP-Workflow

MS office WORD, Excel and Access

Management:
- 7 Habits of highly effective people
- Insights Discovery

Languages:
- **English: business fluent (spoken/written)**
  - Intercalary year abroad (Wales) during studies, annual examinations, English Proficiency
  - Supply Chain Project in Malaysia and supplier negotiations
  - International SAP-Projects in Norway, Finland, Sweden, Denmark and Cyprus
  - Investor negotiations in USA and U.K.
- Basics in **French** (2 years) and **Spanish** (4 years)

Interests:

Travel, Sailing, Cooking, Music (cello/piano), Chess