

References & Success Stories 2018/2017



Global market leader in Hydraulics, Cooling & Heating Systems, Drives, Industrial Automation (non-german)

€ 6.0bn turnover, 25.000 employees
CPO; Segment President



- Assessment of Global Procurement Organization
- Develop improvement ideas and organizational designs & models to drive capabilities and organizational maturity, effectiveness & efficiency
- Advise and support on overall transformation
- Advisory on Supply Chain Risk Management



Mai 2018 - ongoing



Leading European Mobility, Railway & Logistics Provider (non-german)

€ 10.0bn turnover, 32.000 employees
CPO; Procurement Leadership Team



- Support Procurement Transformation
- Consult Leadership Team on organizational design, digitalization, etc.
- Evaluation of Procurement top management & key players (skill & capability assessment)



October 2017- ongoing



Global Market leader of industrial trucks and related services

€ 8.0bn turnover, 30.000 employees
Procurement Leadership



- Various Procurement projects to drive maturity & organizational effectiveness and efficiency (Digitalization, SSC, etc.)
- Support on sustainability project
- Develop Indirects Procurement organization, incl. Shared Service approach



August 2017- ongoing

References & Success Stories 2018/2017



Leading global Logistics provider

€ 2.0bn turnover (group)

CEO



- Design & implementation of a Procurement organization for the Eastern European business unit
- Training & Coaching employees on Procurement skillsSupport on sustainability project



August 2017- ongoing



Leading Global Car OEM, Premium Segment

€ 150.0bn turnover, 25.000 employees

Procurement



- Advisory on Supply Chain Risk Management



December 2017- January 2018



Speaker / Event Moderator / Advisor

- Moderator/Speaker:

Various Procurement Digitalization & Risk Management Events in:
Germany, Austria and US (2017/2018)

Selection:

- BME Forum Global Sourcing 2018 (speaker)
 - BME Forum Risk Management 2018 (Moderator & Workshop)
 - Supply Chain Risk Summit 2017 & 2018 (Moderator)
 - ARC Industry Forum Orlando, US (2016 & 2017)
- Support & advise various eProcurement / Procurement 4.0 providers in their Go-to-Market strategy and approach (Technologies: Blockchain, AI, Big Data Analytics, Sourcing, Supplier & Risk Management, Supply Chain Networks)