

Victor-Andreas März

Curriculum Vitae

Date of birth: [private]
Nationality: German, Australian, Polish
Address: [private]
Telephone: +61 402 254 235
E-mail: info@victor-marz.com
Homepage: http://www.victor-marz.com

Languages: fluent English, German and Polish, basic French and Spanish

Hobbies: swimming, panoramic photography, tennis, alpine skiing, travel,, playing piano, Inline Skating, Running

IT-Literacy: *Business Applications:* expert in SAP Xcelsius and SAP Value Lifecycle Manager 2.0
Office Applications: expert skills in MS-Windows, MS-Office: Word, Excel, Access, PowerPoint, Publisher, FrontPage, Macromedia Flash, Macromedia DreamWeaver, Adobe PageMaker, Adobe Photoshop, Corel Draw

Others: Driver's license, lifeguard qualification, typing

Awards: 4x SAP Awards and Recognitions, 2x University and High School Distinction for Academic Excellence, multiple Ballroom Dancing and Swimming Awards, 2x Published Panoramic Photographs and 5x International Awards

Education and Qualifications:

Australia

2004-2005 Monash University, Faculty of Business & Economics, Melbourne
Master of International Business (**grade: distinction**)

Poland

2000-2004 School of Business – National-Louis-University, Nowy Sacz
Bachelor of Arts in Management & Marketing, specialization: Business Administration
(**grade: very good**)
Bachelor Thesis: „Identifying the Needs of a Management Consulting Company towards a Document Management System for the Kienbaum Management Consultants GmbH“
(**grade: very good & honors**)

United States of America

1999-2000 Peetz Plateau RE-5 High School, Peetz (CO)
American High-School Diploma (**grade: 4.0**)

Germany

1998-1999 Christoph-Jacob-Treu-Gymnasium, Lauf a.d. Pegnitz
Specialisation: Mathematics and Sciences

Public Speaker at Conferences: (excerpt)

Sep 2011 “FutureGov” – Using SAP Business Process Benchmarking to identify Improvement Opportunities in Government
Sep 2011 “Federal Government SAP Value Academy” – Introduction to Value Management Methodologies and Tools
May 2011 “SAP Public Sector Ecosystem Summit” – “Successful Business Transformation Roadmap Development for a Postal Services Organisation”
Jul 2010 “SAP Winter Sales Summit” – Business Case Development for Fortescue Metals Group
Feb 2010 “SAP Field Services Kick-Off Meeting” – Introduction to Value Management for SAP Field Services

Seminars/ Workshops: (excerpt)

Jul 2010 “Negotiation Skills” – Theory and Application of Basic Negotiations
Aug 2008 “Apollo” – Competitive Selling Training
May 2008 “Strategy” – Sales Methodology/ Account Management Methodology Training
May 2007 “SAP Upgrade Analysis” & “SAP Accelerated Value Assessment” – SAP Courses
Apr 2007 “Questions to Win” – Interview Skills and Sales Strategy Course
Jun 2006 “Executive Focused Selling” – Training to understand what drives C-Level Executives decisions
May 2004 “Analytical Customer Relationship Management” – Analytical CRM in practice

Victor-Andreas März

Curriculum Vitae (cont.)

Professional Work Experience*: (excerpt)

Mar 2005 – present



Permanent at "SAP Australia Ltd. Pty. (Value Engineering/ Business Consulting)" in Melbourne, AU

Type of company: Software Vendor

Post: Senior Value Engineer (permanent since January 2006)

Responsibilities: providing Value Management Services to SAP customers and prospects with a focus on Value Identification, Value Realisation and Value Optimisation of their existing and potential SAP investments. Further topic owner for the SAP Value Lifecycle Manager 2.0, Value Engineering Knowledge Management, SAP's "MOVE" Upgrade services and Public Sector VE Lead in Australia

Achievements & Awards – as a Business Consultant:

⊙05: Global SAP Field Services Team Award (Personal Award for Knowledge Management Results)

⊙06: Highest Target Achievement across the Business Consulting Team in **FY2006: 160%**

⊙07: Highest utilised Consultant in Australia/ New Zealand for Q3/2007

⊙07: Nomination for Quarterly SAPRA (Employee Recognition) Award for Innovation

⊙07: Individual Target Achievement **FY2007: 142%**

Achievements & Awards – as a Value Engineer:

⊙08: Nomination for Quarterly SAPRA (Employee Recognition) Award for Results

⊙08: Recognition of Excellence for Value Life-Cycle Manager Training Development and Provision

⊙08: Individual sales target achievement **FY2008: 144%**

⊙08: Winner of the 2008 Global Corporate Challenge (both individual and team)

⊙09: Nomination for Quarterly SAPRA (Employee Recognition) Award for Customer Focus

⊙09: Individual sales target achievement **FY2009: 167%**

⊙10: Individual sales target achievement **FY2010: 150%**

⊙10: Invitation to join the SAP Top Talent program

⊙11: Winner for Quarterly SAPRA (Community Focus) Award for Charitable Engagement

⊙11: Individual sales target achievement **FY2011: +200% (anticipated, currently at ~130%)**

Nov 2004 - Feb 2005



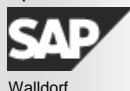
Internship at "SAP Australia Ltd. Pty. (Business Consulting)" in Sydney, AU

Type of company: Software Vendor (Management Consulting Department)

Post: Intern supporting SAP Business Consulting Asia/ Pacific

Responsibilities: Development of a Knowledge Management Strategy and consequent implementation of it to assist Asia/Pacific Consultants to sell and deliver projects, facilitate roll-out of Business Consulting templates, and prepare an inventory tools & methodologies from various regions (NA, EMEA, APA). Further assisting in various client project and client engagements.

Apr 2004 - Jun 2004



Internship at "SAP Deutschland AG & Co. KG (Business Consulting)" in Walldorf, GER

Type of company: Software Vendor (Management Consulting Department)

Post: Intern for the development of Customer Management/ Service Industries

Responsibilities: Conception and preparation of various types of documents such as sales presentations and handbooks concerning Customer Asset Management (CAM), designing different project tools to approach CAM projects more effectively, consolidation and creation of industry reports (service providers & professional services), assisting in various client engagements.

Jul 2003 - Mar 2004



Internship at "Kienbaum Management Consultants GmbH" in Gummersbach, GER

Type of company: Human Resource Management Consulting

Post: Intern of the Chief Executive Officer (CEO) & Member of the Board for Kienbaum Consultants International

Responsibilities: Business Analysis, Sales Forecasting, and Reporting on finished and ongoing consulting assignments across Europe. Database design and programming for the CEO's client contact data, research and compilation of a competitive market analysis of the international HR consulting market, assisting in the creation of numerous client and conference presentations, updating the CEO's Research Database with current HR strategy and Talent Management academic articles. Further, writing my diploma Thesis for Kienbaum Management Consultants around Knowledge- and Document Management.

Aug 2002 - Aug 2002



Internship at the "ING Bank Slaski S.A. (ING Group)" in Siemanowice, PL

Post: Intern/ Assistant to the Bank Director

Type of Company: Retail Bank

Responsibilities: Providing assistance to the Bank Director with focus on credit risk management and credit criteria determination.

Victor-Andreas März

Personal References*



Neel Woods,
Industry Business Unit Oil&Gas,
SAP USA

"During our week together, you struck me as someone **whose mind is seldom at rest and is always aspiring to further their boundaries**. I have no doubt you will be a strong asset to SAP Australia and I hope we can maintain communication."



Suzi Nikoloski,
Account Executive,
SAP Australia Ltd. Pty.

"Victor has **excellent skills in listening** and has a great flare for putting presentations together [...] Victor has a **great ability to adapt to his environment quickly**, and **picks up on new knowledge like he hungers for it**. For that, it puts him in a position that is ahead other peoples' expectations of him as a consultant."

Dr. Krzysztof Pawlowski,
Rector,
School of Business – National-
Louis University, Nowy Sacz

"**You are amazing!!!** I am proud of you and of your choice of life's path. I wish you all the best."

Permenthri Pillay,
Senior Associate Public Sector,
Booz Allen Hamilton Australia

"Excellent – **Victor went beyond the call of duty and worked after hours** and during weekends to get the results and presentation quality that the client expected. Much appreciated [...] Victor has a great future in consulting and SAP more broadly – **his contribution is well beyond his current role and level in SAP**. He is smart and keen to take on any challenge. [...] It has been wonderful to have Victor on the team and his contribution was outstanding and a key factor in the success of the engagement."



Paul Digby,
Project Manager,
Plenary Group

"Victor contributed greatly to the success of this project, **he is a motivated and supportive team player**, and demonstrates a good work ethic."



Diana Trgovcic,
Business Process Manager,
Cadbury-Schweppes AU Ltd.

"I would like to thank you for your contribution over the two weeks as your insight and experience proved valuable. I hope that our paths cross again some time as **I very much enjoyed meeting and working with you.**"



Richard Baber,
Account Executive,
SAP New Zealand Ltd.

"**He went the extra mile more than once** [...] he is] **highly committed** [...] he is] **customer focused at all times.**"



Paul Detering
Head of Field Services Asia-
Pacific & Japan,
SAP Asia Ltd.

"Dear Pierre-Francis, Mikael, Dave, **Victor**, Greg, Megan, Simon, Christoph, Tom, Max and Poul, congratulations on being a **recipient of the Field Services Outstanding Team Award** ... in recognition of your notable accomplishments and individual contribution to the Field Services strategy in 2005"



Marc-Alexander Winter,
Director of Business Consulting
Asia-Pacific & Japan,
SAP Asia Ltd.

"**Victor was highly motivated**, and he performed all of his duties with great responsibility... his performance was highly admirable during his internship... joining the team, he was quickly able to engage in his work and gained much practical experience... **he is a very reliable and independent employee**, who planned ahead and systematically progressed in his project... the role which he created for himself has proved an invaluable resource for the whole team ... **he has a highly developed ability to connect with other people**, cooperate with them, **and work in a team**... performing his job, Victor was able to considerably expand his international experience in the Asia-Pacific Region. Part of his role was to establish contacts between Germany, China, Singapore, India, Korea and Australia across different departments... **his behaviour was very professional towards supervisors and colleagues**... his friendly nature and willingness to help were very appreciated by the team..."

- *Business Consulting Australia/ New Zealand Internship 2004/2005*



Frank Harter,
Head of Partner-Management,
Midsize Enterprise Sales,
SAP Germany AG & Co.KG

"**Thanks to Victor's contribution, the quality, structure and quantity of international available Customer Management Business Consulting materials has reached a very high level in a short timeframe.**"

- *Business Consulting EMEA Internship 2004*

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Project Experience*

Background

I joined SAP during my tertiary studies in 2004 in the Business Consulting team and later joined the SAP Value Engineering team in Australia. My expertise and predominant experience lies in the scoping, planning and execution of so-called SAP Value Assessments. Deliverables targeted by the Value Assessments are typically SAP Strategic Roadmaps and large IT project implementation investment justifications for Executive and/ or Board level members in form of detailed business cases incl. return of investment calculations.

Over the past 7 years my participation and drive for investment justifications has supported business transformations and change programs valued at well over a USD1.2bn utilising SAP technology as underlying platform.

During my time at SAP, I have consulted many privately held, publicly held and public sector organisations across various industries, sizes, geographies and business operating models. I have gained considerable experience in Public Sector (Federal / Central Government specifically) and Fast Moving Consumer Goods (Foods specifically).

Private Sector organisations, which I worked with, include: Heineken, Rio Tinto, Iluka, Fortescue Metals Group, Visy, Fonterra, Energy Australia, Australian Gas and Light (AGL), Murray Goulburn, O-I/ ACI, Australian Wheat Board (AWB), Landmark, Amcor, Cadbury, Schweppes, Bluescope Steel, Contact Energy, National Australia Bank (NAB), Ridley, Johnson & Johnson Asia, Royal Automotive Clube of Victoria (RACV), Village Roadshows, Lowes-Manhattan, Medibank, EGO Pharmaceuticals, Citipower and Powercor

Public Sector organisations, which I've consulted, include: Australia Post, Department of Finance, Department of Foreign Affairs and Trade, Attorney General's Department, Australian Federal Police, Centrelink, Medicare, Department of Human Services, Child Support Programme, Australian Crime Commission, Administrative Appeal's Tribunal, Department of Public Prosecution, North Atlantic Treaty Organisation, New Zealand Inland Revenue Department, Australian Taxation Office, Department of Immigration and Citizenship, AirServices, Melbourne Fire Brigade, Country Fire Authority, and the Department of Health and Ageing, Bureau of Meteorology, Municipal Association of Victoria, and NATO

Jun 2010 –
Sept 2010

SAP VALUE ASSESSMENT for a „PUBLIC SECTOR ORGANISATION“, CANBERRA, AU

- *Type:* SAP Upgrade and Enhancements Business Case and a SAP Strategic Roadmap Development
- *Duration:* 3 months/ 50 person days
- *SAP Systems:* SAP Enterprise Resource Planning 6 (ERP 6), SAP Supplier Relationship Management (SRM), SAP Governance Risk & Compliance (GRC), SAP NetWeaver Business Intelligence Component (BI), SAP NetWeaver Process Integration (PI), SAP Master Data Management (MDM), SAP BusinessObjects Crystal Reports, SAP BusinessObjects Xcelsius Engage Enterprise, SAP Grants Management, SAP Business Planning and Consolidations (BPC), SAP Product Lifecycle Management (PLM), SAP Resource and Portfolio Management (RPM)

Apr 2010 –
Apr 2010

SAP VALUE ASSESSMENT for a „UTILITY COMPANY“, MELBOURNE, AU

- *Type:* Business Case Development for a Learning Management solution
- *Duration:* 0.5 month/ 10 person days
- *SAP Systems:* SAP Enterprise Learning

Feb 2010 –
Apr 2010

SAP VALUE ASSESSMENT for a „PUBLIC SECTOR ORGANISATION“, CANBERRA, AU

- *Type:* Business Case Development for end-to-end Procurement
- *Duration:* 2 months/ 25 person days
- *SAP Systems:* SAP Supplier Relationship Management (SAP SRM), SAP Vendor Invoice Management by OpenText (SAP VIM), SAP Procurement of Public Sector (SAP PPS)

Nov 2009 –
Feb 2010

SAP VALUE ASSESSMENT for a „PUBLIC SECTOR PORTFOLIO OF AGENCIES“, CANBERRA, AU

- *Type:* Business Case Development to consolidate, upgrade and enhance the multiple SAP instances and replace legacy systems whilst demonstrating benefits from shared services across the portfolio
- *Duration:* 4 months/ 40 person days
- *SAP Systems:* SAP Enterprise Resource Planning (SAP ERP), SAP Supplier Relationship Management (SAP SRM), SAP Governance Risk & Compliance (GRC), SAP NetWeaver Business Intelligence Component (BI), SAP NetWeaver Process Integration (PI), SAP Master Data Management (MDM), SAP BusinessObjects Crystal Reports, SAP BusinessObjects Xcelsius Engage Enterprise

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Project Experience*

- Oct 2009 –
Nov 2009
- SAP VALUE ASSESSMENT for a „MINING COMPANY“, PERTH, AU**
- *Type:* SAP Value Assessment for Legacy System Replacement with SAP
 - *Duration:* 1 month/ 20 person days
 - *SAP Systems:* SAP Enterprise Resource Planning 6 (SAP ERP), SAP Business Intelligence, SAP Supplier Relationship Management (SAP SRM)
- Sep 2009 –
Oct 2009
- SAP VALUE ASSESSMENT for a „PUBLIC SECTOR ORGANISATION“, CANBERRA, AU**
- *Type:* SAP Value Assessment for SAP Strategy Management & SAP BusinessObjects Business Intelligence, SAP BusinessObjects Xcelsius
 - *Duration:* 1.5 months/ 25 person days
 - *SAP Systems:* SAP Strategy Management, SAP BusinessObjects Business Intelligence, SAP BusinessObjects Xcelsius
- Sep 2009 –
Sep 2009
- SAP VALUE ASSESSMENT for a „PUBLIC SECTOR ORGANISATION“, CANBERRA, AU**
- *Type:* Value Analysis for SAP Testing Tools and SAP Productivity Pak
 - *Duration:* 0.5 months/ 15 person days
 - *SAP Systems:* SAP Test Data Migration Server (TDMS), SAP Testing Automation and Optimization (SAP TAO), SAP Solution Manager Adapter (SMA), and SAP Productivity Pak
- May 2009 –
Jun 2009
- SAP VALUE ASSESSMENT for a „POSTAL SERVICES ORGANISATION“, MELBOURNE, AU**
- *Type:* Development of detailed program management planning tool for a highly complex multi-year implementation project with hundreds of changing variables around cost rates, resource scheduling, CPI growth rates, etc.
 - *Duration:* 40 person days
 - *SAP Systems:* none
- Apr 2009 –
Jun 2009
- SAP VALUE ASSESSMENT for a „PUBLIC SECTOR ORGANISATION“, CANBERRA, AU**
- *Type:* Shared Services Feasibility Assessment, Business Case development, Strategic Roadmap and Strategic Benefit Model, Options Evaluation and Recommendation on Shared Services Centre Deployment
 - *Duration:* 3 months/ 80 person days
 - *SAP Systems:* SAP Enterprise Resource Planning (ERP), SAP Procurement for Public Sector (SRM PS), SAP Business Objects Reporting Tools, SAP Governance Risk and Compliance (GRC), SAP Shared Service Framework (SSF), SAP System Landscape Optimisation (SLO) Tools, SAP Custom Development
- Mar 2009 –
Apr 2009
- SAP VALUE ASSESSMENT for a „PUBLIC SECTOR ORGANISATION“, CANBERRA, AU**
- *Type:* Upgrade Evaluation Business Case development, Strategic Roadmap and Strategic Benefit Model
 - *Duration:* 2 months/ 80 person days
 - *SAP Systems:* SAP Enterprise Resource Planning (ERP), SAP Procurement for Public Sector (SRM PS), SAP Business Objects Reporting Tools, SAP Governance Risk and Compliance (GRC)
- Nov 2008 –
Jul 2009
- SAP VALUE ASSESSMENT for a „FMCG COMPANY“, MELBOURNE, AU and AUCKLAND, NZ**
- *Type:* Comprehensive Business Case Development, SAP Benchmarking, Strategic Roadmap and Strategic Benefit Model
 - *Duration:* 8 months/ 500 person days
 - *SAP Systems:* SAP Enterprise Resource Planning Industry Solution Consumer and Packaged Goods (ERP IS-CPG), SAP NetWeaver Business Intelligence Component (BI), SAP Business Objects Xcelsius, SAP Business Objects Crystal, SAP NetWeaver Process Integration Component (PI), SAP Master Data Management (MDM), SAP Governance Risk and Compliance (GRC),
- Sep 2008 –
Oct 2008
- SAP VALUE ASSESSMENT for a „UTILITIES ORGANISATION“, MELBOURNE, AU**
- *Type:* Business Case development, Scenario Evaluation, Upgrade Strategy Definition, Strategic Roadmap and Strategic Benefit Model
 - *Duration:* 1.5 months/ 30 person days
 - *SAP Systems:* SAP ERP IS-Utilities, SAP Business Objects Governance, Risk and Compliance (GRC), SAP NetWeaver Business Intelligence Component (BI)
- Jun 2008 –
Jul 2008
- SAP PROOF OF CONCEPT for a „PUBLIC SECTOR ORGANISATION“, MELBOURNE, AU**
- *Type:* Assistance in proof of Concept Development for Emergency Services SAP Enablement
 - *Duration:* 3 months/ 120 person days
 - *SAP Systems:* SAP Defence Forces & Public Security (SAP DFPS), SAP Enterprise Resource Planning (SAP ERP), Business Objects Crystal Reporting, SAP Customer Relationship Management (SAP CRM), SAP Master Data Management (MDM), SAP NetWeaver Business Intelligence Component (BI)

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Project Experience*

- May 2008 – Jun 2008
- SAP VALUE ASSESSMENT for a „MILL COMPANY“, MELBOURNE, AU**
- *Type:* Business Case development, Strategic Roadmap and Strategic Benefit Model
 - *Duration:* 1.5 months/ 50 person days
 - *SAP Systems:* SAP Business Objects Data Integration, SAP Business Objects Data Quality, SAP Business Objects Meta Data Management, SAP Business Objects Crystal, SAP Business Objects Data Services, SAP Master Data Management (MDM)
- Apr 2008 – May 2008
- SAP VALUE ASSESSMENT for a „FASHION RETAILER“, SYDNEY, AU**
- *Type:* Business Case Development Strategic Benefit Model
 - *Duration:* 1 month/ 20 person days
 - *SAP Systems:* SAP IS-Retail, SAP NetWeaver Business Intelligence Component (BI), SAP Customer Relationship Management (CRM)
- Feb 2007 – Dec 2007
- SAP VALUE ASSESSMENT for a „POSTAL SERVICES PROVIDER“, MELBOURNE, AU**
- *Type:* Business Case development, Strategic Roadmap and Strategic Benefit Model
 - *Duration:* 2 months/ 60 person days
 - *SAP Systems:* SAP Supply Chain Event Management (SCEM), SAP NetWeaver Business Intelligence Component (BI), SAP NetWeaver Process Integration Component (PI)
- Nov 2007 – Dec 2007
- SAP VALUE ASSESSMENT for a „POSTAL SERVICES PROVIDER“, MELBOURNE, AU**
- *Type:* Business Case development, Strategic Roadmap and Strategic Benefit Model
 - *Duration:* 2 months/ 60 person days
 - *SAP Systems:* SAP Supply Chain Event Management (SCEM), SAP NetWeaver Business Intelligence Component (BI), SAP NetWeaver Process Integration Component (PI)
- Aug 2007 – Sep 2007
- SAP VALUE ASSESSMENT for a "MILL COMPANY“, MELBOURNE, AU**
- *Type:* SAP ERP Value Assessment/ Business Case development and Implementation Roadmap development.
 - *Duration:* 1.5 month/ 51 person days
 - *SAP Systems:* SAP ERP 6, APO
 - *Role on project:* Project Team Member
- Apr 2007 – Dec 2007
- SAP QUICK UPGRADE ANALYSIS for "ALL INDUSTRIES“, ASIA-PACIFIC REGIONAL**
- *Type:* SAP ERP Quick Upgrade Analysis service focus on a high level estimation of effort and benefits expected regarding upgrading a SAP R/3 System to SAP ERP 6.0. The Analysis includes a system analysis showing details such as the number of modified objects, and the frequency of usage or non-usage. Target Audience are CFOs/ CIOs and IT Managers within multiple customers across the Asia Pacific Region
 - *Duration:* 3 person days each service/ over 30 Services delivered
 - *SAP Systems:* SAP ERP 6.0/ SAP R/3 4.0 – SAP R/3 4.7 and Enterprise
- Feb 2007 - Mar 2007
- SAP VALUE ASSESSMENT for a "UTILITIES COMPANY", WELLINGTON, NZ**
- *Type:* SAP ERP Value Assessment/ Business Case development based on corporate performance indicators measured and provided by the customer. Further development of a KPI Framework to estimate and measure improvement potential based on the customer's corporate KPIs provided (Benefits Realisation Framework)
 - *Duration:* 1 month/ 45 person days
 - *SAP Systems:* SAP ERP 6, SAP BI, SAP NetWeaver 2004s, mySAP CRM, mySAP SCM, mySAP PLM
 - *Role on project:* Project Team Member
- Oct 2006 - Dec 2006
- SAP VALUE ASSESSMENT for a „PUBLIC SECTOR ORGANISATION“, CANBERRA, AU**
- *Type:* Core ERP System Enhancement & Upgrade Business Case and Roadmap Development and development of a Benefits Realisation Framework
 - *Duration:* 2 months/ 70 person days
 - *SAP Systems:* SAP ERP 6, SAP BI, SAP NetWeaver 2004s, mySAP CRM, mySAP HCM, SAP Enterprise Portal, Enterprise Self-Services, Manager Self-Services, Virsa (Regulatory Compliance/ Compliance Calibrator)
- Sep 2006 - Oct 2006
- SAP VALUE ASSESSMENT for a "CONSUMER PRODUCTS COMPANY", MELBOURNE, AU**
- *Type:* IT Landscape Upgrade/ Optimisation Benefits Assessment
 - *Duration:* 2 weeks/ 30 person days
 - *SAP Systems:* SAP ERP 6
 - *Role on project:* Project Team Member

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Project Experience*

- Jul 2006 -
Sep 2006
- SAP VALUE ASSESSMENT for a "RETAILER/ WHOLESALER", MELBOURNE, AU**
- *Type:* Legacy ERP System Replacement Business Case and Roadmap Development
 - *Duration:* 3 months/ 120 person days
 - *SAP Systems:* SAP ERP 6, SAP BI, SAP NetWeaver 2004s, mySAP CRM
- May 2006 -
Jul 2006
- SAP VALUE ASSESSMENT for a „PUBLIC SECTOR ORGANISATION", WELLINGTON, NZ**
- *Type:* Core ERP System Enhancement & Upgrade Business Case and Roadmap Development
 - *Duration:* 2 months/ 70 person days
 - *SAP Systems:* SAP ERP 6, SAP BI, SAP NetWeaver 2004s, mySAP CRM, xRPM Resource and Portfolio Management, cProjects, mySAP HCM, Travel Management
- Apr 2006 –
May 2006
- SAP VALUE ASSESSMENT for a "UTILITY COMPANY", SYDNEY, AU**
- *Type:* Technical Interface Upgrade Business Case Development
 - *Duration:* 1 month/ 28 person days
 - *SAP Systems:* n/a
- Mar 2006 -
Apr 2006
- SAP VALUE ASSESSMENT for a "MINING COMPANY", PERTH, AU**
- *Type:* ERP System Upgrade Business Case and Roadmap Development
 - *Duration:* 1.5 months/ 60 person days
 - *SAP Systems:* SAP R/3 4.6c to SAP ERP 6, SAP BI, SAP NetWeaver 2004s, mySAP CRM, mySAP SCM, mySAP SRM, mySAP, SAP PPM Plant Maintenance, mySAP PLM
- Jul 2005 -
Aug 2005
- FINANCIAL BUDGETING & MODEL DEVELOPMENT for a "MINING COMPANY", PERTH, AU**
- *Type:* Cost-Driver-Tree based development of a integrated and harmonised annual budgeting model across several mining sites within Western Australia
 - *Duration:* 1 month/ 60 person days
 - *SAP Systems:* mySAP ERP R/3, SAP BI, SAP NetWeaver 2004s
- Aug 2003 -
Dec 2003
- HRM STRATEGY for an "INT. NON-FOR-PROFIT ORGANISATION", BRUSSELS, BEL**
- *Type:* Development of a new HRM Strategy, focusing particularly on international recruiting process
 - *Duration:* 3 month/ 250 person days