

# project experience

Apr 2009 -  
May 2009

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

- *Customer Segment:* >1bn USD annual Budget
- Type: Business Case Development to upgrade and enhance the current multiple SAP and legacy systems
- Duration: 2months/ 80 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), Business Objects Crystal Reports, Business Objects Xcelsius Engage Enterprise
- Role on project: Business Case Development Lead
- Responsibilities:
  - Project management for all Business case related activities
  - Relationship management with C-Level sponsors
  - Preparation and facilitation of workshops
  - Identification and capturing of business pain points/ issues as well as strategic improvement opportunities
  - Development of a value proposition for SAP ERP 6
  - Benchmarking of 5 agencies across several functional areas
  - Quantification of high level costs and key benefits for the upgrade and process harmonisation/ standardisation as well as the demonstration of the business case using standard internal rate of return and net present value calculations
  - Development of a high level implementation roadmap

Mar 2009 -  
Apr 2009

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

- *Customer Segment:* >1bn USD annual Budget
- Type: Business Case Development to upgrade and enhance the current SAP system
- Duration: 1months/ 80 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),
- Role on project: Business Case Development Lead
- Responsibilities:
  - Project management for all Business case related activities
  - Relationship management with C-Level sponsors
  - Identification and capturing of business pain points/ issues as well as strategic improvement opportunities
  - Development of a value proposition for SAP ERP 6
  - Quantification of high level benefits in form of a "what-if" benefit model
  - Development of a high level implementation roadmap

Nov 2008 -  
Apr 2009

**SAP COLLABORATIVE VALUE ASSESSMENT for a „FAST MOVING CONSUMER GOODS COMPANY“, MELBOURNE, AU and AUCKLAND, NZ**

- *Customer Segment:* >1bn USD annual revenue
- Type: Business Case Development to replace All ERP related legacy systems with SAP
- Duration: 5months/ 400 person days
- SAP Systems: SAP Enterprise Resource Planning (SAP ERP), SAP Customer Relationship Management (SAP CRM), SAP , SAP Governance Risk & Compliance (GRC), SAP NetWeaver Business Intelligence Component (BI), SAP Master Data Management (MDM), BusinessObjects Reporting Tools,
- Role on project: Business Case Development Lead
- Responsibilities:
  - Proposal and Business Case Scope Development
  - Project management for all Business case related activities
  - Facilitation of workshops in multiple countries/ locations
  - Relationship management with C-Level sponsors
  - Identification and capturing of business pain points/ issues as well as strategic improvement opportunities
  - Benchmarking Activities
  - Development of a value proposition for SAP ERP 6
  - Quantification of high level costs and detailed benefits of the legacy system replacement and enhancement and demonstration of the business case using standard internal rate of return and net present value calculations

Sep 2008 -  
Oct 2008

**SAP VALUE ASSESSMENT for a „UTILITIES ORGANISATION“, MELBOURNE, AU**

- *Customer Segment:* >1bn USD annual revenue
- Type: SAP Upgrade and Enhancement Value Assessment
- Duration: 1.5months/ 30 person days
- SAP Systems: SAP Enterprise Resource Planning (SAP ERP) for Utilities, SAP Customer Relationship Management (SAP CRM), SAP Governance Risk & Compliance (GRC), SAP NetWeaver Business Intelligence Component (BI)
- Role on project: Upgrade Business Case Lead
- Responsibilities:
  - Identification and capturing of business pain points/ issues as well as strategic improvement opportunities
  - Development of a value proposition for SAP ERP 6 and new/ enhanced functionality available after the upgrade
  - Quantification of high level costs and benefits of the upgrade and enhancement and demonstration of the business case using standard internal rate of return and net present value calculations

Jun 2008 -  
Jul 2008

**SAP PROOF OF CONCEPT for a „PUBLIC SECTOR ORGANISATION“,  
MELBOURNE, AU**

- *Customer Segment:* >1bn USD annual revenue
- Type: Proof of Concept Development
- Duration: 3months/ 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)
- Role on project: Quality Assurance Lead
- Responsibilities:
  - Ensuring outstanding quality of the Proof of Concept for the demonstration to the customer through customer role play and participation of demonstration dry-runs
  - Coaching of the Project team members on demonstration of their respective demonstrations
  - Participation in the presentation of results before C-Level executives

May 2008 -  
Jun 2008

**SAP VALUE ASSESSMENT for a „HEAVY PRODUCTION COMPANY“,  
MELBOURNE, AU**

- *Customer Segment:* >1bn USD annual revenue
- Type: Business Case and Implementation Roadmap Development
- Duration: 1.5month/ 50 person days
- SAP Systems: Business Objects Data Services (BOBJ DS), SAP Master Data Management (MDM), SAP NetWeaver Business Intelligence Component (BI)
- Role on project: Project Manager
- Responsibilities:
  - Project Management (Set-up, Governance, Execution)
  - Identification and capturing of business pain points/ issues in relation to the clients legacy Track and Event Manatement system as well as strategic improvement opportunities
  - Development of a strategic document illustrating the potential benefits over time from a Data Management Solution based on SAP's standards
  - Quantification of costs and benefits of the upgrade and enhancement and demonstration of the business case using standard internal rate of return and net present value calculations
  - Presentation of Results before C-Level executives

Apr 2008 -  
May 2008

**SAP VALUE ASSESSMENT for a „FASHION RETAILER“, SYDNEY, AU**

- *Customer Segment:* <1bn USD annual revenue
- Type: Business Case and Implementation Roadmap Development
- Duration: 1 month/ 20 person days
- SAP Systems: SAP ERP Retail Industry Solution (SAP IS-R), SAP NetWeaver Business Intelligence Component (BI)
- Role on project: Project Manager
- Responsibilities:
  - Project Management (Set-up, Governance, Execution)
  - Identification and capturing of business pain points/ issues in relation to the client's legacy systems as well as strategic improvement opportunities
  - Development of strategic document illustrating the potential benefits (quantified) over time from a Replacement project with SAP and a Business Partner
  - Quantification of costs and benefits of the implementation and demonstration of the business case using standard internal rate of return and net present value calculations
  - Presentation of Results before C-Level executives

Nov 2007 -  
Dec 2007

**SAP VALUE ASSESSMENT for a „POSTAL SERVICE PROVIDER“, MELBOURNE, AU**

- *Customer Segment:* >1bn USD annual revenue
- Type: Business Case, Strategic Roadmap, and Strategic Benefit Model Development
- Duration: 2 month/ 60 person days (evaluation phase project total: 420days)
- SAP Systems: SAP Supply Chain Event Management (SCEM), SAP NetWeaver Business Intelligence Component (BI), SAP NetWeaver Process Integration (PI)
- Role on project: Business Case Lead (from SAP Team)
- Responsibilities:
  - Identification and capturing of business pain points/ issues in relation to the client's legacy Track and Event Management system as well as strategic improvement opportunities
  - Development of strategic document illustrating the potential benefits over time from a SAP Supply Chain Event Management Solution
  - Quantification of costs and benefits of the upgrade and enhancement and demonstration of the business case using standard internal rate of return and net present value calculations

Aug 2007 -  
Sep 2007

**SAP VALUE ASSESSMENT for a „MILL COMPANY“, MELBOURNE, AU**

- *Customer Segment:* >1bn USD annual revenue
- *Type:* SAP ERP Value Assessment/ Business Case development and Implementation Roadmap development
- *Duration:* 1.5 month/ 51 person days
- *SAP Systems:* mySAP ERP 2005, SAP BI, SAP NetWeaver 2004s, mySAP CRM, mySAP SCM, mySAP PLM
- *Role on project:* Project Team Member
- *Responsibilities:*
  - Identification and capturing of business pain points/ issues in relation to the clients legacy ERP system as well as additional improvement opportunities
  - Development of a high-level To-Be process and system landscape taking into account dependencies, risks, future business strategy and needs
  - Quantification of costs and benefits of the upgrade and enhancement and demonstration of a positive business case using standard internal rate of return and net present value calculations

Mar 2007 -  
Mar 2008

**SAP QUICK UPGRADE ANALYSIS for "ALL INDUSTRIES“, ASIA-PACIFIC REGIONAL**

- *Customer Segment:* >1bn USD annual revenue
- *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
- *Role on project:* Project Lead
- *Responsibilities:*
  - Collaboration with the Customer
  - Collaboration with the Global Delivery Centre in India
  - Collaboration with local Sales, Consulting Sales Managers and Support Advocates in the respective country of the customer
  - Collaboration with the Global Upgrade Office
  - Final presentation of results to local SAP Sales Team and customer CIO/ CFO/IT Manager

Feb 2007 -  
Mar 2007

**SAP VALUE ASSESSMENT for a UTILITIES COMPANY, WELLINGTON, AUSTRALIA**

- *Customer Segment:* >1bn USD annual revenue
- *Type:* SAP ERP Value Assessment/ Business Case development based on corporate Performance Indicators measured and provided by the customer (Value Engineering, Value Discovery/ Optimisation Service). 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 months/ 45 person days
- *SAP Systems:* mySAP ERP, SAP BI, SAP NetWeaver 2004s,

mySAP CRM, mySAP SCM, mySAP PLM

- *Role on project:* Project Team Member
- *Responsibilities:*
  - Identification and capturing of business pain points/ issues in relation to the clients ERP system as well as additional improvement opportunities
  - Development of a To-Be system landscape taking into account dependencies, risks, future business strategy and needs
  - Quantification of costs and benefits of the upgrade and enhancement and demonstration of a positive business case using standard internal rate of return and net present value calculations
  - Design of a Key Performance Indicator driven Benefits Realisation Framework

Oct 2006 -  
Dec 2006

**SAP UPGRADE VALUE ASSESSMENT for a GOVERNMENT ORGANISATION, CANBERRA, AUSTRALIA**

- *Customer Segment:* >1bn USD annual budget
- *Type:* Core ERP System Enhancement & Upgrade Business Case and Roadmap Development (Value Engineering, Value Discovery/ Optimisation Service) and development of a Benefits Realisation Framework
- *Duration:* 2 months/ 70 person days
- *SAP Systems:* mySAP ERP, SAP BI, SAP NetWeaver 2004s, mySAP CRM, mySAP HCM, SAP Enterprise Portal, Enterprise Self-Services, Manager Self-Services, Virsa (Regulatory Compliance/ Compliance Calibrator)
- *Role on project:* Project Team Member (+temporary Project Management)
- *Responsibilities:*
  - Identification and capturing of business pain points/ issues in relation to the clients ERP system as well as additional improvement opportunities
  - Development of a To-Be system landscape taking into account dependencies, risks and future business strategy and needs
  - Quantification of costs and benefits of the upgrade and enhancement and demonstration of a positive business case using standard internal rate of return and net present value calculations
  - Design of a deployment plans and roadmap illustrating the entire implementation effort
  - Design of a Key Performance Indicator driven Benefits Realisation Framework

Sep 2006 -  
Oct 2006

**SAP BENEFITS ASSESSMENT for a GLOBAL FOOD COMPANY, MELBOURNE, AUSTRALIA**

- *Customer Segment:* >1bn USD annual revenue
- *Type:* IT Landscape Upgrade/ Optimisation Benefits Assessment (Business Consulting, Qualitative Value Discovery Service)
- *Duration:* 2 weeks/ 30 person days
- *SAP Systems:* mySAP ERP 2005
- *Role on project:* Project Team Member
- *Responsibilities:*
  - Identification and capturing of business pain points/ issues in relation to the clients ERP system as well as additional improvement opportunities
  - Qualitative Assessment of Benefits and prioritisation

to help scoping a potential implementation project

Jul 2006 -  
Sep 2006

**SAP VALUE ASSESSMENT for a GLOBAL FOOD COMPANY,  
MELBOURNE/ SYDNEY, AUSTRALIA**

- *Customer Segment:* >1bn USD annual revenue
- *Type:* Legacy ERP System Replacement Business Case and Roadmap Development (Value Engineering, Value Discovery Service)
- *Duration:* 3 months/ 120 person days
- *SAP Systems:* mySAP ERP 2005, SAP BI, SAP NetWeaver 2004s, mySAP CRM
- *Role on project:* Project Team Member
- *Responsibilities:*
  - Identification and capturing of business pain points/ issues in relation to the clients ERP system as well as additional improvement opportunities
  - Development of a To-Be system landscape taking into account dependencies, risks and future business strategy and needs
  - Quantification of costs and benefits of the replacement and demonstration of a positive business case using standard internal rate of return and net present value calculations
  - Design of a deployment plans and roadmap illustrating the entire implementation effort

May 2006 -  
July 2006

**SAP VALUE ASSESSMENT for a GOVERNMENT ORGANISATION,  
WELLINGTON, NEW ZEALAND**

- *Customer Segment:* >1bn USD annual budget
- *Type:* Core ERP System Enhancement & Upgrade Business Case and Roadmap Development (Value Engineering, Value Discovery/ Optimisation Service)
- *Duration:* 2 months/ 70 person days
- *SAP Systems:* mySAP ERP, SAP BI, SAP NetWeaver 2004s, mySAP CRM, xRPM Resource and Portfolio Management, cProjects, mySAP HCM, Travel Request
- *Role on project:* Project Team Member
- *Responsibilities:*
  - Identification and capturing of business pain points/ issues in relation to the clients ERP system as well as additional improvement opportunities
  - Development of a To-Be system landscape taking into account dependencies, risks and future business strategy and needs
  - Quantification of costs and benefits of the upgrade and enhancement and demonstration of a positive business case using standard internal rate of return and net present value calculations
  - Design of a deployment plans and roadmap illustrating the entire implementation effort

Mar 2006 -  
May 2006

**BUSINESS CASE for a UTILITY COMPANY, SYDNEY, AUSTRALIA**

- *Customer Segment:* >1bn USD annual revenue
- *Type:* Technical Interface Upgrade Business Case Development (Value Optimisation Service)
- *Duration:* 3 weeks / 28 person days
- *SAP Systems:* n/a
- *Role on project:* Project Team Member
- *Responsibilities:*
  - Quantification of costs and benefits of the replacement and demonstration of a positive business case using standard internal rate of return and net present value calculation

Mar 2006 -  
Apr 2006

**SAP UPGRADE ASSESSMENT for a MINING COMPANY, PERTH, AUSTRALIA**

- *Customer Segment:* >1bn USD annual revenue
- *Type:* ERP System Upgrade Business Case and Roadmap Development (Value Engineering, Value Discovery/Optimisation Service)
- *Duration:* 1.5 month/ 60 person days
- *SAP Systems:* SAP R/3 4.6c to mySAP ERP 2006, SAP BI, SAP NetWeaver 2004s, mySAP CRM, mySAP SCM, mySAP SRM, mySAP, SAP PPM Plant Maintenance, mySAP PLM,
- *Role on project:* Project Team Member
- *Responsibilities:*
  - Identification and capturing of business pain points/ issues in relation to the clients ERP system as well as additional improvement opportunities
  - Development of a To-Be system landscape taking into account dependencies, risks and future business strategy and needs
  - Quantification of costs and benefits of the upgrade and enhancement and demonstration of a positive business case using standard internal rate of return and net present value calculations
  - Design of a deployment plans and roadmap illustrating the entire implementation effort

Jul 2005 -  
Aug 2005

**FINANCIAL BUDGETING AND MODEL DEVELOPMENT for a MINING COMPANY, PERTH, AUSTRALIA**

- *Customer Segment:* >1bn USD annual revenue
- *Type:* Cost-Driver-Tree based development of a harmonised, annual budgeting model across several mining sites within Western Australia (Optimisation Service)
- *Duration:* 1 month/ 60 person days
- *SAP Systems:* mySAP ERP R/3, SAP BI, SAP NetWeaver 2004s
- *Role on project:* Project Team Member
- *Responsibilities:*
  - Development of a Cost-Driver-Tree Excel based model to harmonise the financial budgeting proces across several mining sites across Western Australia
  - Documentation of the Operations of the Model