

Project List (selection)

Bain & Company (Business Consulting) approx. 19,000 FTEs, sales USD7.1B

- Expert/ Advisor - Procurement and Category Management Automotive Industry (Germany)
- The top-tier consultancy was supporting an end client in the Automotive space on turnaround initiatives. The context of the project is to support the initiatives across multiple direct material categories as a subject matter expert on negotiation, supplier panel changes, and technical releases for dual sourcing.
- Developing and executing negotiation strategies with client and having full expertise in negotiation, category strategy, supplier strategy, etc.
- Industry Expert/ Procurement advisor with deep functional expertise in the following topics:
- Die casting (Category expertise) – Supplier knowledge, technical expertise on processes e.g., coating.
- Tie rods (Category expertise) – Supplier knowledge and technical expertise on processes, e.g., inner and outer tie rod compatibility.
- Machining geared parts (Category expertise) Supplier knowledge, technical expertise on processes, e.g., grindings.
- China sourcing for Automotive suppliers
- Cross releasing multiple suppliers in a plant/ with OEM-customer and alignment with engineering on test benches
- Claims identification towards supplier on the shop floor Ideal
- **Result:** The project was hands-on, preparation of workshops and shop floor visits, depending on categories and initiatives;
- Consultants, Managers, Senior Manager and Partner with positive feedback on the performance provided, etc.

xxx (Fire Protection and Security Systems) approx. 16,000 FTEs, sales CHF1.4B

- Bridging vacancy for Director Procurement
- Stabilization of purchasing/bottleneck management in the commodity electronics & electromechanics (including Infineon, TI, MC, EBV, Arrow, TE, Avnet, Rutronik, Vishay, ebmapst, etc.)
- Support of the Board of Management/ Management in the Task Force on Immediate Measures to Reduce Inventories and Optimise Procurement (Annual Targets)
- Project management and coaching (e.g. EDI, procurement systems, batches & best-before dates, traceability, LkSG, etc.)
- Mentoring and coaching and consulting of management and employees in procurement (global)
- Development and introduction of a new purchasing organization
- Spend approx. EUR150M
- FTEs approx. 50 (strategic, operational and project purchasing, as well as goods receipt and incoming goods inspection)
- **Result:** Cost avoidance of about EUR0.7M, only EUR0.5M new price increases for current FY, stop the inventory increase of about EUR2M per month from the previous FY, task was bridged & handed over without major incidents, training of successor;
- Team, peers and MD with positive feedback on the performance provided, etc.

xxx (Automotive) approx. 150,000 FTEs, sales approx. EUR38B

- Analysis and evaluation of the carve-out readiness of materials management (global) for NewCo (People, Process, Systems, Carve-out plan)
- Analysis and evaluation and proposal of the Commodity Electronics Strategy for NewCo
- Development of corrective actions from findings
- Implementation of corrective actions before carve-out or day1 or in post TSAs
- Mentoring and coaching and advising the management of NewCo in relation to purchasing/ procurement/ supplier development
- Spend approx. EUR190M + 45M (2023 for Product Line Carve-out)
- FTEs approx. 20
- **Result:** Assessment Report for C-Level (long & short version);
- Team, peers and MD with positive feedback on the performance provided, etc.

xxx (Plant and Mechanical Engineering) approx. 15,000 FTEs, sales EUR2.6B

- Securing and developing short-, medium- and long-term supply in the commodity electronics and electromechanics (including Infineon, TI, EBV, Arrow, TE, Avnet, Rutronik, Vishay, Pantel, etc.)
- Support of the Board of Management/ Management in the Task Force on Commodity Electronics & Electromechanics (local, regional, global)
- Mentoring and coaching and consulting of management and employees in purchasing (global)
- Overall analysis and evaluation of purchasing (global) for the CEO on the Commodity Electronics & Electromechanics
- Spend approx. EUR600M
- FTEs approx. 30
- **Result:** Volume hedging 2022 & 2023 (contract), assessment report for C-level;
- Peers and board with positive feedback on the performance provided, etc.

xxx (Healthcare) approx. 56,000 FTEs, sales EUR3.6B

- Bridging vacancy for Director Procurement Germany
- Support of the Board of Management (CFO, COO)/ Management (MD) with special tasks such as Covid testing, PPE stock range, Growth Project, Fleets Management/ Costs, Insurance Claims, internal audit (local, regional)
- Mentoring and coaching and consulting of management and employees in procurement (regional)
- Analysis and further development of the procurement organization for the Growth Project (local)
- Spend approx. EUR280M
- FTEs approx. 20
- **Result:** Avoidance of about EUR1.3M cost increase for the current financial year, development of product group management at Professional Services (analysis, negotiation), task was bridged and handed over without major incidents, training of successor;
- Team, peers and board with positive feedback on the performance provided, etc.

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