

## Executive Summary

**SAP SD/LE/CS/MM Project Manager with 25+ years of experience across industries including manufacturing, retail, wholesale, medical, automotive, food, and Fortune 50 companies. Proven track record in global SAP rollouts, blueprinting, system configuration, data migration, and post-go-live support. Strong technical background combined with strategic project management expertise. Certified in SAP SD/LE, experienced in adjacent modules, and highly skilled in bridging the gap between business and IT. Available for engagement.**

To whom it may concern:

I am an IT professional with over 25 years of experience in various fields including, but not limited to, international software houses, retail, wholesale, medical, electronics, automotive, food, non-food and manufacturing. I have participated in international software roll-outs for small and Fortune 50 companies. Responsibilities included project management, analysis of business and user requirements, blue printing, system sizing, coding, configuration, application testing, implementation, documentation and post-implementation support.

As a Business Analyst and Manager with background in Retail and Wholesale operations as well as being a System- and Application developer, I have participated in Projects with a wide range of tasks and responsibilities as listed in detail below.

I am American Citizen and allowed to work for any employer.

Please find enclosed a very comprehensive resume. If you have any questions feel free to contact me any time. I am SAP Sales and Distributions as well as Logistics Execution certified, extensive experience with adjacent Modules. I also have a strategic Project Management certification.

With kind regards,

Martin Brieger

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## Quick View

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- ✓ Strategic Project Management Certified
- ✓ Business System Analyst, Team Lead
- ✓ Change Management
- ✓ Sales, Distribution and Logistics Certified, Purchasing
- ✓ Service-, Materials-, Warehouse-, Inventory Management
- ✓ Advanced Planning Optimizer, Supply Network, Production and Capacity Planning
- ✓ System Testing
- ✓ Data Conversion and Loads
- ✓ System Landscape Planning
- ✓ Data Centers and Cloud Environments
- ✓ Chief Technology Officer at International Business Systems, BAVARIAN Consulting
- ✓ AS/400 – iSeries Certified, IBM Partner in Development
- ✓ Fluent English and German, dual Citizen
- ✓ Bachelors Information Technology and Economics

## Experience Overview – Highlights Only

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### Management

Leading Nestlé's European customer service support team of 13 in Frankfurt including all supervisory responsibilities, coaching as needed; offshore configuration and development oversight. Facilitate between various other support groups and business on a continuous basis including workshop participation for new projects; responsible for change management process in customer service; ensuring the European Markets follow the Global Governance model as prescribed by Nestlé HQ.

Guide and support 75 Siemens employees during blueprint phase of new SAP implementation in all functional areas. Act as liaison between Siemens and IBM during workshops; providing guidance with regards to SAP functionality and business processes within Siemens Governance model. Manage resource availability; landscape evaluation and planning; progress reporting to CIO and CFO; running the German project office with supervision of 2 additional consultants and project secretary; reviewing all aspects from Order to Cash and Supply Chain Management.

Manage the blue print phase and roll out of Hyundai-Translead SD/MM/FI implementation for their Mexico division. The project timeline was 2.5 month including two weeks post go live support. Next to in house business staff, there was one additional consultant for the FI side. This was a "from scratch" or "Green Field" implementation.

Lead business consultant for Applied Biosystems for their Korean, Taiwan and China implementation. Participating in blue print phase, configuration, data loads on the SD and MM side; on site validation of project approach and blue print in Melbourne and user training in Hong Kong. Post go-live support.

### General Project Participation

Involvement in all aspects from planning, requirement gathering, writing functional specifications, configuration, testing, code review, user documentation, training and support to various extends as required by the individual project. Modules involved were SCM, SD, LE, GTS, APO (GATP, SNP, and DP), BW, MM, SM, PP, IM, WM, FI, and QM; heavy involvement in master data conversions, mapping and reporting; design of Interfaces into third party systems; utilization of various methodologies such as ASAP or implementer and industry specific pre-configured solutions. Lead participation for HP's iGSO business unit in analyzing, mapping out their business processes using Intellicorp's Net Process tool for documentation purposes and subsequently recommendation of new business processes to align with SAP functionality to reduce costs, where possible.

Having an education in Business as well as being Systems- and Application developer, this is blessing and curse at the same time. Though I do not program in ABAP, I can write excellent functional specifications and communicate with developers on a very detailed level. I often get pulled into technical discussions up to development specifications.

## Pre SAP

Lead developer at IBS for German speaking Europe on AS/400 systems; design and realization of three commercial software packages at BAVARIAN; partner in development with IBM; support of ~ 1500 users of VARIAN worldwide with a group of four colleagues; data separation from one legal entity into three for VARIAN. Train new programming resources in all aspects of SDLC; supervision of software language translation from English to German.

## Detailed Work History

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### Independent Consultant

#### Government (SAP S/4)

- Senior SAP OTC Consultant
- Can't disclose details

#### Hudson Valley Lighting, Wappingers Falls, NY (SAP S/4)

- Senior SAP OTC Consultant
- Credit Card Process Evaluation

#### All facets of pricing including VertexAmerican Air Filters, Lexington, KY (SAP S/4)

- Senior SAP OTC Consultant
- All facets of pricing including Vertex
- OTC related Master Data
- EDI processes
- Stock Transfer/Transport

#### DuvaVent, Vacaville CA (SAP S/4)

- SAP SD/LE/WM Lead Business Analyst
- Consolidating Canadian business acquisition into existing US landscape
- Workshops
- Configuration
- Data migration

#### Various previous Clients, CA

- SAP SD/LE Business Analyst and Consultant
- Remote consulting in areas such as change management, best practice
- SAP Business Objects data extracts and analysis
- Global user help system implementation utilizing GUIXT
- High level software development guide

#### Copart Fairfield, CA

- SAP SD Order to Cash Principal Pricing Consultant
- Implementation of SAP ECC 6.0, CRM green field
- International Project US, CA, UK and others
- Align pricing structures for international; standards
- Cross module functionality with CRM
- Data Conversion into ECC 6. And CRM 7
- Complex Testing

#### T-Systems, San Francisco, CA – Pharmaceutical Client

- SAP SD Order to Cash Team lead
- Lead functional IT team consisting of 8 colleagues
- Organize and participate in knowledge transfer sessions with client
- Team internal knowledge transfer
- Notable areas in clients OTC process:
  - o Credit Card processing
  - o Vistex for charge- and paybacks and rebate processing as well as Master Data Maintenance
  - o Fill or kill order processing
  - o Pre- Post-Goods-Issue Billing

### **Techtronic Industries ELC GmbH, Germany**

SAP SD/MM Team Lead EMEA wide, ECC 6.0, EHP 5

- Lead functional IT team consisting of 6 colleagues and external resources
- Day to day business and technical support in all areas of SD/MM
- Business Blue Print for EMEA roll out
- Extensive focus on all areas of pricing functionality including
  - EMEA wide pricing procedure
  - Taxes
  - Environmental charges
  - Rebate agreements
  - Promotions and Sales deals
  - Commissions
  - Free Goods
  - Data conversion from BPCS
  - Intercompany procedures, incl. Consignment
- Configuration, Documentation, Training environment, scripts, etc.

### **Thyssen Krupp Elevators, Germany**

Business Analyst SD/CS/MM, ECC 6.0

- Day to day business and technical support in all areas of SD, CS and MM
- Functional and Technical guidance to in house resources
- Dump analysis
- Leading in-house Projects of all sizes
- Best practice process and technology advise
- Shipping of spare parts, elevators worldwide

### **Independent Consultant**

#### **Consultcitus, Las Vegas, USA**

Sales Manager

- Consult start-up company in setup, contracts, templates, etc
- Creation of web based application to manage CV's and requirements
- Categorize CV and requirements
- Solicit new requirements, establish partnerships

#### **AGCO, Marktoberdorf, Germany (European HQ)**

Global Test Management Lead

- Provide Post Go-Live support for SD area
- Resolve Incidents and Change Requests
- Consult Management team in setup of SAP support structure
- Define support guidelines, object ownership
- Define transport and release management strategy
- Transportation

#### **Mylan, Pittsburgh, USA, Dublin, Ireland, Zürich, Switzerland**

SD Consultant Team Lead

- Provide Blueprint and configuration support for operational changes
- Upgrade and new role out of ECC 6.0 under enhanced Global Template
- Special operational considerations for EU foreign trade and tax laws
- Setup of Mylan Ireland as internal 3PL with trade operations out of Switzerland
- Extensive Trade Pricing

**Nestle, Frankfurt, Germany**

Manager of 2nd level European wide Customer Service support

- Responsible for leading 13 IT staff in the area of OTC./Demand planning
- Global Available to Promise (GATP) for Europe
- Product allocations based on various strategies (hard allocation vs. best customer)
- Activities include project scheduling, oversight, coaching/training, HR development
- Restructuring of IT ticket support, on and off shore and post go-live sustain and leverage
- Implementation support/Blue print sign off/Fit gap and Change Request approvals
- Budget responsibility
- Project planning
- EURO conversion analysis for Slovakia Krona
- Coordination with 1<sup>st</sup> level support, off shore and central Nestle, Switzerland
- Global Trade Management/Systems due to new EU wide regulations

**Siemens, Munich, Germany:**

Project Manager

- Principal project manager for Siemens Enterprise Communications, Munich, Germany
- Representing Germany in a global SAP Consolidation roll-out with up to 70+ team members across all applicable SAP modules in a Global environment, featuring Global trade System (GTS) as well as global credit system, supply chain, APO and related modules.

**Philips Medical Systems, Bothell, WA:**

Senior Business Systems Analyst

- Support for SAP Kernel Implementation on ECC 5.0 for North America
- Evaluating Business requirements and aligning them with Global Configuration
- Master & Transactional Data Conversion alignment
- Variant Configuration (though I consider that more data maintenance)
- Utilizing SAP Solution Manager
- Solution Indications and Functional Specifications
- Data extracts for BW and other reporting systems
- Customer Service as it relates to medical systems, warranty, service contracts

**Pacific Coast Building Products, Rancho Cordova, CA:**

Senior Business Systems Analyst

- Providing end user support in the area of MM, SD, PP
- Plant configuration, Lean Warehouse Management, STO configuration
- Analyzing Capacity Planning requirements via APO
- BW queries
- Intercompany and transfer orders.

**Universal Studios, Universal City, CA:**

Implementing SAP SD for the media sales division, SD testing lead

- Creating test scripts for data conversion, interface and integration test.
- Testing data extracts for down stream systems, royalty payments

**Hyundai -Translead, San Diego, CA:**

Implementing SAP SD/MM with special consideration on Mexican/US legal requirements.

- Business Blueprint
- Realization
- Testing
- Post Go-Live support

**Hewlett Packard, Roseville, CA:**

Consultant Team Lead for verification and validation of HP Global Supply Operations division implementation Template. SAP 4.7 – Enterprise Edition.

- Converting Business Requirement Documents into IntelliCorps Net Process. Validating touch points and Interfaces to other Modules and Systems as well as the Business requirements themselves as they apply to the Order-To-Cash process for a globally operating service oriented company.
- Creating Technical and User Documentation for Rule Based APO and SNP
- Developing Data extracts from APO into Excel/Access using BAPI
- iDoc monitoring and clean-up-
- GTS alignment in one face to the customer initiative
- Network Data Synchronization

**CalCot, California Cotton, Bakersfield, CA:**

Implementation of SAP Enterprise through SAP America

- Responsible for SD Blueprint and Configuration including Data conversion of SD relevant master Data. SD/FI/MM/MM Interfaces. This Order-To-Cash roll out was for a nonprofit farmers cooperative.

**Insight, Tempe, AZ:**

Post Implementation support for SD SAP 4.6C.

- Support and optimize Payment Card process including Procurement Cards  
Reevaluate Business process of Credit Card handling. Consideration of slit deliveries and multiple Invoices vs. Invoice Lists as initial authorization will be used for partial settlement of order. Credit hold process review based on payment terms rather than Credit Risk Categories. Additions to Customer Master Data for Level II and Level III information as required by customer for invoice statement on their Credit Card statement. Redesign of order hold policies based on Standard SAP functionality.

**Thomson Televisiões de Mexico:**

Post Implementation support for SD and MM SAP 4.5B. This was a CGEY-driven project.

- Providing additional customization for SD and MM as well as day-to-day trouble shooting
- Revision of Foreign Trade implementation
- Stock Transport Order setup
- Make-To-Order integration

**ConAgra, Omaha, USA – Foods:**

Functional analysis of customer master conversion for various legacy systems into SAP 4.6C. This was an IBM PWC-driven project.

- Order-To-Cash for Consumer Packaged Goods
- Utilizing First Logic for customer master data consolidation
- Analyze enterprise configuration
- Additional configuration as required by organizational unit
- Batch processing as common in the Food Industry
- Conversion of invoice and ship history into business warehouse
- Price lists
- Promotions and Sales deals
- Direct store deliveries (consumer packaged goods), non SAP solution
- Configuring order cycle for DSD including pricing and integration with CRM and credit card processing with third party application

**Bavarian Consulting, Inc., USA – Consulting:**

Development of Program Temporary Fix tool for the AS/400 in a multi system environment, including LPAR machines.

**Applied Biosystems, Foster City, USA, Seoul, Hong Kong – Medical:**

SAP 3.1H Sales and Distribution / Materials Management configuration for roll-out China and Korea

- Gathering user requirements on site in Australia
- Complete setup of SD and MM structure, plants, sales organizations, etc.
- Price determination / price lists
- Account determination and assignment with FI verification
- Tax determination
- Profit centers
- Material and inventory load
- Setup and allocation of scripts for output
- Output determination
- Modification of load programs and numerous reports and external documents
- Load of customer, material master, inventory, contacts
- System test on site in Hong Kong
- Conduct end user training with respects to SD/MM and business requirements
- Post implementation user support
- All aspects of the SD and MM cycle
- Pricing, pricing determination
- General configuration

**BAVARIAN CONSULTING, INC., USA – CONSULTING**

**09/95 – 7/02**

Functional and Technical Consultant AS/400 and SAP. Vice President R&D, registered Director.

Clients and projects included the following:

**Ram Technologies, Inc. – Finance:** SAP 3.1H Development of add-on reports for FI consolidation to provide users with more detailed information than available by SAP standard reports.

**Carson Products – Savannah, USA – Health & Beauty Consumer Products:** SAP 4.6C Development of SAPFTP, a universal solution, for cross-platform data exchange with subsequent load of transactional data into SD utilizing BDC technique.

**Varian, Palo Alto, USA – Medical, Semi Conductor, Instruments:** SAP 3.1I,H & 4.6C Complete installation and configuration of SD including data migration from legacy systems, material master and customer master data conversion from legacy systems and subsequent customization of SD, MM, customer master data, service management, relating to the SD lifecycle, in more than 8 countries at 14 subsidiaries, including upgrades of SAP Software from 3.1H though 4.6c. Post data migration tasks included testing and evaluation of the sales order cycle process with respects to transportation, warehouse management, materials management, production planning, and accounts receivable results in FI. SD configuration including pricing and tax conditions, costing structures for material and labor, excess inventory, discounts, rebates, promotions, shipping and currency conversions. Local user and partial reconfiguration of the SD cycle due to local user and legal requirements. Setup of IDOC and EDI required to ensure data exchange between legacy system and SAP during transition period. IDOC were created via LSMW. Implementing Plant Maintenance with main focus on preventive maintenance of semi conductor equipment in conjunction with the service module. Responsible for conversion of SD and MM data from Legacy systems to SAP. Project details included the following:

- Evaluating for all Varian companies the requirements for SD and MM data conversion
- Configuring SD/PP for sales order for production
- Implementation of Service Management (now CRM)
- Writing BDC programs or use LSMW for data load into SAP
- Creating CATT's for standard data loads
- User training on master and transactional data
- Writing programs to extract data from legacy systems
- Testing converted data
- Working with Varian project team to verify and correct data in SD
- Troubleshooting program errors and reporting to SAP
- Utilizing IDOC for data exchange between SAP and legacy system during transition period, including master and transactional data

- Writing end-user scripts and training material
- Part of a team providing world wide support for 8 countries, including network support
- Partial outsourcing of European, Asian and US operations
- Foreign trade configuration
- Scheduled frequent on-line and off-line system backups and periodic system clean-up jobs
- Batch processing in the area of semi conductors
- Post implementation support
  - o Output determination
  - o Pricing
  - o Condition types
  - o General configuration

**Communication and Power Industries (CPI), USA, Europe, Australia – Electronics:** Complete installation for European subsidiaries of SD, MM, FI modules of ASW. Provided worldwide support. Established procedures and methodologies for utilization in end-user training and support. 24/7 application support for all of the international subsidiaries, including programming enhancements for network applications. Analyzed and created complex procedures for capturing purchase order data for transmission and acknowledgement to the CPI mainframe.

**Galencia, Switzerland – Pharmaceuticals:** Development and integration of security concepts on the AS/400 with special focus on remote point of sale.

**Gilroy Foods, USA – Spices:** Programmed physical warehouse management (WM) inventory module, enabling information from bar code readers be upload into AS/400. Customized quality assurance package to better fit customer needs including reporting to the authorities in addition to follow up on sampling for various testing methods required by the FDA, provided technical support including PTF and OS upgrades.

**WEB/IT - CD/IT - MAIL/IT:** Developer of WEB/IT, CD/IT and MAIL/IT. WEB/IT is a tool that allows any AS/400 database file to be displayed on the World Wide Web without the use of SQL or ODBC. CD/IT is a product for AS/400 object distribution via CD-ROM. MAIL/IT is a mailing list server that runs on the AS/400, allowing the distribution of e-mails via any POP3 and SMTP server.

#### **KÜPPER & MÜLLER, GERMANY – CONSULTING**

**06/94 - 06/95**

Technical Consultant AS/400 and PCs

**Optifit Jaka Möbel, G.M.B.H. Germany – Furniture Manufacturing:** Customization of SD processes especially transportation, pricing, warehouse management as it relates to furniture manufacturing industry. EDI interface creation from scratch to interface with customers as well as to remote warehouses for the purposes of inventory control management.

- Implementation of EDI PC-LAN.
- Integration of AS/400 order receipts processing into EDI
- Analysis, design and programming a menu based security system
- Analysis, design and programming a cost account system
- Technical and end user support

#### **YUCON OHG, GERMANY – CONSULTING**

**01/94 - 06/95**

Project Leader / Consultant on IBM PCS. Developed PC LAN SD software from scratch including modules for MM and WM.

- Responsible for analysis, design, programming
- Development of a PC LAN SD software from scratch

#### **IBS G.M.B.H, GERMANY – CONSULTING**

**10/92 - 12/93**

Project Leader for ASW on AS/400 and IBM PCs. Responsible for technical education, analysis, design programming and communications. Projects included the following:

**Henkel-Ecolab S.p.A, Agrate-Brianza, Italy – Chemicals:** Successful installation of IBS application software modules SD, MM and FI. Responsible for all program modifications, programming, system and acceptance test, user training, communications programming and set up, network configuration including multiple AS/400s, local and remote PCs.

- Specify, program, set and run data and print file transfer between the local and all remote AS/400 (warehouse and distribution) sites.
- Analysis, design and programming module for pallets and container follow up with integration into order processing

**Melitta G.m.b.H. & Co KG, Salzburg, Austria – Food Distribution:** Implementation of ASW SD and Finance.

- Complete rewriting of standard Sales & Distribution pricing functionality to incorporate client-specific complex price structures
- Design and programming of a SD backlog module
- Design and programming of a sales campaign module integrated into the SD and FI cycles to accommodate commission-based payroll

## **FM CONSULTING, GERMANY – CONSULTING**

**04/90 - 09/92**

Analyst – Programmer responsible to the following customer projects on IBM AS/400s and IBM PCs

**Grundfos G.m.b.H. Wahlstedt, Germany, Valve and Pump Manufacturing:** Developed PC-based remote order entry system with interface to AS/400 SD including functionality for two-way data exchange of order and master data.

**UNION Deutsche Lebensmittelwerke G.m.b.H. Hamburg, Germany – Food Distribution:** Developed a sales and marketing system add-on to SD

**DIFA Deutsche Immobilien Fonds AG, Hamburg, Germany – Broker:** Programmed an extended commission-based information system with interfaces into SD and FI

**Intern:** Co-Author of TopCode, a program generator on the AS/400 for COBOL and RPG programs

## **INFO IT School, GERMANY**

**02/89 - 03/90**

Classes consisted of

Knowledge of IT and IT organizations  
Data security, Systems analysis, Telecommunication, Operating systems  
Systemic program development  
BASIC, Cobol, Assembler, Pascal, C, Case study  
Data security, Systems analysis, Telecommunication, Operating systems  
Business studies, Business organization  
Accounting, Statistics

## **Rekha Im- and Export, GERMANY**

**04/87 - 03/88**

Trading company for oriental carpets and rugs

All aspects of trading, quotes, orders, invoicing, purchasing, customs declarations, bonded warehouse operation. General IT duties, trade fairs.

## **Behrens & Haltermann, GERMANY**

Retail Company, trained retail salesman

Education after school based on Germans dual education system in all aspects of retail operations. This education is a mix of part time business school and practical work in a company. Covered are subjects such as basic accounting, human resources, specific math, inventory control, purchasing, sales.

## Experience - Overview

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### Environments

Semi-Conductor, Software Houses, Manufacturing, Retail, Distribution, Wholesale, Medical Equipment, Building Materials, Entertainment, Investment, Consumer Goods

### Applications

Operations, Order Processing, Sales and Distribution, Manufacturing, Inventory Control, Commissions, Margin Analysis, Finance, EDI, Web Design

### Hardware

IBM AS/400 since 1988  
IBM PCs (incl. 8086)

### Networking

National, international, multi-platform, Internet networks. LAN, WAN, Wireless, TCP/IP, X.25, SDLC, APPC, APPN, ANYNET, VPN, Firewall, VOIP

### Operating Systems

OS/400, UNIX, DOS, Control Program Facility (CPF), OS/2 Warp Server, Windows 3x – 10, Vista, NT/2000/2003/7 Server, CP/M

### Database

DB2/400, DB2/2, Btrieve, Access, SQL Server, Oracle

### Programming Languages

RPG II-IV, ILE, COBOL, CL, HTML, XML, ASP, C, C++, PASCAL, Visual Basic, JAVA, CASE Tools, 4GL, PHP

### SAP

ABAP, ASAP, APO, LSMW, SD/LE (certified), FI, CATT, IMG, MM, WM, BDC, Interfaces from Legacy Systems to SAP and vice versa utilizing IDOC, BAPI and EDI via FTP and RFC.

### System Utilities

PILOT, PCS, RUMBA/400, RALLAY!, 5250 Emulation, Helpdesk, Client Access, NetProcess, eProject

### Third Party Application Software

ASW by IBS, PCS by Strackeljahn Germany, Perwill EDI England  
SAP by SAP, Microsoft Office Applications, PILOT by Advanced Systems Concepts, GENTRAN, PRISM by Marcam, WebEx, Lotus.

### Languages

German and English, both fluent, some Spanish, Italian and French

## Highlights

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- Project Management and Control
- System design, analysis, configuration, programming, installation
- Migration and conversion
- Large and small scale implementation
- Support and trouble shooting
- Internet networking, connectivity of different platforms
  
- EDI and e-commerce
- System setup and performance tuning
- Technical and end-user training
- CASE tool and 4GL design, analysis and programming
- PC-Support and connectivity
- System security and firewalls
- Web development

## Education

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- Certificate of EF language course in Great Britain
- Training Contract Retail sales including payroll, taxes, statistics, stock transfer, profitability
- Diploma of INFO Data Processing School, studies included data processing, telecommunications, and programming in several languages, statistics, finance, corporate training and business management
- Certificate of IBM on AS/400, database design, interactive databases, tax language programming, security and safeguarding
- Certificate of GMO Leadership Consultants in strategic project management
- SAP training class BC420, Initial Data Transfer, LSMW, BAPI, Direct Input, Call Transaction, IDoc's
- Certificate of SAP Academy America on Sales and Distribution
- Two evaluation reports certifying overall education as equivalent to Bachelor's degree
- ABAP Objects class by Integrata

Documents available upon request

## Summary of SAP experience

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- APO/SNP                    4+ years
- ABAP                        5+ years
- SD/LE certified           20+ years
- CS (SM)                    4+ years
- MM                         9+ years
- LSMW                      15+ years
- IDoc's                      3+ years
- EDI                         3+ years
- BASIS                      1+ years
- BW                         3+ years
- WM                         4+ years
- FI                          3+ years
- PM                         1+ years
- QM                         1+ years

## Summary of AS/400, iSeries experience

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- CL, RPG, Cobol 18+ years
- Query, SQL 18+ years
- Communications 15+ years
- PTF and maintenance 15+ years

### Summary of programming and management experience

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- Visual Basic 10+ years
- C 19+ years
- Pascal 19+ years
- Project Management 8+ years