Curriculum Vitae

SUMMARY

Christian SCHUETTE

(Date of birth 18.05.1964)

Career Christian Schütte Consulting, Zug, Switzerland (since 2006)

MATO Business Consulting (MD) (2003-2006)

PLAUT (Schweiz) AG (Center Manager) (1999 – 2003)

Schmidt, Vogel & Partner (Schweiz) AG (MD) (1997-1999)

ORIGIN Deutschland GmbH (Lead Consultant) (1994-1997)

Andersen Consulting Germany (Senior Consultant) (1990 – 1994)

Education: Study of Economics at the University of Goettingen

degree: "Diplom-Kaufmann" (comparable to MBA)

Languages: German (mother-tongue)

English (fluent spoken and in written)

French (Basics)

Main SAP Project-Management (SME to multinational companies on different methods)

Managing multi-national hybrid SAP project teams with 50+ members Competences:

Integration and optimization of intra- and intercompany business processes

Certificates: SAP: Materials Management, Sales & Distribution, Integration, ASAP, ASAP for

global Implementations. Continuous Business Improvement

Non SAP: Accredited consultant Team Management System; Certified NLP -

Practitioner HIRT - method certified

Project-Project-Management (ALL SAP)

Experience **Integration Management** (since 1991):

End-to-end process optimization

Business **P**rocess **R**edesign

ARIS based documentation

Legacy integration & Interfaces

Cut-Over and Go-Live Manager

SD & MM Module consulting

ABAP/4 programming/tech. lead

Ahaus Alstätter Eiisenbahnen

Industry-Beverages

Engineering & Construction experience:

Retail & wholesale

MRO-Services

Consulted Switzerland:

Companies (extract):

Allcom Arfa Röhrenwerke

Blaser Swisslube

Coca-Cola

Die Schweizerische Post

Keramik Laufen

Lawson Mardon

SR Technics

Swisscom

Tom Tailor

IT strategy consulting / Outsourcing

ERP System Landscape Optimization

SAP landscape definition

Creation of SAP Customer Competence Centre

IT Service Management

Development of implementation

methods

Broad range of tools and accelerators

Chemicals

Consumer Products

Mill Products

Telecom

Germany:

Bahlsen

BEB

BUNA AG

Coca Cola EG

Dachdecker Einkauf Nord

Mannesmann Dematic

Schülke & Mayr

Sulzer Hvdro

VESTAS Central Europe

International:

Coca-Cola HBC (Greece)

Sanitec OY (Finnland)

Pepsi Corporation (Egypt)

VESTAS Wind Systems AS (DK)

CAREER AND BUSINESS EXPERIENCE

Self-Employed with Christian Schütte Consulting, Zug 11/2006 -

Present - Global Project Manager in a Rollout project

- Integration Manager in a rollout project

06/2003 -**MATO Business Consulting (Managing Director)** 10/2006

- Founding the Consulting practice within the Group

- Global Project Manager in template and rollout projects
- Head of a customer SAP Competences Centre (ad interim)

08/1999 -PLAUT (Schweiz) AG (Centre Manager)

05/2003

- Head of SAP Competences Centre
- Head of the Industry Centre Service Industries
- Global Project Manager in template and rollout projects
- Integration and Go-Live Manager in a complex SAP environment

Schmidt, Vogel & Partner (Schweiz) AG (Managing Director) 08/1997 -

07/1999

- Heading the Consulting Operations
- Achieved to be the No 1 SAP VAR in Switzerland in the first year
- Project Manager in various projects in parallel

10/1994 -**ORIGIN Deutschland GmbH (Lead Consultant Sales & Logistics)**

07/1997

- Member of the Dev. team for Origins SAP implementation Method POWER
- Integration & Project Manager
- Functional Consultant Sales & Distribution & Materials Management R/3

09/1990 -**Andersen Consulting Germany (Consultant / Senior Consultant)**

09/1994

- Integration Manager and Project Recovery
- Functional Consultant SD (RV) & MM (RM) SAP R/2 & R/3
- Programming Team lead (SAP R/2)
- ABAP-Programmer (SAP R/2)

Overall

Build-up sustainable experience as a SAP project manager with 15+ years of experience. Proven track record of successful implementations in SAP projects in various industries, different sizes and implementation approaches. Shown ability of intercultural leadership skills through coaching and mentoring and to grow excellent performing project-teams (Customer, one implementation partner and hybrid consultants) with up to 120 members between Cairo and Helsinki.

SAP experience

Understanding the SAP solution in depth and across various functions and industries by starting as a programmer in SAP R/2 and ending up as global project manager by passing through the positions of being the technical team lead, a functional consultant, integration- and project manager in various single site implementations. Thus being able to guide functional consultants to optimal solutions by considering all integrative and organizational aspects.

Methods and tools

Being a lead team member of the development of Origin's implementation method 'POWER' (prior to ASAP) with the knowledge of Andersen's Method/1 in the background and acting as the project manager of the POWER pilot implementation. Run through the various types of ASAP implementation certifications (for SME, for single site and for global rollouts) and acted as a project manager using those several times. Delivery of SWOT based recommendations for the optimal approach to be chosen (i.e. template, pilot, big-bang or functional split) in the specific situation to many customers. By having a big back-pack of different tools and templates for various purposes being able to apply the right set for the specific needs.

CAREER AND BUSINESS EXPERIENCE

Quality

Having gained a deep understanding of the various attempts and tools in the most critical areas of SAP implementations (Data Migration, Organizational Change Management and Testing) by being responsible for those in various complex situations and by being passionate about quality and a smooth Go-Live striving project teams to stop discussions about not relevant processes and functions and to the use of the most pragmatic tools and to deliver the best results given the specific situations.

Business Process Optimization

Delivery of projects with a complete and closed MRP II based planning loop leading to significant and sustainable savings in stocked inventory, capacity usage optimization and procurement. Guidance of top brand manufacturers as well as variant configuration based ETO or CTO manufacturers to new simplified pricing models with sustainable impacts on the customer satisfaction and clarity in pricing and the overall depending sales process.

Change Management

Organizational Heading several times the integration of decentralized SAP and non SAP solutions into one central companywide SAP system including handling and smoothing all the related emotional situations on all different levels within the organization. Along with this - the introduction of principal models or the outsourcing of logistics or remaining sales-systems guite often the leading force in the design of integrating temporarily or permanently remaining legacy or external systems and applications.

Technical's

Delivery of various SAP system landscape concepts from 2 to 3 and 4 tier systems as well as the applying rules for systems change management. Thus being able to provide a qualified second opinion to the proposals of systems integrators. Acting as a project manager in a Pan-European SAP outsourcing and negotiating ITIL based SLAs and contracts.

Being knowledgeable at and having practical experience with the most important SAP workbenches (i.e. Data Migration, SAP Query, Transports)

Project Management

Created and delivered a project management CD in order to standardize these on SAP projects within PLAUT by addressing the following subjects and delivering standardized methods & tools for those:

- Milestone- and time planning and progress-control
- Resource planning and control
- Scope-Management
- Risk-Management
- Issue-Management
- Internal and external project reporting

Project Lead on the customers behalf

Having saved significant spends for the customers when acting as a project or integration manager on the customers behalf by challenging questionable solution recommendations or unsustainable findings of the systems integrator. This lead to a high degree of trust and motivation of the customer project team members.

CHRONOLOGICAL OVERVIEW ALL PROJECTS

Since March 2010 Salvanizing	Year	Client	Industry	Project Type	Role
March 2010' Full-Cycle national pilot roll-out (GER: 6 Iocations); Phases: - Re-design main business processes - ERP selection - Implementation partner selection/contracting - Outsourcing partner selection/contracting - Pilot implementation - Rollouts (tbc 2011) Full-Cycle international ring - Pilot implementations; Renewal of contract: 3 times SAP ERP. Bull-Cycle (ASAP) Full-Cycle (ASAP)	Since		-	7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	Business
Toll-out (GER: 6 locations); Phases: - Re-design main business processes - ERP selection - Cutsourcing partner selection/contracting - Pilot implementation - Rollouts (tbc 2011) - Systems	March			Full-Cycle national pilot	Project Manager
Incations); Phases: - Re-design main business processes - ERP selection - Implementation partner selection/contracting - Outsourcing partner selection/contracting - Pilot implementation - Rollouts (tbc 2011)	2010'				
- Re-design main business processes - ERP selection - Implementation partner selection/contracting - Outsourcing partner selection/contracting - Pilot implementation - Rollouts (tbc 2011) 2008- VESTAS Wind Systems 2010 Systems 2010 Engineering & Construction (modern energy) 2011 Systems 2012 PepsiCo 2013 Beverages 2015 Full-Cycle international Roll-out (ASAP for global implementations); Renewal of contract: 3 times 2016 SAP ERP: Full-Cycle international Roll-out (ASAP) 2017 Renewal of contract: 3 times 2018 SAP ERP: Full-Cycle international Roll-out (ASAP) 2019 Renewal of contract: 3 times 2010 Signature (ASAP) 2010 Retail Susiness Process Repesing (outlets and central) 2010 Coca-Cola HBC 2010 Beverages 2011 SAP ERP PWFM: Full-Cycle template & pilot roll-out (ASAP for global implementations) 2011 Sanitec OY 2012 Manufacturing (Sanitary ceramics) 2013 Sanitec OY 2014 Manufacturing (Sanitary ceramics) 2015 Manufacturing (Sanitary ceramics) 2016 SAP ERP: Full-Cycle template & roll-out (ASAP for global implementations) 2017 Manufacturing (Sanitary ceramics) 2018 SAP ERP: Full-Cycle template & roll-out (ASAP for global implementations) 2019 Manufacturing (Sanitary ceramics) 2010 Sanitec OY 2010 Manufacturing (Sanitary ceramics) 2011 Manufacturing (Sanitary ceramics) 2012 Coca-Cola HBC 2013 Beverages 2014 Coca-Cola HBC 2015 SAP ERP: Full-Cycle template & roll-out (ASAP) 2016 CCC (interim Mgt.) and as such Project Manager Creation of the SAP (CCC (interim Mgt.) and as such Project Manager Of all the mentioned projects 2017 Coca-Cola HBC 2018 Beverages 2018 SAP ERP: HR Full-Cycle Project Manager Project Manager Of all the mentioned projects 2018 SAP ERP: HR Full-Cycle Project Manager					,
- ERP selection - Implementation partner selection/contracting - Outsourcing partner selection/contracting - Pilot implementation - Rollouts (tbc 2011) 2008- VESTAS Wind Systems					
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Selection/contracting				selection/contracting	
Selection/contracting				- Outsourcing partner	
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SAP ERP, BI, MAM: Full-Cycle international Roll-out (ASAP for global implementations) SAP ERP: Full-Cycle international implementations); Renewal of contract: 3 times SAP ERP: Full-Cycle international Roll-out (ASAP) SAP ERP: Full-Cycle international Roll-out (ASAP) SAP ERP: Full-Cycle international Roll-out (ASAP) SAP ERP: Full-Cycle (ASAP) SAP ERP EXIDED SAP ERP EXIDED SAP EXP EXP EXP EXP EXP EXP EXP EXP EXP EX				- Pilot implementation	
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Implementations); Renewal of contract: 3 times	2010	Systems	Construction	Full-Cycle international	Manager
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CHRONOLOGICAL OVERVIEW ALL PROJECTS

Year	Client	Industry	Project Type	Role
			(ASAP for global	
			implementations)	
2001	Coca-Cola HBC	Beverages	SAP ERP:	Project Manager
			FI/CO/MM/PP Full-Cycle	
			template & pilot roll-out	
			(ASAP for global	
1000	00.7	NADO (A)	implementations)	
1999-	SR Technics	MRO (Airplane	SAP ERP: Full-Cycle	Integration
2000		maintenance)	implementation Renewal of contract: 2	Manager / Team-Lead
				Going live
1999-	Keramik Laufen	Manufacturing	times SAP ERP: Full-Cycle	Project Manager
2000	Refailik Laufeit	(Sanitary	Pilot & roll-out (ASAP)	Froject Mariager
2000		ceramics)	Filot & Toll-Out (ASAF)	
2000	Swiss Post -	Services	SAP ERP:	Project Manager
2000	Mailing	COLVICCO	Full-Cycle RelChange	1 Tojoot Mariagor
	, waning		3*-> 4* (ASAP)	
1999	Swiss Post -	Services	SAP ERP:	Project Manager
	parcels		Full-Cycle RelChange	
	•		3*-> 4* (ASAP)	
1999	Mannesmann	Engineering &	SAP ERP: Full-Cycle	Project Manager
	Dematic	Construction	(SAP 4.5 Pilot) (ASAP)	
		(cranes)		
1998	ARFA	Mill products	SAP ERP: Full-Cycle	Project Manager
400=	Roehrenwerke		(ASAP)	
1997-	Sulzer Hydro	Engineering &	SAP ERP: Full-Cycle	Project Manager
1999		Construction	(ASAP)	
1005	BEB	(water turbines)	CAD EDD: Full Cycle:	Integration Mar
1995- 1997	DED	MRO (Gas Exploration)	SAP ERP: Full-Cycle; Pilot project for	Integration Mgr. later Project
1997		Exploration	BSO/Origins new	Manager –
			implementation method	demanded by
			POWER	the customer
1994	Dachdecker	Retail	SAP ERP: Full-Cycle	Team Lead
	Einkauf Nord			Logistics
1994	Blaser	Chemical	R/3 evaluation	Team Lead
	Swisslube			Sales
1994	Swiss Telecom	Telecom	SAP R/3 Sales	Team Lead
			Information System	
			Prototype	
1994	Kautex	Automotive	SAP R/3: Full-Cycle	Integration-
1000	<u> </u>	 	0400/05 :: 0 :	Manager
1993	Bahlsen	Fast Moving	SAP R/2: Full Cycle	Team-Lead
		Consumer Goods	implementation	Master-Data,
				Interfaces and
1992	BUNA	Chemical	SAP R/2 Realization	Going-Live Team Lead
1992	DUNA	Chemical	phase	Programming
1991	Coca-Cola EG	Beverages	Full Cycle NON SAP	Responsible for
1991	Outa-Outa EG	Develages	I dii Cycle NON SAF	2 sites
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