Project list

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Collage

Enterprise Sales (#13):	SIX Digital Procurement Initiative (50 swiss banks involved)
Company founding (#08, 12):	Titan Solutions Ltd. (investors, business case, roadmap)
Outsourcing sourcing (#44):	UBS Helvetia Initiative (400 FTE staff transfer, ITO/BPO)
Post Merger (#06, 18, 21, 55):	Several Deals in cross border cases DE, CH, ES, US, FR
Business transformation (#28):	SIX Procurement organization (redefine, labor arbitrage)
International collaboration (#40, 41):	UBS Outsourcing Sourcing Framework rollout (3 regions)

Key projects

2021

01
Project name:	**Global External Workforce Administration Process Optimization**
Objectives:	Global Initiative to (a) Harmonize SAP ERP system landscape including External workforce separation from Internal workforce (b) Optimization of all On-Boarding, Extension & Off-Boarding processes
My role:	Senior Project Manager for Design Phase
Result:	As-is analysis, To-be Scenarios, Decision presentation including BC

02
Project name:	**Post-BaFin Review Outsourcing & Cloud Contract Re-negotiation**
Objectives:	Task Force Lead for Contracts review, adjustment and negotiation. Interprete and execute with all involved parties the revised contracts.
Role:	Senior Negotiation Lead
Result:	Contracts BaFin conform amended and executed (approx 20 contracts)

03
Project name:	**Swiss Instant Payment Hub and Risk Vetting Request for Proposal**
Objectives:	Initiative for a more than hundred million business case over 7 year for the Payment Hub and related necessary Risk & Compliance Services. Project with "the" global 20 Supplier & Innovators in this business field.
Role:	Senior Sourcing Lead
Result:	Overperformed in Time, Costs and Quality

04
Project name:	**Market Business Strategy Advisory**
Objectives:	Market Study, Interviews, Business Plan in three key scenarios. Large set of documentation and various presentations on all organizational levels including a Group CEO presentation.
Role:	Project Lead and Principal Consultant
Result:	Overperformed in Time, Costs & Quality; Long term client partnership

05
Project name:	**Go-to Market Advisory for Staff Leasing company (incl. carve out)**
Objectives:	Business Plan, Price Benchmarking and Advisory, Product Placement Development for Website, Standard Presentations and Brochures.
Role:	Project Lead and Principal Consultant
Result:	Overperformed in Time, Costs and Quality

2020

06
Project name:	**Post Merger Integration Stream Lead Procurement Contracts**
Objectives:	Integrate 1'500 contracts from the Spanish Stock Exchange (www.bolsamadrid.es (BME)). Inventarize, analyze, negotiate and transfer to BAU. Heading 3 External Consultants including 3 Internals.
My role:	Stream Lead
Result:	High customer satisfaction, cross benefits & non-TOM related savings

07 Project name: **Insourcing of SIX Physical Archive**
Objectives: 9'000 contracts physically moved, data quality improvement achieved and new software for the new requirements designed and implemented. Large cross divisional with 9 Information owners.
Role: Senior Project Manager
Result: Overperformed in Time, Costs and Quality

08 Project name: **Company incorporated and new Product MVP Build (10 Sprints)**
Objectives: Development Partner RFP executed and project started. Product developed, soft product launch in September 2020 started. Ramp-up of an organization of 12 people (7 FTE) in Berlin, Zurich and Belgrade.
Role: Co-Founder and project manager
Budget: 700 person days
Result: Platform up and running (www.titan-webapp.com)

09 Project name: **Go-to Market Advisory for a new product: Digital Services**
Objectives: A software provider for a Tax Solution in Switzerland decided to go to Market with a part of his product development team. Cost Center Transformation to a profit center incl. the full go-to-market package.
Role: Senior Advisor from the Board
Result: Successful go-live with the new services in the market

2019 **10** Project name: **SIX Group CFO Cost reduction initiative 2020**
Objectives: Cost reduction (Savings)
My role: Sourcing lead for categories Real Estate Management, Digital Exchange (large initiative), Telecommunication (Voice, Carrier), Document archiving and records Management, Legal Counsel Rates
Result: Potential assessment, 360 Degree assessment paper, savings

11 Project name: **Ernst & Young Negotiation External Audit and Consulting rates**
Objectives: Cost reduction 2021-2024, Big 4 rate card optimized
Role: Sourcing- and negotiation lead
Result: New External Auditor, revised global consultancy rate card

12 Project name: **Titan company founding (Phase 3: Digital Sourcing & compliance)**
Objectives: Build company, form leadership team, start business, go to market
Role: CEO and Co-Founder
Budget: 0.1 million CHF
Result: Received seed-invest amount (incorporation was finally in June 2020)

13 Project name: **SIX Digital Procurement (Phase 2: Build and go to market)**
Objectives: Digital Source to Contract platform with several add-in innovations
Role: Initiative- and business development lead (strong sales focus, 2 swiss roadshows executed, > 50 swiss banks visited (partly multiple times).
Budget: 1.2 million CHF (Services, software and infrastructure)
Result: MVP & Processes Live!, SIX Board stopped initiative, ramp-down

2018 **14** Project name: **SIX Digital Procurement (Phase 1: Market study and solutioning)**
Objectives: Market study incl. interviews / Innovation sprints / business modeling
Role: Initiative- and business development lead (strong innovation focus)
Budget: 0.5 million CHF (consulting and resource services)
Result: Market study, sprint documentation, prototype, business case, first product documentation, early adaptor group formed

15 Project name: **Group Procurement digitalization concept (TOM-2)**
Objectives: Short- and mid/long term potential including business case
Role: Co-Project lead in cooperation with Head Shared Service Center
Result: Target Operating Model documentation (digitalization) incl. new budget

16 Project name: **Group Procurement Optimization concept (TOM-1)**
Objectives: eTender Tool optimization; Operational triage definition (+ spot buying)
Role: Project executive (in cooperation with competence center SAP)
Budget: 0.2 million CHF
Result: Target Operating Model documentation (optimization) incl. new budget

17 Project name: **Regulatory projects (EU-GDPR for Procurement, CID)**
Objectives: Requirements implementation, contract review, global initiative
Role: Project executive (in cooperation with central team)
Budget: 0.7 million CHF
Result: Project executed (in time with the due date mid may 2018)

18 Project name: **Carve-out Cards Business SIX / Work stream: Procurement**
Objectives: Due Diligence, Execution, BAU assurance, international, re-design
RetainCo and design NewCo Procurement organization (for Buyer)
Role: Project Lead Workstream procurement and intercompany agreements
Budget: 0.6 million CHF
Result: Project executed (in time with the due date end april 2018)

19 Project name: **SIX Compliance Utility Deloitte cooperation (Innovation)**
Objectives: Cooperation agreements for Tool development and go to market
Role: Sourcing- and overall negotiation lead
Budget: 0.3 million CHF
Result: Project executed (in time with the due date mid december 2018)

20 Project name: **Corporate Travel Rates Negotiation**
Objectives: Cost Transparency (including hidden cost); New Pricing scheme
Role: Business owner, negotiation lead
Result: New contracts negotiated and business documentation prepared

2017 **21** Project name: **Post Merger Integration Aduno Group**
Objectives: Due Diligence, Execution, BAU assurance
Role: Project lead for Procurement stream
Budget: 0.2 million CHF
Result: Project executed (in time with the due date mid february 2017)

22 Project name: **Code for Supplier**
Objectives: Design and Implementation aligned with SIX Code of Conduct
Role: Business owner and project lead (in cooperation with Communication)
Result: Project executed (in time with the due date september 2017)

23 Project name: **First SIX IT Vendor Day**
Objectives: Audience: Top 20 Supplier, Speeches, discussions, relationship
Role: Project lead
Budget: 0.1 million CHF
Result: Increase in stakeholder and supplier satisfaction

24 Project name: **SIX Corporate IT Savings Initiative**
Objectives: Cost reduction (P&L impact)
Role: Sourcing Lead in cooperation with the IT Management Committee
Result: Significant Savings realized; internal stakeholder satisfaction

2016 **25** Project name: **E-Sourcing Tool Implementation (for External Staff placements)**
Objectives: Tool Implemented, processes redesigned, agencies classified
Role: Project executive
Result: eTender tool implemented

26 Project name: **SIX Group External Audit RFP**
Objectives: Request for Proposal for SIX Group globally
Role: Sourcing lead
Result: New audit agreements signed, stakeholder satisfaction (incl. board)

27 Project name: **Procure to Pay process and SAP Fiori GUI optimization**
Objectives: User Experience increased, process simplified
Role: Project lead
Budget: 0.1 million CHF
Result: Project successfully executed

28 Project name: **Project TOPAZ (Procurement operations and Corporate Travel Management Staff transfer into the new Shared Service Center)**
Objectives: Plan designed, operations re-engineered, project JADE contribution
Role: Business owner, Project lead
Budget: 0.1 million CHF
Result: Project successfully executed

29 Project name: **Project Robotics (RPA Accounting Process transformation)**
Objectives: Request for Proposal executed, Accounting process re-designed
Role: Sourcing lead
Result: Project successfully executed (including pilot phase)

2015 **30** Project name: **Real Estate Mgmt. Sourcing Framework Design & Implementation**
Objectives: New Sourcing Model and business cooperation framework
Role: Project lead
Budget: 0.2 million CHF
Result: New process, refined operating model, strategic suppliers defined, implementation project started, documentation and directive adjustment

31 Project name: **Procurement organization rollout in 5 countries (including SAP)**
Objectives: Luxembourg, Germany, Austria, United Kingdom, Ireland
Role: Project sub-lead (for sourcing related parts)
Budget: Central budget
Result: Project successfully executed (step-wise approach, 4 months/country)

32 Project name: **EU Regulatory Reporting Engine / Products (PRIIP/KID)**
Objectives: Partnership agreement negotiation, RFP to identify global legal partner
Role: Sourcing lead
Result: Project successfully executed

2014 **33** Project name: **SIX Service Sourcing Framework Re-Designed / Implementation**
Objectives: New standard terms, contract templates, rate cards, preferred supplier
Role: Project lead
Result: project successfully executed and staff as well as stakeholders trained

34 Project name: **SIX Sourcing Organization Re-Engineering /Service Team**
Objectives: Refined Procurement organization; hire and fire
Role: Project lead
Result: New sourcing service team designed and implemented

	35	Project name:	**SIX Trade Repository Initiative**
		Objectives:	New Trade Register, RFP and Partner nomination
		Role:	Sourcing lead
		Result:	New Swiss Market standard implemented (in cooperation with LSE)

	36	Project name:	**UBS Global Staff Vetting**
		Objectives:	Global Process standardization, request for proposal for partners
		Role:	Project support; lead for certain work packages
		Result:	Standards defined and work packages successfully executed

2013 **37** Project name: **UBS Inter-/Intranet Content Management Utility**
Objectives: IT und Business Process Outsourcing, Request for Proposal
Role: Sourcing lead
Result: Project executed; several awards winnings (Initiative as itself)

38 Project name: **UBS Risk & Security IT Sourcing Plan**
Objectives: Design- and Implementation on a global level
Role: Sourcing lead
Result: Workshops Krakow/Zurich/London; successfully implemented

39 Project name: **BPO & KPO Sourcing Optimization (ECHO Initiative)**
Objectives: New global roles, -seniorities, -framework, -documentation
Role: Project sub-lead
Result: Standards defined and work packages successfully executed

2012 **40** Project name: **Rollout IT Outsourcing Framework in Americas Region**
Objectives: Knowledge Sharing, Global Standardization, Local Sourcing in USA
Role: Project lead, Expat agreement (New York City)
Result: Training plan designed and executed, stakeholder satisfaction

41 Project name: **Rollout IT Outsourcing Framework in APAC Region**
Objectives: Knowledge Sharing, Global Standardization
Role: Project lead, Short Term placement agreement (Singapore)
Result: Training plan designed and executed, stakeholder satisfaction

42 Project name: **Global Lead Sourcer Eastern Europe Supplier (Role Development)**
Objectives: Delivery Model Krakow implemented, Lead Sourcer i.e. EPAM/Luxoft
Role: Global lead sourcer
Result: Spend consolidation, business development, stakeholder management

2011 **43** Project name: **IT Outsourcing Framework Agreement Implementation**
Objectives: Framework agreement optimization and implementation
Role: Project lead
Result: approx. 50 agreements executed with strategic. and niche IT suppliers

44 Project name: **Securities Services CH Outsourcing (IT/Ops) / Helvetia Initiative**
Objectives: Sourcing Approach design and request for proposal execution
Role: Sourcing lead
Result: Top Contract with excellent service delivery; high customer satisfaction
400 Staff transfer (OR 333) / Output transfer to global scorpion initiative

45 Project name: **IT Outsourcing Sourcing Governance (i.e. Deal Approval Board)**
Objectives: New Governance Model design and implementation
Role: Project sub-lead (in cooperation with Group Commercial Services)
Result: UBS Deal Approval Board for Corporate IT globally implemented

2010 **46** Project name: **IT Outsourcing Framework Agreement Design**
Objectives: Framework agreement design and approvals received
Role: Project lead
Result: Standards defined (in cooperation with Legal, Risk, Compliance, IT)

47 Project name: **IT Outsourcing Web Services (Intranet) Designed & Rollout**
Objectives: Self Services, Visibility, Stakeholder Satisfaction
Role: Project lead
Result: Customer satisfaction, global visibility (i.e. continental Europe region)

48 Project name: **IT QA Testing Services Framework Partner (UBS IT Switzerland)**
Objectives: RFP, Negotiation, Contracting, Transition, Testing Optimization
Role: Sourcing lead
Result: Top Contract with excellent service delivery; customer satisfaction
40 Staff Transfer (OR 333)

2009 **49** Project name: **UBS Contractor Sourcing Model CH (Design & Implementation)**
Objectives: Supplier consolidation and Managed Service Approach Implementation
Role: Project lead
Result: RFP Payrolling (200 to 20, 1 Preferred), 200 framework agreements
changed; Contractor sourcing model re-engineered and implemented

50 Project name: **UBS New Central Supply Management / Deal4$ Initiative**
Objectives: Procurement organization centralization supported, quick wins realized
Role: Project lead for workstream Contractor & IT Consultants Switzerland
Result: Savings realized, preferred supplier scheme and rates implemented

51 Project name: **IT Consultant Framework Agreement Revision**
Objectives: Contract framework and Standard Term revision
Role: Project lead
Budget: 0.1 million CHF
Result: approx. 100 framework- and price agreements updated

2008 **52** Project name: **UBS Group Efficiency Program - Procurement**
Objectives: Decentral Procurement organization optimization initiative
Role: Project support consulting-, contractor- und offshoring-streams
Result: Saving potential analysis for spend volume > 1 Billion CHF p.a.
UBS contractor sourcing capability model designed

53 Project name: **UBS RfP COBOL Mainframe Development Center (On- & Offshore)**
Objectives: RFP for 20 Mio CHF Spend for IT Services (2009, 2010)
Role: Sourcing lead, Core Team UBS IT Offshoring mandate
Budget: 0.2 million CHF
Result: 2 Vendor contracts signed. DevCenter: Zürich (CH) & Hyderabad (IND)

54 Project name: **UBS IT Sourcing Manager Switzerland (web based)**
Objectives: RfP Platform for E Sourcing (IT Resources & Small IT projects)
Role: Project lead
Budget: 0.1 million CHF
Result: Plattform live! Process Live! ~100 IT Suppliers in Switzerland Online.

2007 **55** Project name: **MBtech Post Merger IT Integration (company in Michigan, US)**
Objectives: 2 data center modernized and 200 clients rollouted. New Voice and
carrier infrastructure implemented. Close to Daimler but independend
Role: Project lead
Budget: 0.6 million EUR (excluding IT assets)
Result: Project executed and customer satisfaction

56 Project name: **MBtech Business Notebook/Desktop Rollout (1'000 devices)**
Objectives: Device exchange and rollout new clients
Role: Project lead
Budget: 1.1 million EUR
Result: Device Rollout done

57 Project name: **MBtech IT Labor Optimization**
Objectives: IT Configuration-, Release-, Availability- und proactive Problem Management implemented; IT Lab designed and integrated.
Role: Project lead
Budget: 0.05 million EUR
Result: Processes implemented and reviewed (PIR)

2006 **58** Project name: **MBtech RfP IT Outsourcing (Onshore)**
Objectives: Request for Proposal, Vendor consolidation, Service specification 2nd level, IT Lab, Onsite Support, CAD/CAE Operations/Consulting
Role: Project lead
Budget: 0.2 million EUR
Result: 3 Vendor contracts signed. Stakeholder Satisfaction

59 Project name: **New Procurement organization MBtech Group**
Objectives: Procurement function implementation
Role: Project support and lead for workstream IT
Budget: 0.05 million EUR
Result: concept, framework agreement, target prices, saving potential defined

60 Project name: **MBtech IT Service Management update**
Objectives: IT Service process ITIL conform refined and documented
Role: Project lead
Budget: 0.05 million EUR
Result: Process landscape, new corporate, team and service processes

2005 **61** Project name: **New Horizon for MBtech Group**
Objectives: Corporate Strategy update
Role: Project support workstream IT
Budget: 0.05 million EUR
Result: New Mandates defined for Office Communication and Computer added area's globally and all branches and subsidiaries.

62 Project name: **IT Procurement for MBtech Group**
Objectives: Design & Implementation related processes and procedures Awarded Sale & Lease back model implementation
Role: Project lead
Budget: 1.00 million EUR
Result: new standards, frameworks and operations implemented, stakeholder satisfaction; Siemens Finance & Leasing award received

63 Project name: **MBtech Post Merger IT Integration (Engineering company)**
Objectives: 200 Employees, Infrastructure, processes and procedures
Role: Project support
Budget: 0.1 million EUR
Result: Integration concept and management documentation

2004 **64** Project name: **ERP Solution for MBtech Group**
Objectives: Solution Design and Implementation (including RFP)
Role: Project support in working group SAP
Budget: 0.05 million EUR
Result: Project successfully executed and solution implemented

65 Project name: **MBtech Business Notebook/Desktop Rollout (500 devices)**
Objectives: RFP, Delivery concept (HW/SW), Devise rollout new clients
Role: Project lead
Budget: 1.2 million EUR
Result: Device Rollout done

2003   **66** Project name: **Independent MBtech Group IT Platform und Services**
Objectives: Strategy, concept, decision paper and execution (Data center, clients)
Role: Project support (and work package lead)
Budget: 1.4 million EUR
Result: Project executed, business as usual operation started (steady state)

67 Project name: **New Sales and Sales Controlling IBS Group (Siemens subsidiary)**
Objectives: Design & Implementation with partner McKinsey
Role: Project support (workstream product sales)
Budget: 1.0 million EUR
Result: Project executed, new processes and tool implemented (tool: VIMS)

2002   **68** Project name: **IBS Maintenance Software customizing for Lufthansa Technik**
Objectives: Solution implementation for Client (Maintenance Software)
Role: Project support, sales post-sales consulting
Budget: 0.2 million EUR
Result: Pilot at Frankfurt Main Airport, project successfully implemented

69 Project name: **Siemens Software customizing for Deutsche Post**
Objectives: Solution implementation for Client (Reading & Coding Software)
Role: Project support, project manager assistant
Budget: 15.0 million EUR (2000, 2001 and 2002)
Result: project successfully implemented (in all logistic centers in Germany)