Qualification Profile

Thomas Blum
Dipl.-Ing.
Mobile   +49 (0) 0171 9933072
Email   thomas.blum@blum-cct.de
Internet   www.blum-cct.de

Branches

Industry, Retail, eBusiness, IT, Logistics, Services

Position (s)

- Head of Global IT Sourcing & Services
- Head of IT Division Demand and Portfolio Management
- Program Manager / Senior Consultant / Coach

Summary current achieved business results

- Implementation of the **IT strategy** for an europeanwide retail company within **approx. 3 months**
- **Implementation of a digital transformation program incl. SAP ERP Retail / FiCo, Product Lifecycle Management** for an international retail company within **24 months using agile methods**
- **Negotiation lead IT for complex global sourcing projects** (e.g. SAP©, Oracle©; cost reduction often > 50% per negotiation)
- **Development and implementation** of a modern **IT Sourcing & Service vision** (incl. vendor management) Overall goal: **Commercial and content related optimization of purchase costs** for external services and products (licenses, projects , network/ infrastructure/ HW/managed services)
- Responsible for the non-merchandise **purchase process** (coverage 90% of IT purchase volume; based on SAP SD/MM, > 600 IT contracts)
- Program Manager of large **Outsourcing Projects**
- Responsible for **division budget** and management

Current Projects:

- Digital **Transformation** Program including **Tendering** / **Negotiation** for an **ERP Retail Solution**
- Implementation of **Data Governance** at an international Trading Company

Thomas Blum

Skill Profile

Overview of the main positions, topics and projects since 2002 until today

Companies	gicom	**KARSTADT**	ESPRIT	BLUM MANAGEMENT CONSULTING
Positions	Senior Consultant	Head of IT Demand and Portfolio Management IT Demand & Portfolio	**Head of Global IT Sourcing & Services**	Senior Consultant
	2002 2003 2004 2005 2006	2007 2008 2009	2010 2011	2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022
Main Topics	- **Strategic Procurement** and **Vendor management**	- Head of **IT Demand and Portfolio Management**	- Head of **Global IT Sourcing & Services**	- **Senior Consultant** with main focus on - **IT Governance** (IT Strategy & Sourcing, IT Portfolio Management, Digital Transformation / Transition Management) - **Data Governance**
	- **Outsourcing Logistics**	- **Program Manager Outsourcing** of internal IT services to an international IT service provider	- **Tenders, Negotiations** of Licenses, Projects and Services	- **IT Strategy & Sourcing** (Tenders / Benchmarks / Negotiations) e.g. - Applications / Systems: ERP systems, product lifecycle management, assortment & merchandise Planning etc. - Licenses: SAP licenses - Services: On Premise, Cloud, SaaS Services, Data Center / Hosting Services - Projects: Digital Transformation Projects, Migration Projects
	- **Supply Chain Management / CPFR**	- Manager of a Retained organization	- Service Level Management	- Enterprise Architecture; IT Service Management, Information Security
Others	**Coach, Interim Manager, Specialist Author, Key Note Speaker**			

Current Projects:
- Digital **Transformation** Program including **Tendering / Negotiation** for an **ERP Retail Solution**
- **Data Governance** with optimization of the **Web Shop** and increase in **Assortment profitability**

Skill Profile

Freelancer
(Blum Management
Consulting
  since 06.2020

Project: Digital transformation program with selection and introduction of an ERP solution in the furniture trade

- Support of the customer in the evaluation of ERP market solutions / system selection
  (Focus on ERP, merchandise management, eCommerce)
- Tendering and negotiation with suppliers including reporting to the C-Level of customer management and the steering committee
- Close cooperation with the client's legal department
- Support in the preparation of the tender documents with regard to the IT systems to be used, requirements for IT operations (including SLAs) as well as system integration and IT architecture
- Coaching of customer employees during the introduction and transformation (program management, organizational change management, technology and development)

Freelancer
(Blum Management
Consulting
  since 10.2019

Project: Project management, project optimization, online customer offerings, increasing product range profitability and optimizing business processes

- Conception and implementation of data governance throughout the company - introduction of company-wide master data management
- Optimization / expansion of the customer online shop and the mobile app – increase in assortment profitability
- Key figures / optimization of the success control in reporting between the purchasing / sales views

Freelancer
(Blum Management
Consulting
  02.2021 – 04.2021

Project: Support negotiation of a holistic company solution based on cloud solutions in the pharmaceutical industry

- Support of the customer in negotiating a holistic company solution based on cloud solutions
- Analysis and evaluation of the organizational effects of the implementation of the contract on the customer organization
- Coaching of customer employees

Freelancer
(Blum Management
Consulting
  12.2018 – 09.2019

Project: Project portfolio management at an international service provider in the field of high-tech ergonomics, CAD, PLM & ERP

- Strategic consultant for the management and executives
- Consultation and support in setting up / establishing the project portfolio management for the categorization, prioritization of projects, planning for controlling projects and decision-making processes of the entire corporate group
- Further development of the project management method
- Support in ensuring optimal resource planning and management for the project portfolio by adequately allocating the available human and financial resources to the respective projects
- Implementation of powerful processes, methods and tools for project portfolio formation and control and their ongoing development
- Coaching of customer employees

Skill Profile

Freelancer
(Blum Management
Consulting
  since 05.2019

Project: Contract Management / Transfer of Group contracts on subsidiaries
- Transfer of Group contracts to subsidiaries and transfer of required tasks and responsibilities
- Know How transfer to the customer

Freelancer
(Blum Management
Consulting
  12.2018 – 04.2019

Project: Benchmarking / Negotiation of SAP Hosting Services for an international Retail Company
- Benchmark of SAP hosting services for the entire IT system landscape (including SAP BW / 4HANA, SAP CAR)
- Defining the negotiation strategy for complex IT operations and data center services in the area of outsourcing
- Lead Negotiator in negotiations with the service provider including the reporting to the C-level of the customer management
- Coaching of customer employees

Freelancer
(Blum Management
Consulting
  12.2018 -01.2019

Project: IT strategy and project portfolio management at an international furniture retailer
- Strategic consultant for the management and executives
- Consulting and support IT strategy, establishing and controlling the project portfolio of the entire corporate group
- Support in the introduction and implementation of IT governance (IT project portfolio management, enterprise architecture, IT sourcing, IT demand management, IT controlling, IT service management)
- Implementation of powerful processes, methods and tools for project portfolio formation and control and their ongoing development
- Coaching of customer employees

Freelancer
(Blum Management
Consulting
  01.2017 – 12.2018

Project: Merchandise and Assortment Planning with SAP Retail integration for an europeanwide retail company
- Development of the negotiation strategy for the tender and provide support for the bidder evaluation
- Lead contract negotiator of the tender to select purchasing solutions and implementation partners to ensure the results desired by the customer
- Project management for project initialization, customer project management and reporting to the C level of the customer management and steering committee
- Development and adaptation of the future IT system map including organizational transition of the company and the investment / portfolio management
- Coaching of client employees

Skill Profile

Freelancer
(Blum Management
Consulting
  03.2016 – 12.2016

Project: Integration of a Product-Lifecycle-Management Tool (PLM) in SAP Retail for an europeanwide Retail company
- Project manager for project initialization and reporting to the C level of the customer management and steering committee
- Integration on business process and organisational level
- Technical integration of applications and system infrastructure into a SAP centric IT landscape

Freelancer
(Blum Management
Consulting
  01.2016 – 03.2016

Project: IT Governance incl. IT Portfolio Management, IT Enterprise Architecture Management
- Revise and customize the IT strategy
- Optimization of project investments / multi-year planning including budget and resources
- Conception and implementation of the information and integration architecture for product development, ERP, logistics and reporting (processes, organization, technologies)
- Setting up application support and ensuring IT Services (SLAs)
- Coaching of customer employees

Freelancer
(Blum Management
Consulting
  01.2013 – 01.2016

Project: Digital Transformation Program with SAP Retail / FiCo and a **Product-Lifecycle-Management Tool (PLM)** for an europeanwide Retail company
- Support of the customer in the system selection (focus ERP, ERP, planning, coupling eCommerce, PDM)
- Support in the preparation of tender documents in relation to IT systems to be deployed, requirements for IT operations (including SLAs) as well as system integration and IT architecture
- Tendering and lead negotiator (Licenses, Implementation Project, Application Management, Data Center services and SLAs) including reporting to the C level of the customer management and the steering committee
- Close cooperation with the legal department of the customer
- Coaching of customer employees during the introduction and transformation (program management, organizational change management, technology and development)

Freelancer
(Blum Management
Consulting
  09.2012 – 03.2013

Project: IT Strategy for an europeanwide Retail company within **approx. 3 months** and **Consulting in a company wide RfP (ERP)**
- Definition of future IT Strategy for IT applications, organisational requirements and project / innovation management incl. cash out and P&L impacts
- Client support in application system analysis and negotiation with suppliers with reporting to the steering board (C-Level)
- Pro-active support of clients implementation of the IT strategy
- Coaching of client employees

Skill Profile

Freelancer
(Blum Management
Consulting
 12.2012 – 02.2013

Project: Interim Sourcing Manager for a global lifestyle company

- Definition of the negotiation strategy for complex outsourcing services (Licenses, Implementation Project, Maintenance, Data Center services)
- Cost reduction of more than 10%
- Pro-actively engagement of internal and external key stakeholders and management of internal relationships
- Value driven solutions with effective "strategic cost management"
- Lead-Negotiator and responsible for contract closing
- Coaching of client employees

Freelancer
(Blum Management
Consulting
 01.2012 – 08.2012)

Project: Requirements Engineering and Change Management for a global machinery construction company

- Optimization of requirements and definition of requirement KPIs
- Concept and realization of practical oriented requirement engineering trainings
  (Basis existing requirements 100%)
- Change Management with coaching of client employees

Freelancer
(Blum Management
Consulting
 05.2011 – 01.2012)

Project: Contract-/ Vendormanagement
for a multinational diversified industrial group

- Evaluation and analysis of multinational group wide IT contracts (Coverage of 100% of IT contract volume)
- Development of structured service specifications (focus IT infrastructure / ITIL) based on IT contracts
  (Data Center Services, Appl. Mgtm. SAP, Device Management)
- Strategy definition for the different IT categories and development of recommended proceedings for implementation
  (in cooperation with Business, IT Purchasing, internal IT subsidiary company)
- Contribution to transition planning
  (contains Insourcing of IT services)
- Consulting for a group wide IT contract management tool implementation
- Coaching of client employees
  (Contract-/ and Vendormanagement)

Skill Profile

Head of Global IT Sourcing & Services (Esprit, 05.2009 – 04.2011)	**Head of Global Division IT Sourcing & Services** within the Global IT Organisation of an internat. lifestyle company

Main Focus:
- Development and implementation of a modern IT Sourcing vision (incl. vendor management)
  Overall goal: Commercial and content related optimization of purchase costs (licenses, network/infrastructure/HW/hosting)
- Lead negotiator, redline and framework contracts for global and continental In-/ Outsourcing (e.g. SAP, Oracle, JDA, Microsoft), ensure flexibility, eliminate risks and compliance over contract term and migration (Cost reduction mostly > 50% per negotiation with optimal payments)
- Supplier consolidation on top suppliers (Turnover share top suppliers > 80% on total purchase volume)
- Contract- and vendor manager with KPI/SLA monitoring and performance measurement; realisation of claims in case of breaking SLAs (Coverage 100% of top supplier)
- Responsible for the non-merchandise purchase process (coverage 90% of IT purchase volume and based on SAP SD/MM) and global contract management (> 600 IT contracts, 100% coverage)
- Standardization of IT contracts and risk management (Coverage > 90% IT contracts; considering ITIL standards)
- Ensure current and continued compliance with all regulatory procurement requirements and internal/external policies (Coverage IT standard contracts > 90%)
- Responsible for division budget and management of 5 FTE

Head of IT-Governance Demand & Portfolio Management (Karstadt Warenhaus, 05.2007 – 04.2009)	**Head of Division Demand & Portfolio Management** within the Karstadt IT-Governance organisation

Main Focus:
- Implementation & change mgtm. of the demand & portfolio management to control the IT investments (coverage 100%)
- Optimisation of the IT procurement & ordering processes and responsible manager for group wide IT-Governance solutions
- Management Consulting and Coaching of board members in strategic topics (e.g. Strategy Procurement, Strategy Multi Channel)
- Responsible for budget and management of 7 FTEs

Program Manager IT-Outsourcing (Arcandor 05.2007 – 10.2008)	**Program Manager for IT-Outsourcing** for an internat. retail and mail order company (Arcandor)

Main Focus:
- Negotiation lead for projects & consulting in negotiation with IT-Outsourcing companies
- Responsible program manager of the transition/transformation/change management program
- Reporting to the holding board of managers

Skill Profile

Senior Consultant Logistics (Gicom 10.2005 – 04.2007)	**Senior Consultant Outsourcing of Logistic Services** of a retail company (Karstadt) <u>Main Focus</u> • Development / implementation of services and organisational changes of a retained service center • Logistic fiscal year planning and controlling of external service provider • Allocation and accounting of logistic costs (based on process cost calculation) for int. and ext. clients • Client management of the IT development department

Senior Consultant Strategic Procurement and Supplier Management (Gicom, 04.2002 – 09.2006)	**Senior Consultant Strategic Procurement and Vendor Management** for KarstadtQuelle
	 <u>Main Focus:</u>
	 • Strategic procurement consulting and program management including
	   • development and positioning of the strategic procurement organisation and processes,
	   • development of IT-Systems (SAP und NON SAP-Systems),
	   • Transition from project to support
	 • Responsible for the realisation, controlling, and change and transition management of the overall goals of the Strategic Procurement organisation
	 • Planning, controlling, coordination of test management and realisation of group wide Revision project audits

Coach Supply Chain Management (CPFR) (Gicom, 02.2006 – 09.2006)	**Coach** for **Supply Chain Management CPFR (Continuous Planning, Forecasting and Replenishment**) of an internat. retail company (KarstadtQuelle) <u>Main Focus:</u> • Study CPFR and Optimising Strategy for supply chain management and CPFR for a scalable group wide solution • Work out of recommendations and a concept for the implementation project; change management and coaching the team members during the realization
Trainer and Coach of Project Managers (Gicom, 04.2005 – 09.2005)	**Trainer and Coach** of Project Managers of the **New Media/eLearning division** <u>Main Focus:</u> • Training of basic knowledge / methods / tools of project management (PMBOK, PMI) • Coaching the participants in division projects

Skill Profile

Senior Consultant eBusiness / eCommerce
(GIP AG,
  01.2000 – 02.2002)

Senior Consultant and **Coach** for **eBusiness/eCommerce** and **Mergers & Acquisitions** of Online Retailer
Main Focus:
- Analysis and evaluation of business cases of mergers & acquisitions
- Development of recommendations and catalogue of organisational measures for the executive management
- Preparation and consulting during the technical due diligence and the implementation phase to achieve the expected results

Senior Consultant
(Accenture,
  07.1999 – 12.1999)

Senior Consultant in an international Consulting Company for the **Global Network**
Main Focus:
- Evaluation and implementation of optimizing activities for the global network of the company
- Analysis, design und implementation of a Internet/Intranet based system management solution

Technical Project Manager
(HAND GmbH,
  01.1997 – 06.1999)

Technical Project Manager for an **European Research and Development Project** (**Traffic Telematics**)
Main Focus:
- Application for project and project funds (European Commission)
- Initialization and technical project management with european partners
- Periodical reporting to the European Commission

Quality Manager
(HAND GmbH,
  03.1996 – 12.1999)

Quality Manager for an international Service Provider Company in the area of **Air Traffic Control**
Main focus:
- Implementation and responsible manager of a company wide DIN EN ISO 9001 conformal QM-System and a development standard
- Successful certification DIN EN ISO 9001 after 9 months
- Change Management with roll out of the standards and continual improvements (KVP)
- Responsible manager of the division
- Support for Marketing and Sales division in case of Tenders and Audits

SW-Developer and Technical Project Manager
(PROFI Engineering Systems,
  07.1993 – 02.1996)

SW-Developer and Technical Project Manager of an **IBM Center of Excellence** Partner with international Clients in the industrial area
Main focus:
Software Development and simulation and optimization of technical devices

Skill Profile

Additional Skills

Training / Seminars (2002 – 2006)	Trainer of the International Institute of Research (IIR) Topic "Professional Requirement Analyses" and "Professional Master Data Management"
Author (Abstract) (since 1996)	▪ Author " Wie Sie die Informationssicherheit im IT-Einkauf verankern (E-Book)", TÜV Media GmbH ▪ Author Topic „IT Security Aspects for the Requirement Phase" and „IT-Security Requirements and Quality Management" for the loose-leaf-collection „Information Security Management – Praxishandbuch für Aufbau, Zertifizierung und Betrieb", TÜV Verlag ▪ Co-Author of Specialist Books „QM-Optimizing of Software Development ", Vieweg Verlag„Introduction of Software Quality Management", Vieweg Verlag
IT Knowledge	ERP / Contract Management ▪ SAP Operation Systems and Applications ▪ Windows and UNIX ▪ MS Office Suite /MS Project /MS Access, Visual Studio SW- Development ▪ C/C++, Java, FORTRAN, HTML, XML, Java ▪ HOST Systems Databases ▪ Internet Databases ▪ Oracle
Standards and Methods	Project Management ▪ PRINCE 2, PMBOK, IPMA, Agile project management (Scrum Master) ITIL V3 Foundation Certified International Standards ▪ ISO 9001 Reference Models IT-Governance ▪ ITIL, COBIT, Val-IT, TOGAF, CMMI SW-Engineering ▪ Object Oriented Development UML ▪ V-Model, RUP
Driver´s License	Class 1 (A) and 3 (B)
Foreign Language	German: native speaker English: fluently (spoken and written) – LCCI Level 3 certified French: working knowledge

Thomas Blum

Skill Profile

THANK YOU VERY MUCH FOR YOUR ATTENTION

I'M LOOKING FORWARD TO HEARING FROM YOU

BEST REGARDS

THOMAS BLUM

BLUM MANAGEMENT CONSULTING

MOBIL +49 (0) 171 9933072
EMAIL THOMAS.BLUM@BLUM-CCT.DE
INTERNET WWW.BLUM-CCT.DE