

CURRICULUM VITAE

PERSONAL DETAILS

Name: Martin Traube
Born: January 17, 1965 in Freiburg/Germany
Nationality: German
Languages: German, English and Portuguese

- Successful project experience over 17 years
- Specialist for integrated Supply Chain Management solutions in the SAP R/3 environment
- Excellent business experience in various industries
 - ✓ Oil&Gas - Upstream and Downstream
 - ✓ Pharmaceuticals and Chemicals
 - ✓ Food Industry
 - ✓ Electronics, FMCG
- Proven Project-/Team management experience
- Solid technical skills in ABAP/4

BUSINESS PROCESS KNOWLEDGE

- Transportation
 - Bulk transportation IS-Oil TD/TSW
 - In-/outbound shipments with LES
 - Shipment costing
- Excise Duty processing
- Purchasing
 - Standard Purchase-to-Pay
 - Exchanges
- Production Execution
 - PI Sheets & Interfaces, XML
 - Product Cost Planning
 - Capacity planning
- Stock Management
 - Inventory Controlling
 - Stock valuation, Account determination
 - Silo management, ASTM
- Planning
 - Business Planning, Production Planning, Demand Management, MRP

R/3 SKILL SUMMARY

- TDP Excise Duty determination, Licenses
- HPM ASTM-conversion, Silo management
- TD/TSW Bulk Shipments, Shipment Costing, Bulk Transportation, Bulk stock projection
- EXG B&L/B&S agreements, netting
- PP MRP, DRP, Supply Chain Management, Production Order Management, Order/Product Costing
- PP-PI Process Management, PI Sheets & Interfaces, Capacity Leveling, Integration with QM
- LIS Development of customized IS, Flexible Planning, integrated S&OP, Demand Planning
- MM Inventory Management, Batch management, Physical Inventory, Purchasing
- SD Transportation, LES
- FI MM Account determination
- CO Material Ledger/Actual costing, Product costing
- ABAP Solid technical skills, Custom Development

R/3 PROJECTS

Aug 2006 – present *SAP AG* *London, UK*

SHELL

OIL&GAS, DOWNSTREAM

SAP Solution Architect Hydrocarbon management HM – lead consultant in HM responsible for all design and integration issues

- Shell team lead for a Custom Development Project (CDP) in conjunction with SAP AG for enhanced functionality on excise duty
 - ED handling in inter-company business processes
- Global design for excise duty handling/reporting
- TSW Bulk Stock Projection Worksheet
- TSW/TD Bulk stock transportation

Mar 2006 – Aug 2006

IBM

Zagreb, HR

INA

OIL&GAS, DOWNSTREAM

Senior Consultant/Sub-team lead Hydrocarbon management HCM

- Excise duty
- Crude Logistics (Purchasing, Transportation)
- Bulk Stock management
- Shipment Costing

Dec 2005 – Jan 2006

IBM

Warsaw, AT

PKN ORLEN

OIL&GAS, DOWNSTREAM

HM Lead Consultant during the bidding phase for IBM

Dec 2005

IBM

London, UK

BP

OIL&GAS, DOWNSTREAM

HM Lead Consultant during the bidding phase for IBM

Dec 2004 – Jan 2006

IBM

Vienna, AT

OMV

OIL&GAS, DOWNSTREAM

Integration Lead Consultant responsible for all Logistics/FI cross-module processes

- Stock valuation strategies using Material Ledger/Actual Costing
- MM account determination
- SD Pricing
- Physical Inventory
- Freight costing
- Excise duty

Sep 2004 – Dec 2004

IBM

Hamburg, DE

SHELL

OIL&GAS, DOWNSTREAM

Project Delivery Manager – functional/technical requirement specification for OECD/Transfer Pricing reporting requirements, ED determination

May 2004 – Sep 2004

Vevey, CH

NESTLÉ

FOOD INDUSTRY

PP-PI lead consultant for the central *Technical&Production* team

- Specification, Customizing and XML-Development of browser based PI-sheet functionality
- Integration with WM
 - ✓ Pallet management, RF transactions
- Integration with QM into PP/MM processes

- ✓ Material reconciliation

Feb 2004 – April 2004

accenture SpA

Rome, IT

JANSSEN & CILAG

PHARMACEUTICALS

PP-PI development project for an extended *IS-Pharma* solution. Team lead for 8-10 developers. Design and development of a new customizing and master data layer to facilitate standard SAP customizing for browser-based PI sheets and maintenance of Master recipes

- Process Management
 - ✓ Browser-based PI sheets
 - ✓ XML-Developments
 - ✓ Engineering Change Management
- Integration of QM
- Electronic Batch Record, Digital Signatures, Material Reconciliation

Jan 2004

SAP AG

Rotterdam, NL

KUWAIT PETROLEUM BNL

OIL&GAS, DOWNSTREAM

Scope study as part of the project tendering preparation

- PP-PI – Implementation review for PP-PI/HPM for the lubricant business unit
- SD – Sales and Distribution for lubricants
- HPM – Storage/Transportation of Fuel/Gas products
- CO-PC – product costing/transfer pricing for lubricants

July 2002–Nov 2003

Hamburg/Brussels, BE

PANASONIC INDUSTRIAL EUROPE

ELECTRONICS

PANASONIC BATTERY SALES EUROPE

CONSUMER GOODS/FMCG

PP Lead Consultant for the Pan-European Implementation of S&OP from Business Planning to MRP

- Design and Development for an integrated S&OP based on Standard SAP
 - ✓ Operational Planning
 - ✓ Financial/Business Planning
- Customer-specific ABAP-Developments for LIS and Flexible Planning, CRM
 - ✓ Product life-cycle management
 - ✓ Management of planning activities via new user interface
 - ✓ Forecast approval
- Development of Analysis and Management tools for Business&Operational Planning
- Integration with CO-PA
- Data Migration Manager for SOP, SD and MM related information

Aug 2003

SAP India

New Delhi, IN

ONGC INDIA LTD.

OIL&GAS, UPSTREAM

Pre-GoLive Project Review on behalf of SAP AG/Germany

- HPM – Primary transportation of oil products
- PP-PI – Implementation review for PP-PI/HPM in an Upstream environment
- CO-PC – Implementation review for Upstream-Production related Product Costing
 - ✓ Management of by-/co-products

Aug 2001 – May 2002

Rio de Janeiro, BR

EXXONMOBIL BRASILEIRA DE PETROLEO LIMITADA, BRAZIL

OIL&GAS

Rollout Manager Supply Chain/PP-PI Lead consultant for the Brazilian rollout of the global Template (see below)

- Localization of global template according to Brazilian legal requirements
 - ✓ Handling of *Nota Fiscais* within the existing template
 - ✓ Capacity Leveling, Finite Scheduling

- HPM – Primary transportation and Fuel storage

May 2001–July 2001

SAP AG

Paris, FR

CIS BIO INTERNATIONAL, SCHERING GROUP

PHARMACEUTICALS

Co-Project Manager; MM/PP-PI Lead for the Business Blueprint based on *R/3 SAP Best Practices*

4.6c considering cGMP requirements

- XML PI-Sheets, PCS-Interfaces
 - ✓ Electronic Batch Record, Digital Signatures, Material Reconciliation
- Active Ingredient Management
- Capacity Leveling
- ASAP Methodology (SAP Best Practices)

Jan 2001–March 2001

Fairfax, VA

EXXONMOBIL FAIRFAX, VA

OIL&GAS

Design&Implementation of POI interfaces *SAP R/3 ↔ Manugistics*

- Manugistics NetWORKS Demand, Fulfillment, Scheduling
- Technical specifications, IDocs, RFC for the Integration of Manugistics into the R/3 Environment
- Data migration coordinator for all planning relevant data

Oct 1998–Jan 2001

PwC

Brussels, Singapore, Tokyo

EXXONMOBIL CORPORATION, BRUSSELS/SINGAPORE/TOKYO

OIL&GAS

Team lead; PP-PI Lead consultant, Design&Implementation for the global STRIPES template, rollout in Europe and Asia

- Supply Chain Management for Lube products, LIS integration
 - ✓ Demand Forecasting based on customized history (LIS)
 - ✓ Development of analysis and management tools
 - ✓ Flexible planning, SOP, Integration with CO-PA
- MRP, DRP
 - ✓ Multiple planning strategies per product
 - ✓ Inter-Company Business
 - ✓ DRP, Deployment
 - ✓ Integration of Purchasing
- Capacity leveling, Detailed Scheduling
 - ✓ Rough-Cut planning
 - ✓ Finite Capacity Planning using the Planning Table
 - ✓ Planning/Management of storage capacities (tanks)
- PP-PI, Process management, PI Sheets & Interfaces
 - ✓ Development of PI-Sheets
 - ✓ Design and testing of Interfaces to PCS using PI functionality
 - ✓ Exception handling for PI
- Product costing/Transfer pricing
- Inventory management, Batch management, Physical Inventory
- HPM
 - ✓ ASTM integration, Silo management
 - ✓ Special customer developments for PI
- TD - Bulk shipments
 - ✓ Transportation planning
 - ✓ Shipment costing

July 1999–Mar 2000

SAP Malaysia

Kuala Lumpur, MY

PETRONAS BHD., KUALA LUMPUR

OIL&GAS

PP-PI Prototype/Implementation for the Petronas Lubricant Business Unit

- Demand Planning, MRP/DRP for Lube products
 - ✓ Cross-company environment
- Process Order management
 - ✓ Scheduling
 - ✓ Product costing, Variance calculation & Settlement
- Process management, Capacity leveling
 - ✓ PI Sheets
- Integration with QM

April 1997–Sep 1998

novasoft (Asia) Pte. Ltd.

Singapore

CALTEX GROUP OF COMPANIES, SINGAPORE

OIL&GAS

MM/PP-Team lead for the Asian Regional Prototype, CGCS rollout project, MM/PP- lead consultant

- Supply Chain Planning, Demand Planning, MRP for Lube products
 - ✓ Forecasting, Flexible Planning
 - ✓ Analysis and Reporting tools
- Production order management
 - ✓ Creation, Scheduling, Execution and Settlement
 - ✓ Product costing
 - ✓ Reporting
- Procurement/Purchasing & Invoice verification
- TD Design (1.0c)
 - ✓ Inter-Company business for Lubes and Fuels
- Exchanges
 - ✓ Borrow/Loan & Buy/Sell for Fuel Business
 - ✓ Inter-company business for Fuels
- TDP
 - ✓ Prepaid licenses
 - ✓ ED determination
 - ✓ Analysis on Special Ledger

Dec 1996–Jan 1997

novasoft (Asia) Pte. Ltd.

Singapore

CALTEX OIL THAILAND, BANGKOK

OIL&GAS

Extension of existing procurement process

- Design, Implementation and Training for Electronic PR-Processing for consumption materials
 - ✓ Classification based
 - ✓ Integration with Workflow

July 1996–Sep 1996

novasoft GmbH

Heidelberg

KNOLL AG, GERMANY

CHEMICALS

- ABAP – Project Repository Evaluation

OTHER R/3 EXPERIENCE

Aug 2003

SAP AG

Hamburg

SM220

Training course for Demand Planning with APO4.0

Jan 2000

SAP AG

Walldorf

ASAP 4.6B FOR IS-OIL

Co-Development of ASAP Q&Adb for 4.6 IS-Oil (Business Scenarios for industry specific solution)

July 1999

SAP AG

Walldorf

AP210, AP215

Training courses for Demand Planning, Supply Network Planning with APO1.1

May 1999

SAP AG

Walldorf

IS-OIL TRAINING DEVELOPMENT IOG150

Co-Development of SAP Customer Training course IOG150 Supply Chain for IS-Oil 1.0D/4.0B

OTHER BUSINESS EXPERIENCE

March 1992–June 1996

PSI AG

Berlin, Germany

BUSINESS APPLICATION CONSULTANT

Project Manager, System Design/Implementation in various Industry Sectors

- Media, Private TV
- Telecom
- Chemical/Pharmaceutical Industry
- Utilities

SYSTEM/TECHNOLOGY BACKGROUND

- SAP R/3 2.2, 3.0, 3.1, 4.0B, 4.6B, 4.7C
- ABAP/4, IDocs
- Manugistics Networks Solutions 6.0
- HTML, ASP programming, C, TCL, PHP
- Ingres, Oracle, Sybase database developments