



Name Stefan Friederich
Resident Stuttgart, Germany

Foreign language english

Professional Career – SAP BI / BW Consulting

2016 -> today	SAP Solution Architect Business Intelligence, Project Manager, Development and Support Stefan Friederich Business Information Consulting GmbH / sfbic consulting GmbH
2010 – 2015	SAP Solution Architect Business Intelligence, Project Manager, Development Logic1 GmbH
2009 – 2016	SAP Project Manager, Solution Architect, Development Stefan Friederich Business IT Consulting
2008 – 2009	SAP BI Project Manager, Solution Architect, Development FIVE1 GmbH & Co. KG
2004 – 2008	SAP BI Solution Architect, Development IBSolution GmbH
2001 – 2004	SAP BI Senior Consultant, Development SAP SI AG, SAP AG
Focus	SAP experience since 2001 in several consulting companies, focus on SAP Business Intelligence reporting and planning, additional experience on own SAC and Datasphere Business Intelligence, BW/4HANA, BW on HANA, BPC embedded, SAP BW 7x, SAP BW IP, SAP BW 3.x, SAP CRM Analytics, Data Mining and continuously ABAP Development Supply Chain, Materials, Financials, Controlling, Sales and Distribution Scrum / Canban methodologies SAP Trainer SAP BW 3 and SAP BW 7 IT management, Managing Director

Experience since 2001

2024 - 2019	Heidelberg Materials AG, Heidelberg: Project Management, Development and Business Support
Short description	Development and Support BW/4HANA Migration Greenfield Project. Coaching, conceptional design, implementation and support enterprise reporting based on SAP ECC FI, CO ODP and BW 7 ODP data sources. Project management Canban based on Microsoft Teams, Jira, project language English. Usage of migration tool Chameleon.
SAP products	Development and Support BW/4HANA CAPEX Capital Expenditure and integrated WBS element and Budget creation and update in SAP ECC Development and Support BW/4HANA RCP Repair Cost Planning and integrated WBS element and Budget creation and update in SAP ECC
Details	SAP BW/4HANA (v1, v2), SAP BW analytical authorization, Eclipse BW, ABAP, HANA SQL Script modeling, BW BPC (IP), Enterprise Services (Service Consumer and Service Definition) Enterprise Data Warehouse, housekeeping and ongoing handover Extraktion FI GL/AR/AP/AA, CO CCA/PA/PCA HANA Studio calculation views, BW modeling Composite Provider, Query Designer, Lumira, Fiori, calculation views for Tableau Dashboards
2019 - 2013	MAQUET Holding B.V. & Co. KG / Getinge Deutschland GmbH, Rastatt: Project Management, Development and Business Support
Short description	Coaching, conceptional design, implementation and support enterprise reporting based on SAP BW in business sectors sales and distribution, purchasing, material management, controlling and financial accounting based on SAP ECC, ERP and non-SAP (Navision, Infor) data sources. Data modeling and data flow including integration into IBM Cognos front end reporting. Coaching, conceptional design, implementation and support group enterprise reporting and supply chain controlling including authorization.
SAP products	Project management. Project language German and English. SAP NetWeaver BW 7.x, SAP BW Authorizations, SAP BW 7.4 on HANA and BW 7.5 on HANA Migration
Details	Enterprise Data Warehouse planning and reporting, housekeeping, ongoing handover Supply Chain MM, SCM, SD, FI Accounting FI GL/AR/AP/AA, CO Supply chain planning and controlling SAP S&OP and SAP PBC embedded using Scrum project management HANA Studio BW modeling, calculation views, ABAP, AMDP
2016	B. Braun Melsungen AG: Development and Business Support
Short description	Support, conceptional design and documentation of BI housekeeping and handing over to the support team.
SAP products	SAP NetWeaver 7.x BW
Details	Check productive SAP BW system to propose housekeeping activities based on SAP Early Watch documents and ongoing housekeeping activities
2016 - 2015	ProMinent Dosiertechnik GmbH, Heidelberg: Project Management, Development and Business Support
Short description	Support, conceptional design and implementation existing integrated sales and distribution platform based on SAP SD, MM, FI and CO as well as coordination with sales and purchase planning using SAP BI IP. SAP-, MS Navision- and other UD connect data sources. Conceptional design of BW authorization.
SAP products	SAP BW 7.x
Details	Enterprise Data Warehouse planning and reporting SAP data sources, non SAP sources (MS Navision), others Data modeling and data flow Query Designer, BEx Analyzer

2016 - 2013	HeidelbergCement AG, Heidelberg: Project Management, Development and Business Support
Short description	Support, conceptional design and implementation purchase accounts payable reporting, Spend analysis based on SAP SD, MM and FI. Conceptional design and implementation BW authorization.
SAP products	SAP BW 7.x
Details	Enterprise Data Warehouse planning and reporting Supply chain controlling, material management, purchasing, financial accounting Data modeling and data flow SAP data sources, non SAP sources Query Designer, Web Application Designer, Crystal Reports
2012	Mainova, Frankfurt: Project Management, Development and Support
Short description	Support, conceptional design and implementation SAP BI authorization.
SAP products	SAP NetWeaver 7.0 BW, SAP IS-U, SAP GRC AC
Details	Documentation and handover
2012	SIEMENS AG, Duisburg: Project Management, Development and Support
Short description	Support, conceptional design and implementation profitability analysis reporting based on SAP ERP sources.
SAP products	SAP NetWeaver 7.0 BW, SAP ERP Oil & Gas, BEx Analyzer
Details	Enterprise Data Warehouse reporting Logistic extraction SAP MM, SD, PP, PS, CO SAP data sources, non SAP sources Query Designer, Web Application Designer
2012	E.ON AG, Hannover: Development and Support
Short description	Conceptional design and implementation profitability analysis reporting based on SAP ERP Utilities.
SAP products	SAP NetWeaver 7.0 BW, SAP ERP Utilities, BEx Analyzer
Details	Enterprise Data Warehouse and reporting ERP extraction CO, SD, PM, CS SAP data sources, non SAP sources Query Designer, Web Application Designer
2012 - 2010	E.ON AG, Essen: Project Management, Development and Support
Short description	Conceptional design and implementation sales and distribution reporting based on SAP CRM, SAP IS-U and other data sources.
SAP products	SAP NetWeaver 7.0 BW, SAP IS-U, SAP CRM Utilities
Details	Enterprise Data Warehouse and reporting IS-U extraction, CRM extraction SAP data sources, non SAP sources Query Designer, Web Application Designer
2011 - 2009	SIEMENS AG, Duisburg: Project Management, Development and Support
Short description	Coaching, conceptional design and implementation SCM reporting based on SAP MM, SD, PP, PS reporting and authorization.
SAP products	SAP NetWeaver 7.0 BW, SAP BW 3.x
Details	Enterprise Data Warehouse and reporting, ongoing handover

	<p>Supply chain material management and logistics SD including PP, PS extraction</p> <p>Data modeling and data flow</p> <p>SAP data sources, non SAP sources</p> <p>Query Designer, Web Application Designer</p>
<p>2010 - 2009</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>LEiDs GmbH & Co. KG, Backnang: Project Management, Development and Business Support</p> <p>Coaching, conceptional design and implementation SAP Business One.</p> <p>Support implementation SAP ERP in Taiwan parent company.</p> <p>SAP Business One 2007 ERP</p> <p>Logistics, financials and controlling</p> <p>Reporting</p>
<p>2009</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>EnBW AG, Karlsruhe</p> <p>Coaching, conceptional design of SAP BI HCM authorization upgrade BW 3.x to 7.0.</p> <p>SAP NetWeaver BW 7.0</p> <p>Upgrade authorization and ongoing handover</p> <p>Functional and menu authorization</p> <p>Analytical authorization and dimensions</p> <p>BW roles</p>
<p>2009</p> <p>Short description</p> <p>SAP products</p> <p>Weitere Produkte</p> <p>Details</p>	<p>MCM Informations Management & Consulting GmbH, Wiesloch</p> <p>Several workshops SAP NetWeaver BW Data Warehousing and data modeling.</p> <p>SAP NetWeaver BW 7.0, BEx Suite</p> <p>Customized GCP BW Content</p> <p>Enterprise Data Warehouse and reporting</p> <p>Corporate Information Factory and Business Intelligence, multidimensional modeling</p> <p>Data Warehousing Workbench, BW objects, hierarchy and data modeling</p> <p>ETL: extraction, transformation and loading</p> <p>Administration data targets, usage of BW Business Content</p> <p>Modeling master data, key figures, data stores, info provider</p> <p>SAP Analysis Process Designer (APD), Data Mining and Open Hub</p> <p>Case study based on customized GCP BW Content</p>
<p>2009</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>LEiDs GmbH & Co. KG, Backnang: Project Management, Development and Business Support</p> <p>Pilot study SAP Business All in One within the scope of wholesale.</p> <p>SAP Business All in One</p> <p>Project management, business processes and job specifications</p> <p>Logistic extraction SD, MM</p> <p>Financials and controlling extraction FI, CO</p>
<p>2009</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Celesio AG, Stuttgart: Project Management, Development and Support</p> <p>Coaching, conceptional design and implementation financial reporting based on SAP BW BCS and related authorization.</p> <p>SAP NetWeaver 7.0 BW, SAP BW 3.x BCS</p> <p>Enterprise Data Warehouse and reporting</p> <p>SAP data sources</p> <p>Data modeling and data flow</p> <p>Currency conversions</p> <p>Hierarchy modeling</p>

	Analytical authorization
2009 - 2008	Celesio AG, Stuttgart: Project Management, Development and Support
Short description	Coaching, conceptional design and implementation integrated planning project including reporting and authorization.
SAP products	SAP NetWeaver 7.0 BW IP (integrated planning)
Details	Enterprise Data Warehouse planning and reporting Data modeling and data flow Input layout, planning functions Validation of input data Currency conversion Query Designer, Web Application Designer Analytical authorization
2009 - 2008	Celesio AG, Stuttgart
Short description	Workshop conceptional design and coaching Query Designer based on existing complex reporting.
SAP products	SAP NetWeaver 7.0 BW
Details	Enterprise Data Warehouse and reporting Data modeling and data flow Query Designer, BEx Analyzer
2009 - 2008	MCM Klosterfrau Vertriebsgesellschaft mbH, Köln
Short description	Coaching, conceptional design and implementation integrated month end reporting based on four existing single marketing and sales reports into one automatic consolidated document (PDF). Goals are saving of time, reliable information retrieval to support descision making with flexible anlytical reporting.
SAP products	SAP NetWeaver BW, BEx Web Application Designer, Visual Composer, BEx Broadcaster, Guided Procedure
Details	Enterprise Data Warehouse and reporting SAP data sources, non SAP sources Data modeling and data flow Commentary input in WAD reports to describe key figures and reports SAP Enterprise Portal integration Analytical authorization
2008	ZF Friedrichshafen AG, Friedrichshafen
Short description	Data migration of quality key figures based on Oracle database sources.
SAP products	SAP NetWeaver 7.0 BW, SAP XI
Details	SAP infrastrucure SAP data sources, non SAP sources (DB Connect) Data modeling and data flow Open Hub Destination and handover to SAP XI
2008	Voith IT Solutions GmbH, Heidenheim / Kiel: Development and Support
Short description	Coaching, conceptional design and implementation structured reporting based on different data sources: master data, components, notifications, warranties on functional locations.
SAP products	SAP NetWeaver 7.0 BW, SAP Enterprise Portal
Details	Enterprise Data Warehouse and reporting SAP data sources

	<p>Data modeling and data flow</p> <p>Query Designer, Web Application Designer</p> <p>SAP Enterprise Portal integration</p>
<p>2008</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>SAP AG, Walldorf, Zürich</p> <p>Trainer SAP BI APD and Data Mining course.</p> <p>SAP NetWeaver BW 7.0</p> <p>SAP education</p>
<p>2008</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Erwin Renz Metallwarenfabrik GmbH & Co KG, Kirchberg</p> <p>Coaching, conceptional design and implementation to update existing reporting system.</p> <p>SAP NetWeaver BW 7.0</p> <p>Enterprise Data Warehouse and reporting</p> <p>SAP data sources</p> <p>Data modeling and data flow</p> <p>Query Designer, BEx Analyzer</p>
<p>2008 - 2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>DZ BANK AG, Frankfurt: Project Management, Development and Support</p> <p>Project management, coaching, conceptional design and implementation dashboards „Retailnavigator“ based on SAP data sources and 3rd Party sources including related authorization.</p> <p>SAP NetWeaver BW 7.0</p> <p>Enterprise Data Warehouse and reporting</p> <p>SAP data sources, non SAP sources (UD Connect)</p> <p>Data modeling and data flow</p> <p>Query Designer, Web Application Designer</p> <p>Analytical authorization</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Sparkassen Informatik GmbH & Co.KG, München</p> <p>Workshop conceptional design and improvements of SAP BW 7.0.</p> <p>SAP NetWeaver BW 7.0</p> <p>Enterprise Data Warehouse and reporting</p> <p>Data modeling and data flow</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Wacker-Chemie AG, München</p> <p>Workshop conceptional design of SAP BW authorization.</p> <p>SAP NetWeaver BW 7.0</p> <p>New analytical authorization</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Landeshauptstadt München</p> <p>Workshop conceptional design of SAP BW authorization.</p> <p>SAP NetWeaver BW 7.0</p> <p>New analytical authorization</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Merck KGaA, Darmstadt</p> <p>Coaching, conceptional design and implementation „IT Cost Reporting KPI's“ planning application including complex validation of all input data.</p> <p>SAP NetWeaver BW 7.0, SAP BW IP</p> <p>Enterprise Data Warehouse planning and reporting</p>

	<p>Data modeling and data flow</p> <p>Input layout, planning functions, validation functions, ABAP, Fox</p> <p>Query Designer, Web Application Designer</p> <p>New analytical authorization</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Konrad Hornschuch AG, Weißbach</p> <p>Workshop conceptional design and improvements of BW 7.0.</p> <p>SAP NetWeaver BW 7.0, SAP BW IP</p> <p>Workshop</p> <p>Enterprise Data Warehouse and reporting</p> <p>Integrated planning</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Kommunale Informationsverarbeitung Baden-Franken, Heilbronn</p> <p>Workshop conceptional design of SAP BW authorization.</p> <p>SAP NetWeaver BW 7.0</p> <p>Workshop</p> <p>New analytical authorization</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>DZ BANK AG, Frankfurt</p> <p>Workshop conceptional design and improvements of BW 7.0.</p> <p>SAP NetWeaver BW 7.0</p> <p>Workshop</p> <p>Enterprise Data Warehouse and reporting</p> <p>New analytical authorization</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Papierfabrik August Koehler AG, Oberkirch</p> <p>Workshop conceptional design of SAP BW authorization.</p> <p>SAP NetWeaver BW 7.0</p> <p>Workshop</p> <p>New analytical authorization</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Maschinenfabrik Reinhausen GmbH, Regensburg</p> <p>Workshop conceptional design and improvements of BW 7.0.</p> <p>SAP NetWeaver BW 7.0</p> <p>Enterprise Data Warehouse and reporting</p> <p>Upgrade topics</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>SAP AG, Zürich</p> <p>Trainer SAP BI Enterprise Data Warehouse DBW70E Delta course.</p> <p>SAP NetWeaver BW 7.0</p> <p>SAP education</p>
<p>2007</p> <p>Short description</p> <p>SAP products</p> <p>Details</p>	<p>Celesio AG, Stuttgart</p> <p>Proof of Concept NW2004s BI.</p> <p>Coaching, conceptional design and implementation SAP BI reporting using all SAP front end tools based on sales and distribution, purchasing and financials data sources.</p> <p>SAP NetWeaver BW 7.0</p> <p>Enterprise Data Warehouse and reporting</p>

	<p>Data modeling and data flow</p> <p>Non SAP data sources using DB Connect and Flat Files</p> <p>Query Designer, BEx Analyzer, Web Application Designer, Visual Composer</p> <p>SAP Enterprise Portal integration</p>
2007	Techem Energy Services GmbH, Eschborn
Short description	Coaching, conceptional design and implementation CRM Analytics based on SAP CRM Marketing, Opportunities and Activities as well as service analytics based on service and energy consumption accounting including related authorization.
SAP products	SAP NetWeaver BW 7.0
Details	<p>Enterprise Data Warehouse and reporting</p> <p>SAP data sources</p> <p>Data modeling and data flow</p> <p>Query Designer, Web Application Designer</p> <p>SAP Enterprise Portal integration</p> <p>Analytical authorization</p>
2007	KARL MAYER Textilmaschinenfabrik GmbH, Obertshausen
Short description	Workshop conceptional design of SAP BW authorization.
SAP products	SAP NetWeaver BW 7.0
Details	<p>New analytical authorization</p> <p>SAP Enterprise Portalauthorization</p>
2007 - 2006	Metabowerke GmbH, Nürtingen
Short description	Projektleitung, Coaching, conceptional design and implementation integrated reporting platform including related authorization based on sales and dsitribution, material mangement, controlling and financials, intecrated with sales, budget and purchasing planning. Implementation related authorization.
SAP products	SAP NetWeaver BW 7.0, SAP BI IP
Details	<p>Enterprise Data Warehouse planning and reporting</p> <p>SAP data sources, non SAP sources (Navision), UD Connect</p> <p>Data modeling and data flow</p> <p>Query Designer, Web Application Designer</p> <p>SAP Enterprise Portal integration</p> <p>Analytical authorization</p>
2007 - 2006	ProMinent Dosiertechnik GmbH, Heidelberg
Short description	Coaching, conceptional design and implementation integrated reporting platform based on sales and distribution and harmonized master data based on SAP, Navision and other data sources.
	Workshop new NW2004s authorization.
SAP products	SAP NetWeaver BW 7.0
Details	<p>Enterprise Data Warehouse planning and reporting</p> <p>SAP data sources, non SAP sources (MS Navision)</p> <p>Data modeling and data flow</p> <p>Query Designer, BEx Analyzer, Web Application Designer</p> <p>SAP Enterprise Portal integration</p> <p>Analytical authorization</p>
2007 - 2006	Hoffmann-La Roche AG, Grenzach-Wyhlen
Short description	Support, coaching, conceptional design and implementation market data geographical

SAP products	information system (GIS) reporting with integration into product structure and sales force structure.
Details	SAP NetWeaver BW 7.0 Enterprise Data Warehouse and reporting based on market data using GIS reporting SAP data sources, non SAP sources (Siebel), DB Connect Data modeling and data flow Query Designer, Web Application Designer
2006	Merz Pharma GmbH & Co. KGaA
Short description	Coaching, conceptional design and implementation market data geographical information system (GIS) reporting with integration into product and sales force structure.
SAP products	SAP NetWeaver BW 7.0
Details	Enterprise Data Warehouse and reporting based on market data using GIS reporting SAP data sources Data modeling and data flow Query Designer, Web Application Designer SAP Enterprise Portal integration Analytical authorization
2006 - 2005	Erwin Renz Metallwarenfabrik GmbH & Co KG, Industrie
Short description	Coaching, conceptional design and implementation geographical information system (GIS) based on sales force home country structure.
SAP products	SAP BW
Details	Enterprise Data Warehouse and GIS reporting SAP data sources Data modeling and data flow Query Designer, Web Application Designer
2006 - 2005	Altana Pharma AG, Konstanz
Short description	Support, coaching, conceptional design and implementation corporate inventory reporting on supply perspective based on material management, production financials and controlling. Goal is companywide transparency of inventory, consumption and scope.
SAP products	SAP NetWeaver BW 7.0
Details	Enterprise Data Warehouse and reporting SAP data sources MM, PP, FI and CO Supply chain data modeling and data flow Query Designer, Web Application Designer
2006 - 2005	F. Hoffmann-La Roche Ltd, Basel
Short description	Support and implementation asset management reporting asset history sheet based on accounts payable. Implementation proof of concept general ledger line items reporting.
SAP products	SAP BW
Details	Enterprise Data Warehouse and reporting SAP data sources Data modeling and data flow Query Designer, Web Application Designer
2006 - 2005	Altana Pharma Deutschland GmbH, Konstanz
Short description	Coaching, conceptional design and implementation to enhance market data geographical information system reporting by an integrated CRM sales force structure.
SAP products	SAP BW

Details	Enterprise Data Warehouse and reporting based on market data using GIS reporting SAP data sources Data modeling and data flow Query Designer, Web Application Designer
2005	Konrad Hornschuch AG, Weißbach
Short description	Workshop, Coaching, conceptional design and implementation proof of concept of cost center planning based on BW BPS.
SAP products	SAP BW BPS
Details	Enterprise Data Warehouse and reporting Data modeling and data flow Input layout Planning functions
2005	SIEMENS AG, München
Short description	Support and implementation companywide „Business Target Agreement“ planning and „Market Intelligence“ planning based on BW-BPS.
SAP products	SAP BW BPS
Details	Enterprise Data Warehouse planning and reporting Data modeling and data flow Input layout Planning functions
2005	Roche Diagnostics GmbH, Mannheim
Short description	Coaching, support and implementation translation existing PS and CO reports by translating (german, english, other) relevant objects using SAP translation tools.
SAP products	SAP BW
Details	Enterprise Data Warehouse and reporting Translation data model, (InfoProvider, InfoObjects) Translation reports (Queries)
2005	EM.TV AG, München
Short description	Coaching, conceptional design and implementation integrated reporting based on SAP CRM Sales IPM, outgoing royalties, incoming royalties, accounts receivable and accounts payable.
SAP products	SAP BW
Details	Enterprise Data Warehouse and reporting SAP data sources Data modeling and data flow Query Designer, Web Application Designer
2005	Swiss Re Germany AG, München
Short description	Support and implementation integrated reporting to analyze assets, real estates, general ledger, shares and loans.
SAP products	SAP BW
Details	Enterprise Data Warehouse and reporting SAP data sources Data modeling and data flow Query Designer, BEx Analyzer
2005	F. Hoffmann-La Roche Ltd, Basel

Short description	Support and implementation integrated asset management reporting based on facilities under construction using WBS elements, asset accounting, financials and controlling data sources.
SAP products	SAP BW
Details	Enterprise Data Warehouse and reporting SAP data sources Data modeling and data flow Query Designer, BEx Analyzer
2005	SAP AG, Walldorf, Zürich
Short description	Trainer SAP BW 3.5 Delta course.
SAP products	SAP BW
Details	SAP education
2005 - 2004	Hoffmann-La Roche AG, Grenzach-Wyhlen
Short description	Coaching, conceptual design and implementation sales force geographical information system cockpit (GIS) based on marked data, CRM data and project system data as well as budget and target data.
SAP products	SAP BW
Details	Enterprise Data Warehouse and reporting based on market data using GIS reporting SAP data sources, non SAP sources (Siebel, market and target data) DB Connect, Flat File Data modeling and data flow Query Designer, Web Application Designer
2004	Altana Pharma Deutschland GmbH, Konstanz
Short description	Coaching, conceptual design and implementation market data geographical information system (GIS) reporting.
SAP products	SAP BW
Details	Enterprise Data Warehouse and reporting based on market data using GIS reporting SAP data sources, non SAP sources (Flat File) Data modeling and data flow Query Designer, Web Application Designer
2004	SAP Deutschland AG & Co.KG, Walldorf
Short description	Support and implementation various proof of concepts SAP CRM Analytics.
SAP products	SAP BW, SAP CRM Analytics
Details	Enterprise Data Warehouse and reporting Infineon, IFX Planning and Offshore Reporting Thomas Cook, Marketing Analytics to analyse the success of CRM campaigns within target groups
2004	Arco Ltd, Hull (England)
Short description	Coaching, conceptual design and implementation proof of concept CRM Analytics Data Mining based on sales and distribution data sources.
SAP products	SAP BW, SAP CRM Analytics
Details	Data Mining with Enterprise Data Warehouse and reporting SAP data sources SAP Data mining cluster modelings and associations analytics
2004 - 2001	SAP AG, Walldorf

Short description	Support, conceptional design and implementation CRM Analytics new business processes and proof of concepts in IDES and CRM solution center environment.
SAP products	SAP BW, SAP BW BPS. SAP CRM Analytics, SAP Solution Manager, SAP Enterprise Portal
Details	<p>CRM Analytics with Enterprise Data Warehouse reporting and data mining, support of:</p> <p>IBU Banking, customer profitability and customer migration probability</p> <p>IDES, continuous Improvement of CRM Analytics closed loop scenarios including data mining, CLTV and RFM integrated into SAP Enterprise Portal</p> <p>IDES, integrated sales planning</p> <p>Solution Manager, content development CRM Analytics business processes</p> <p>IBU Utilities, customer loyalty and customer winning scenarios including data mining, CLTV integrated into SAP Enterprise Portal</p> <p>CRM Analytics case scenarios SAPPHIRE 2004, 2003, 2002, 2001</p> <p>SAP Enterprise Portal: Customer Analytics, Marketing Analytics, Sales Analytics, Service Analytics, Channel Analytics and ongoing documentation</p> <p>CRM Analytics case scenarios Gartner November 2002: Customer Relationship Optimization integrated into SAP Enterprise Portal</p> <p>CRM Analytics case scenarios Shell November 2002: integrated sales planning, customer profitability integrated into SAP Enterprise Portal</p> <p>Pre-Sales mySAP CRM Analytics</p> <p>Content development BW 3.0B / BW 2.1C Analytical CRM and integration into SAP Enterprise Portal</p> <p>IDES, closed loop scenarios CRM Marketing, Sales, Service, Analytical Applications, Data Mining, CLTV and RFM integrated into SAP Workplace and SAP Enterprise Portal</p> <p>Axel Springer Verlag, proof of concept Analytical CRM campaign management integrated into SAP Workplace</p>
2003	Linklaters, London (England)
Short description	Coaching and implementation MultiProvider, BW Reporting, Web Templates based on SAP CRM data sources.
SAP products	SAP BW, SAP CRM Analytics
Details	<p>Enterprise Data Warehouse and reporting</p> <p>SAP data sources</p> <p>Data modeling and data flow</p> <p>Query Designer, Web Application Designer</p>
2002	HEAG/entega, Darmstadt
Short description	Coaching and support CRM Analytics within the scope of SAP CRM implementation.
SAP products	SAP BW, SAP CRM Analytics
Details	<p>Enterprise Data Warehouse and reporting</p> <p>SAP data sources</p> <p>Data modeling and data flow</p>
2001	Deutsche Postbank AG, Bonn
Short description	Implementation proof of concept BW 3.x.
SAP products	SAP BW 3.x
Details	<p>Enterprise Data Warehouse and reporting</p> <p>Data modeling and data flow</p>