



LASZLO ADAM

Senior P2P Expert



SIDEKICK NETWORK
selected experts

- Laszlo Adam is a professional with more than 20 years experience in the field of strategic sourcing and procurement operations, playing different global key roles in procurement transformation and excellence improvement projects
- Significant practical expertise on global procurement and sourcing transformation program
- He owns a special knowledge area: how to harmonize and improve the procurement effectiveness via its system-operations-resource triangle



EDUCATION

2005	Buckinghamshire Chilterns University, United Kingdom MBA, Master of Business Administration
1995	Technical University of Cluj, Romania M.S., Material Science and Engineering

CERTIFICATION / FURTHER EDUCATION

2022	SAP Certified Application Associate – SAP Ariba Contracts 2022
2022	SAP Certified Application Associate – SAP Ariba Sourcing 2022
2021	Getting Started with SAP Fieldglass
2021	SAP Integration Solution Advisory Methodology

EXPERIENCE / BACKGROUND

Professional Experience	20+ years
Language	Hungarian (native) English (fluid) German (intermediate) Romanian (basic)
Industries	Pharma Healthcare Bio-Medical Postage & Logistics Oil / chemicals Telecommunication Software Hygiene / workwear
Methods & Management Skills	Program/Project Management (Agile, Waterfall, SAP Activate) PMO SAP Ariba Activate Source to Pay eProcurement Tactical & Operational Procurement Supply Chain Management Supplier Risk, Evaluation



Vendor Management & vendor network integrations
Buying channel management
Business Development
Change Management
Spend Analysis
IT Support Service Management
Business Process Improvement
Value Generation Modelling

Technical Skills

SAP Ariba (cloud, on-premise, Network)
SAP S/4Hana MM
SAP MM
SAP SRM
SAP GRC
Microsoft AX Dynamics (Procurement Module)
Frictionless
SAP E-Sourcing
ARIS
JIRA
HPALM
MS Office
Camtasia
DocuSign



PROFESSIONAL EXPERIENCE

2021 – 2022
Netherland (remote)

DSM; SAP Ariba with multi-backend SAP ERP S/4Hana integration
Improvement Manager, P2P Techno-functional Expert, Support Coach

Responsibilities:

- Global E2E Ariba S2P Rollout-, Support and Procurement Operations audit, implementation improvements
- Identify major process-, (Ariba) system-, integration and support issues and propose improvements
- Supplier network collaboration issue identification, improvements planning
- Ariba Source2Pay techno-functional support coach, consultant (level 3 support) for Ariba Guided Buying, Contracts, SLP, B&I, Direct (ERP) Orders, CIG-, Ariba Network supplier transactions (new implementation waves, run)

2019 – 2020
Hungary

Hungarian Post; SAP Ariba and SAP ERP S/4Hana integration
P2P Expert, Integration Trainer/Coach

Responsibilities:

- Coaching and preparing the customer central IT organization on SAP Ariba & SAP ERP/S4Hana integration project
- Full SAP Ariba S2C implementation audit and development/change program recommendation
- Cross-organizational gap evaluation and deployment on the implemented systems and process architecture

2019 – 2020
Hungary

MOL Group, SAP Ariba S2C cloud
Change Manager, Training Manager

Responsibilities:

- Design and deliver the SAP Ariba S2C cloud procurement digitization training services for the MOL Group
- Initiate and improve the regional (Hungary, Slovakia, Croatia) business teams' involvement and coach how to drive change within their organization



2019 - 2020
Germany

Merck KGAA
SAP Ariba P2P Solution Lead Architect

Responsibilities:

- Business facing SAP Ariba P2P Solution Lead Architect for Indirect Procurement
- Plan & drive the Ariba-S4HANA hybrid integrated P2P process definitions, gap analysis and solutioning, template and architecture fit design and realization for Germany & UK
- Design automated payment scheduling, trade compliance processes
- Lead the implementation, developments, budgeting & control of the IT resources & deliveries

2017 – 2018
Budapest

Vodafone Group; SAP Ariba Buying implementation into a hybrid Ariba-S/4HANA
Procurement Project Stream Lead

Responsibilities:

- Project Stream Lead of the global SAP Ariba Buying & Guided Buying implementation into a hybrid Ariba-S/4HANA architecture
- E2E buying channel and E2E S2P solution architecture design
- Lead SAP Ariba Guided Buying and SAP Buying implementation designs and solutioning including functional configuration role

2017
Germany

Evonik; SAP Ariba Guided Buying
Guided Buying Design and Functional Expert

Responsibilities:

- Design and implement the new tactical and operational global procurement process with implementation of SAP Ariba Guided Buying
- Responsible to drive the tactical and operational procurement transformation processes in alignment with the procurement and finance line of businesses



2016 – 2017
Netherlands

Royal Philips; SAP Ariba Guided Buying & S/4Hana
Delivery Lead, P2P Expert

Responsibilities:

- Responsible for the global design and implementation of the tactical and operational procurement processes with SAP Ariba Guided Buying & S/4Hana in hybrid architecture
- Complete tactical and operational procurement buying channel redesign
- Supplier integration channels definitions, onboarding program plannings

2014 – 2016
Germany

CWS-boco Supply Chain Management GmbH
eProcurement Manager

Responsibilities:

- Responsible to design and implement a global procurement technology transformation strategy for the whole CWS-boco Group
- Implement SAP Ariba Spend Management and Sourcing
- Drive the implemented SAP Ariba solutions change adoption within the direct and indirect procurement organization
- Evaluate alternative procurement digitization solutions, pre-select the feasible cloud applications; evaluate organizational change implications, gather BOARD approvals for the implementation and plan their execution
- Lead the direct procurement implementation stream in the global ERP transformation project of CWS-boco Group (Agile methodology)
- Define the end-to-end business processes; manage business requirements; streamline finance/procurement/business operation`s processes; define system capabilities and proof design concepts
- Design the MS AX - SAP MM - AX cross-system interfaces & processes, as well supplier EDI connections
- People manager of 2 HC and project team of ~10 persons
- Specific processes covered: customer direct & stock orders; consignment stocks, order replenishments, SSC distribution centers & manufacturing stocks; docking orders; batch orders, component and semi-finished goods orders, quality inbound processes, manufacturing and assembly subcontracting



2012 – 2013
Germany

SAP AG

Global Strategic Sourcing Transformation and Technology Lead

Responsibilities:

- Responsible to define and implement a highly effective and sustainable global sourcing operation for SAP, supported by its Ariba Sourcing cloud solution within a hybrid architecture. Project accomplished within 3 months with SAP Sapphire exposure
- Global responsibility to standardize and drive procurement system rollouts (SAP MM/SRM), with the scope to facilitate an efficient and standard operation to streamline the procurement and finance organizations and their processes
- Global responsibility to standardize and drive procurement system rollouts, with the scope to facilitate an efficient and streamline operation for procurement and finance organizations. Driven more than 12 country standardization in the from manual procurement operations to fully standard operations in less than 8 months
- Responsible to identify procurement operations excellence-, simplification- and consolidation opportunities, plan and drive their implementation on global level
- Project team-lead of 6-20 persons

2007 – 2021 June
Budapest

SAP Hungary Ltd.

Country Sourcing Director & Global Sourcing System Expert

Responsibilities:

- Ground, develop, re-engineer and lead the strategic and tactical procurement operation of the SAP Hungary subsidiary
- Evaluate the digitization need of the Hungarian organization and implement the relevant tools, systems (SAP MM/SRM) and processes while driving change
- Close cooperation & coach of local CFO in AP invoice verification nearshore outsourcing, accounting closure KPI improvement programs
- Collaboration with the HR leadership in the total rewards, external workforce, and sourcing program developments
- Lead in less than 4 months the procurement digitization (SAP MM/SRM) in Dubai
- Lead of the operational & strategic sourcing activities of Croatia, Serbia & Slovenia



- Pioneer in simplification and standardization of different operational processes, generating an increased resource turn-around & operations excellence
- Initiate and lead the procurement systems rollouts standardization at EMEA level (SAP MM/SRM/Frictionless)
- People manager of 1 HC and project team(s) of 5-10 persons.
- Board Member of SAP Hungary between 2009-2011
- Appointed as 2009 SAP Top Talent

2000 – 2007
Hungary

Hewlett-Packard Hungary Ltd.

Indirect and IT Services Procurement Manager

Responsibilities:

- Ground, develop digitally and lead the indirect procurement organization and operation
- Strong collaboration with the local CFO & country BOARD to support the business strategies with highly effective sourcing projects, savings (10-40% savings)
- Introducing the first procurement digitization project (Ariba S2P), driving the digital procurement change among the whole organization
- Plan and execute in 10 months the HP-CPQ procurement operations merger in Hungary, including organizational restructuring, policy-, process- and information technology platforms consolidation
- Coordinate the offshore outsourcing of the local procurement and AP operations to the HP shared-service center from India
- Responsible for a sourcing budget value of 180,000K\$ EUR and 3-4 direct reports