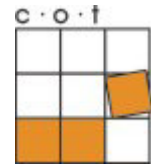


CV



1. Personal data

Name	Stefan Rauscher
Address	Overberger Weg 14 D-58239 Schwerte
	Phone: +49 2304 33 11 76 Fax: +49 2304 33 11 96 Mobile: +49 160 72 52 785 Email: info@itc-rauscher.de
Year of birth	1966
Nationality	German
Education	Data processing clerk Expert advisor for computer software technologies
Professional experience	since 1990
Freelancer	since 1995
SAP experience	since 1996
Languages	German, English (project language)

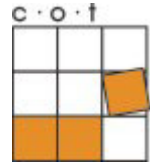


2. IT experience

Operating system	Windows (10, 7, XP, 2k, NT, 9x, 3.x), UNIX (SCO, SINIX 5.4) Legacy (Nixdorf)
Programming languages	ABAP/4, ABAP Objects, Visual Basic, HTML, SQL, C, Cobol, Pascal, ASES (program generator) and APLUS (4GL), Unix shell programming (awk)
Application programs	MS-Office Professional, MS-Project, Postman, Lotus Notus, Groupwise, Visio, draw.io, WinView, COGNOS Impromptu and Powerplay

3. SAP experience

Systems	SAP S/4HANA (OP 1709-1909), SAP ECC 6.0 mySAP ERP 2004 (ECC 5.0) SAP R/3 (rel. 3.0 to 4.6C) SAP R/2 (migration) BW (rel. 2.2)
Modules/tools	Expert knowledge in SD + LE and EDI + IDOC Basic knowledge in MM, PP, WM, SM, QM, FI, CO Expert knowledge in ABAP workbench incl. LTMC, LSMW, SAPscript, Smartform, BAPI, CATT, BTEC, SXDA Expert knowledge in LIS / SIS; basic knowledge in BW Solution Manager 3.2 (SolMan); VENDAVO (PM + DM)
Special subjects	Pricing, rebate and commission processing Data management (harmonization + migration) Business partners and CVI EDI (ODETTE, VDA) and JIT/JIS processing Variant configuration and classification Availability check (aATP) and data warehousing Industry solution IS-MP (mill products) Components of SAP ACS
Consulting services	Functional and technical Business process analysis and optimization Concepts, customizing and programming Quality assurance (module and integration test) Training, coaching and project coordination
Industrial sectors	Automotive supplier Chemical industry, Food industry, Steel industry, Glass industry, Mining, Consumer goods industry, Packaging industry, Wholesale and retail trade



4. Professional experience

Building materials industry

Oct 2020 to present

SD expert within the scope of a Europe-wide harmonization project (SAP ERP 6.0, EHP0).

Responsible for the following topics:

- ✓ Concept and implementation of harmonized pricing functionality (project 'ONE Pricing') including agile output control
- ✓ Harmonization of processes and document types (project 'ONE Order')
- ✓ Concept and implementation of variable pallet handling processes
- ✓ Merge customer master data (UK and France)
- ✓ Specify and implement data migration tools
- ✓ Define data migration rules and execute data migration for pricing condition records, customer master, customer hierarchy and material master
- ✓ Refinement of EDI functionality and definition of amendments of SAP BW

Consumer goods industry

Oct 2020 to Jun 2023

SD expert within the scope of a worldwide pricing and master data harmonization project (SAP ERP 6.0, EHP8). Responsible for concept, implementation and testing.

In charge of the following topics:

- ✓ Merge pricing functionality of consumer and industrial business units
- ✓ Implement variable business unit structures w/o changing SAP sales areas
- ✓ Setup new customer grouping based on unique worldwide customer hierarchy
- ✓ Support adjustment and optimization of master data distribution workflow
- ✓ Specification of configuration and workbench enhancements for internal consultants and external developers

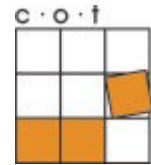
Food industry

Feb 2021 to Jan 2022

Sales/SD expert in SAP implementation based on SAP S/4HANA (OP1909).

In charge of the following topics:

- ✓ Definition of new SAP enterprise structure (including variable profit center and business area determination)
- ✓ Concept of interfaces between SAP (sales order + billing) and external systems (shipping + warehousing)
- ✓ Specification of business partner setup (CVI)



Wholesale and retail trade

Mar 2019 to Aug 2020

SAP expert and teamlead in SAP implementation based on SAP S/4HANA (OP1909). Replacement of SAP Business One (SBO) and various special applications by SAP S/4HANA. Integration of SAP S/4HANA in existing omni-channel landscape (webshops, customer checkout, product information management system and warehouse management system). Optimization of FI/CO interface. Implementation of purchase vouchers in SAP.

In charge of the following topics:

- ✓ Business process definition based on SAP Best Practices
- ✓ Optimization of business processes (incl. configuration/customizing) for external and internal flows of goods (shipping and returns)
- ✓ Master data concept and implementation of material master and business partners (CVI)
- ✓ Concept, technical specification and test of interface between SAP and
 - product information management system (PIM)
 - webshops and marketplaces
 - customer checkout system (CashOne)
 - warehouse management system (WMS outbound)
- ✓ Concept, technical specification and implementation of purchase vouchers in SAP
- ✓ Coordination and test of interfaces (based on CPI and web services) with dev team
- ✓ Optimization of pricing functionality (VAT determination)
- ✓ Setup availability check (aATP)
- ✓ Migration concept for master data (customer master, material master, bill of materials, purchase + sales prices and purchase vouchers) and transaction data (open orders)
- ✓ Key user support concerning data cleansing and functional test

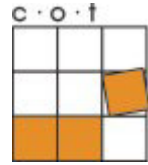
Mining

Feb 2019 to Apr 2020

SAP expert within a merger project based on SAP ECC 6.0. Support of process harmonization in the OTI (order to invoice) area and merging of company codes (phase 1) as well as sales areas (phase 2).

In charge of the following topics:

- ✓ Implementation of new tools for transformation of technical setup
- ✓ Data analysis as basis for setup of harmonized processes and merged company codes
- ✓ Visualization of new business processes in OTI (order to invoice) area
- ✓ Concept concerning master data transformation to new sales areas
- ✓ Concept and implementation of new pricing functionality
- ✓ Support of roll-out of harmonized business processes to European companies



Food industry

Jun 2017 to Feb 2019

SAP expert within the scope of a partial SAP implementation used for inventory management, demand planning and availability check (ATP) based on SAP ERP 6.0, EHP8. Interfaced legacy systems (used for OTC, production and shipping).

In charge of the following topics:

- ✓ Redesign of material master data including classification
- ✓ Concept of data transfer functionality (material master and customer master data, bill of materials, sales orders and outbound deliveries)
- ✓ Setup of mini SD in order to handle demands provided by legacy system
- ✓ Availability check and backorder handling using interfaces between SAP and legacy systems
- ✓ Sales and operations planning (SOP)
- ✓ Data migration of material master, customer master, bill of materials and sales orders

IT service provider (public sector)

Dec 2018 to Feb 2019

SD expert for implementation of ZUGFeRD invoice (XML in PDF/A-3).

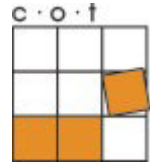
Consumer goods industry

Jan 2013 to Feb 2018

SD expert within the scope of a worldwide merger project (SAP ERP 6.0, EHP7). Responsible for pricing and master data in all regions (WEU, CEE, NA, LA and APAC).

In charge of the following topics:

- ✓ Harmonization of global pricing functionality (concept, coordination of development and data migration)
- ✓ Enhancement of template functionality in the area of pricing (customer specific control tables, precious metal surcharge) and output (print and EDI)
- ✓ Analysis of customer requirements, functional specification, test and go-live support in 5 rollout phases
- ✓ Concept and implementation of special accrual handling of rebates received from SAP CRM (extended rebate processing)
- ✓ Integration of external pricing system VENDAVO (PM – price manager and DM – deal manager): optimization of VENDAVO functionality, implementation of VENDAVO logic in SAP, interfaces between SAP and VENDAVO
- ✓ Member of task force 'performance optimization' (SAP contact for OTC)
- ✓ Reorganization of access sequences (VERSATA issue)
- ✓ Coordination GREXIT scenario
- ✓ Master data concepts for template system
- ✓ Validation of concepts from internal and external colleagues
- ✓ Steerage of offshore developers



Automotive components supplier **Jan 2017 to Jun 2017**

SD/LE expert in various projects (SAP ERP 6.0).

In charge of the following topics:

- ✓ Specification of template tool in order to convert customer demands (batch) to internal production demands (KSK; JIT/JIS)
- ✓ Support development team during implementation phase
- ✓ Setup of new supply chains
- ✓ Implementation of country specific requirements for Russia

Packaging industry **Sep 2016 to Dec 2016**

SD expert within the scope of an international rollout project (SAP ERP 6.0).

Responsible for following project tasks:

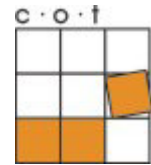
- ✓ Specification and execution of migration of customer master data, material master data and stock in hub ,NWE' (Germany, Benelux and UK) using LSMW
- ✓ Specification and test of a program in order to transfer delivery demands to 3PL

Wholesaler of consumer goods **Jun 2016 to Sep 2016**

SD expert supporting the post go-live phase of a SAP implementation project (SAP ERP 6.0 and SAP S4/HANA Finance).

In charge of the following topics:

- ✓ Optimization of ATP check and backorder processing
- ✓ Setup delivery and transportation scheduling
- ✓ Implementation of eCom orders (web shop)
- ✓ Stabilization and enhancements in the area of commission calculation
- ✓ Partner determination in EDI orders (sold-to address)
- ✓ Adjustments in Intrastat reporting
- ✓ Support key users in the area of credit limit check



Automotive components supplier Apr 2011 to Jan 2013

Project lead within a European wide SAP roll-out (mySAP ERP, ECC 5.0 + DIMP) based on components of SAP ACS. Project language: English. Responsible for project planning, budget and implementation.

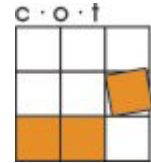
In charge of the following topics:

- ✓ Concept and implementation of new template process for pay-on-production process in combination with data transfer between SAP and non SAP systems
- ✓ Concept and implementation of replacing JIT calls
- ✓ Idea, concept and implementation of optimized demand handling (merge of demands)
- ✓ Standardization of production planning (procedure and parameters)

Automotive components supplier Jan 2007 to Dec 2012

SD team lead within the scope of a European wide SAP roll-out (mySAP ERP, ECC 5.0 + DIMP) based on components of SAP ACS. Project language: English. Responsible for modules 'Sales' and 'Inbound + Outbound Logistics'. In charge of the following topics:

- ✓ Implementation of template processes for SD/Sales (order management, pricing + billing) and LE/Inbound + Outbound Logistics using scheduling agreements with make-to-order (MTO), handling unit management (HUM) and scanning transactions (LM00)
- ✓ Template enhancements (change request procedure)
- ✓ Development specification for programmers
- ✓ EDI inbound: forecast, call-off, JIT call (DELFOR, DELINS, SEQJIT), self-billing invoice (SBI: SBWAP + SBINV), inventory posting (STOACT/WHSCON); IDOC handling
- ✓ EDI outbound: ASN (DESADV, SHPMNT), invoice (INVOIC); IDOC adjustments
- ✓ Mapping instructions to EDI team
- ✓ Customer specific labels for box and pallet (ODETTE)
- ✓ Reorganization of pricing functionality in order to enable global BW reporting
- ✓ Interface to Global Costing Tool (central management of transfer prices)
- ✓ VAT determination for external and internal business partners (outbound and inbound)
- ✓ Country specific invoice requirements (Bulgaria, Slovakia, Belgium, France, Romania)
- ✓ Definition of form adjustments in SMARTFORM and SAPscript
- ✓ Data migration (from JDE): master data, scheduling agreements, SBI data
- ✓ User authorization
- ✓ Sub-project planning and coordination of SD team (4 consultants + 10 key users)
- ✓ Project lead in smaller roll-out projects



Chemical industry

Jul 2006 to Jan 2007

Senior SD consultant for SAP customer master data management (mySAP ERP, ECC 5.0). Project administration with SAP Solution Manager (SolMan 3.2). Project language: English.

Responsible for customer master management, including:

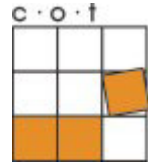
- ✓ Design of new customer master setup (including classification)
- ✓ Roll-in specific migration concept (LSMW, BTCI)
- ✓ Optimization of customer master data (harmonization, cleansing)
- ✓ Interface to legacy systems (sales order data + billing data)
- ✓ Reorganization of customer maintenance process (VISIO swim lanes)
- ✓ Concept, configuration and functional specifications to offshore developers: fixing the customer segmentation in sales order
- ✓ Implementation of OSS notes regarding FI and CO-PA integration
- ✓ Coordination of test script creation
- ✓ Specification of BW info cube adjustments

Chemical industry

Nov 2003 to Jul 2006

Senior SD consultant and workstream coordinator for SAP R/3 implementation (rel 4.6c) based on captive DSAP methodology. Project language: English. Objectives: Europe-wide replacement of heterogeneous system environment (divers SAP releases and legacy systems) by using global template 'DSAP'. Analysis of business processes in sales-to-cash workstream (STC/OTC with order management and billing). Conceptual design to harmonize master data structure (customer master, product hierarchy). Recreation of pricing functionality to meet the new organizational structure. Coordination of BW info cube amendments and creation of BW queries. Specification of reporting, extraction and load programs as well as coordination of Indian development teams. Planning and execution of data transfer for pricing condition records. Design and implementation of classification and object dependencies for configurable lab orders. Validation of super scenarios (interfaces to other SAP modules like LE, MM, PP, FI, and CO) and their test scripts. Cross workstream time scheduling and staff planning. Definition of user authorities (global work roles). Preparation of training documents and key user support during integration test. Training of BW key users. Support cut-over planning. Project coordinator 'pricing' for following go-lives:

Feb 2005	Germany (pilot)
Apr 2005	Austria
Oct 2005	Spain, Portugal, UK, Belgium, Netherlands, Norway
Jan 2006	Germany
May 2006	Italy, France, Sweden, Denmark



Logistics and Supply Chain

Aug 2003 to Dec 2003

Senior SD consultant for SAP R/3 implementation (rel 4.6c).

Responsible for the following tasks:

- ✓ Conceptual design for interface between operational order control center (ALS) and accounting system (SAP)
- ✓ Integration of external freight calculation program (FAS) into SAP pricing
- ✓ Optimization of variant pricing, order management as well as billing process
- ✓ Support creation of IDOCs (EDI processing)
- ✓ Configuration of sales information system (LIS)
- ✓ Workshops for project manager

Steel industry

Oct 1998 to Dec 2003

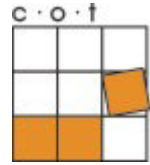
Senior SD consultant and workstream coordinator for SAP R/3 implementation (rel 4.5b) including industry solution 'mill products' (IS-MP). Redesign of business processes (order management, shipping and billing) for make-to-order and assembly production. Restructuring of material master data: classification and (multi-level) variant configuration. Special subjects: pricing and sales information system (LIS) in conjunction with variant configuration. Optimizing of commission processing. Programming of user exits and ABAP reports. Legacy data transfer and form design using SAPscript. Management presentations, key user trainings and go live support.

Implementation of data warehouse (including data marts) for sales and production using LIS updating rules, copy management and external tools (COGNOS). Extraction of configuration data for SD, MM and PP to be used as a basis for statistics (queries and COGNOS). Concept to archive all subsequent objects linked to basic sales order (MTO). Creation of configurable sales orders via BAPI (concept and programming). Optimizing business processes by object dependencies (allowance calculation). Implementation of credit management. Data import using batch input (BTCI).

Glass industry

May 2002 to May 2003

Senior SD consultant for international roll-out of SAP R/3 (rel 4.6C). Responsible for work packages 'migration' (customer master, material master, pricing condition records, classification and BW interface), 'order management', 'pricing', 'billing', 'rebate and commission processing', 'information systems' (SIS and CO-PA) and 'cross-company processes' as well. Concept for data exchange between SAP and external e-commerce system. Concept for parameterized form output of characteristic (material class and variant configuration). Key user trainings and management presentations (sales information system).



Glass industry

Sep 2000 to Mar 2002

Senior SD consultant for SAP R/3 implementation (rel 4.6C). Responsible for work packages 'sales/order management', 'pricing', 'billing', 'rebate and commission processing' and 'sales information system' (combined with classification and variant configuration). Assistance of R2 migration. Service billing (CS / SM). ABAP programming of user exits. Support cut-over plan. Special subject: alignment of information systems for sales (SIS) and controlling (CO-PA and CO-PCA).

Fittings constructor

Apr 1997 to Sep 2001

SD consultant and workstream coordinator for SAP R/3 implementation (rel 3.0f). Optimization of pricing and rebate settlement. Supporting the sales workstream (order management + billing). Special subject: cross-company processes. Roll-out of sales customizing to foreign subsidiaries. ABAP programming of user exits and reports. Interface to CO-PA. Go live support. Release change to rel 3.1i. Implementation of credit management.

Wholesaler of consumer goods

Apr 1999 to Dec 1999

Workstream coordinator for implementation of business information warehouse (SIS) in SAP R/3 (rel 4.0b). Alignment of information systems in sales and controlling. Data enrichment using copy management. Performance tuning for delta upload. Specification of test scripts.

Educational institute

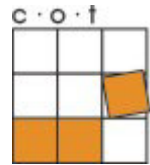
Aug 1999

Concept and execution of SAP training 'LO620 – Pricing' including preparation of training data.

Chemical industry

Oct 1997 to Oct 1998

Workstream coordinator for SAP R/3 implementation (rel 3.1i). Analysis and redesign of business processes in sales environment. ABAP programming of user exits and reports. Specification of data import. Definition of interfaces to FI and CO-PA. Form design using SAPscript. Preparation of training documents. Go live support.



Automotive components supplier Jul 1996 to Mar 1997

Junior SD consultant for SAP R/3 implementation (rel 3.0d). Main subject: scheduling agreements. Re-engineering of sales processes. Preparation of training documents.

Computer software developer Jul 1990 to Jun 1996

Project leader responsible for development of ERP system UNILINE for wholesalers (based on UNIX, SQL and C). Specification of modules 'purchasing' and 'sales'. Redesign of modules 'data warehouse' and 'distribution'. Several customer projects based on UNILINE standard. Construction of release maintenance program. Coordination of developer teams.