# **Consultant SAP SD, LE & Master Data**

### **Personal Data**

#### Heinrich Tenz

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### At a glance

### SAP SD and Master Data all-rounder

- More than 23 years of experience in SAP SD / OTC (certified), LE, Master Data, Data Migration, internal and external interfaces.
- More than 17 years of experience in **international major enterprises** (BASF, Procter & Gamble, Gillette, Roche, L'Oréal). Project language and documentations in English most of the cases.
- More than 10 years of experience in Pharmaceutical Industry (logistics- and sales and distribution – SAP SD / OTC).
- 8 years of experience in **Chemical Industry** as well as 8 years of experience in **Consumer Goods Industry**.
- About 4 years of experience in Project Management.
- Very different roles: Consulting, Conceptual Design, Studies, Customizing, Process Design, Program Design, Interfaces, Interface Design, Programming (User Exits, Requirements & Formulas), Roll-out, 1st & 2nd Level Support & Go Live Support, Hypercare, User Support & Training.
- **Development of special solutions** for a cable manufacturer as well as one for the calculation of municipal waste disposal for a waste disposal company.

### **Availability and Terms & Conditions:**

Available from: March 2020 for projects in Germany. (other European countries on request).

Hourly rate: 99 Euro all in.

Daily rate: **820 Euro** all in. A daily rate is based on 8 hours. Overtime must be paid extra. Remote: **85 Euro** per hour – **680 Euro** per Day.

Hourly and daily rates are negotiable. They can differ depending on how I can get to the locations and the expenses for hotels in specific areas.

# Professional profile

### Consulting

Master Data (processes, clean-up, harmonisation, migration, LSMW) Sales and distribution (Order to Cash / OTC, deliveries, Intercompany) 1st, 2nd & 3rd Level Support as well as Hypercare & Go-Live-Support Change and Incident Management Program design & coordination of developments (partially offshore India) Master-Data-Reporting (developing structures for analyses) Interface design and implementation (EDI to external systems) Sub-project-management SAP SD / OTC Development of a special solution in SAP for municipal disposal SAP Solution Manager (User) EH&S Change- and Upgrade-Management Test management (conception, design and implementation) Development of a special solution in SAP for a cable manufacturer Project management for Data-Migration Held Workshops to evaluate and improve logistic-processes	17 years +++ 14 years +++ 7 years +++ 5 years +++ 4 years +++ 4 years +++ 2 years +++ 2 years +++ 2 years +++ 2 years +++ 1 years +++ 1 year +++
SAP Customizing/Configuration	
SAP Master Data SAP SD (Order to Cash (OTC), EDI, interfaces, Pricing, printing etc.) SAP LE (delivery & transportation) SAP Hybris (processes, interfaces, testing and support)	12 years +++ 9 years +++ 5 years +++ 2 years
Programming	
ABAP (Coding in SAP user exits, requirements & forms) Batch-files (DOS and Windows)	4 years + 3 years +
Applications	
MS Excel – Power-User MS Word – Power-User MS Powerpoint – User MS Access – Power-User SAP Query & SQVI (Quick Viewer) SAP LSMW (including configuration) AS 400 Logistics-Management + Order-Management Diverse Incident Management Tools (Clarify etc.) AUDIAL Order-Management HPSM (User) HP ALM (User) ChemWeb Workflow Tool (User)	30 years   +++     30 years   +++     17 years   ++     12 years   +++     9 years   +++     9 years   +++     3 years   +++     3 years   +++     2 years   ++     2 years   ++     2 years   ++     1 year   ++
Other	
Social Media Specialist (communication and How-To) Certified Coach Toastmasters international – leadership and public speech Training	>10 years +++ 2 years ++ about 1 year ++

### My projects as a freelancer

#### 05/2018 – 02/2020 (21 Months) BEIT GmbH/Gauselmann Group (Gaming Machines)

Projects: SAP SD (OTC) & SAP Hybris (CX) Implementation & Support (agile). Data Migration (Customers & Materials) Merger of two Company Codes Support of Data Management Group (Customers & Materials) Mass Data Operations, Corrections & Enhancements

#### Roles: Analysis and solution of support-requests (Incident- & Request-Management).

- Implementation: Alignment of Concepts and implemented modules
- Settings in Hybris (including deployments)
- Plausibility check of the implementation logic of SAP (OTC) settings in Hybris
- Analysis and comparison of settings in Hybris with SAP
- Analysis and comparison of mass data (SAP and Hybris)
- Error detection and correction before Go Live
- Control and error processing at the Interface SAP Hybris (CX)
- Support: Processing and correction of errors
- Testing the Hybris Frontend and Backend
- Documentation of settings
- Creation of written instructions for interface support + error handling
- Integration tests
- Regression tests
- Merger of two company codes and sales areas
- Data migration to SAP (customers and materials)
- Support of the data management department global master data
- Mass corrections to customers and materials (via LSMW)
- Error analysis in SAP (via incidents)
- Training of Junior Consultants
- Analysing downloads of SD problems with a self-made MS Access database. Areas: pricing, documents and document flow. Route settings (LE)
- Setting up and coordinating error solution in the area of open orders
- Coordination of activities to analyse poor system performance
- Job monitoring (check for incorrect and terminated jobs) plus follow-up activities
- Documentation of Error detection, processing and correction and special SAP Documentation especially for junior consultants.

**Technology**: SAP SD / OTC, SAP Hybris, Master Data in SAP & Hybris. Business processes, mass data, internal transitions MM & FI. Interfaces and IDoc monitoring SAP inbound & outbound, Hybris deployments, Hybris inbound documents (.impex format - flat files), Jira, Confluence.

#### 03/2018 – 04/2018 (2 Months) Phoenix Contact, Blomberg (Electro Technics)

#### Project: International SAP SD / OTC Support.

#### Roles: Analysis and solution of support-requests (Incident- & Request-Management).

- Analysis and Solution of SD issues in the area of pricing, documents and document flow. Configuration of routes (LE).
- Analysis and coordination of the completion of order document not yet completed.
- Coordination of activities for analysing low system performance.
- Job monitoring (check erroneous and cancelled jobs) plus subsequent activities.

Technology: SAP SD / OTC, SAP LE, SAP LE-TRA.

## 10/2017 – 01/2018 (4 months) Sogefi Suspensions, Hagen (Automotive, via IBM France) Project: International SD / OTC Roll-Out in Germany.

#### Roles: Implemention, Test, Training, Go-Live Support.

- Conception and implementation of special down payment process for a scheduling agreement, including documentation, training and support of the solution.
  Adjustment of the existing general documentation and the training documents.
- Translation of training documents: English => German.
- Program design of a management tool to handle an individual serial number logic.
- Support of an Implementation and partial project management for an ATLAS- and Zerberusinterface. Configuration: Legal Control for Export from Germany.
- User training and support.
- Self-Billing Process, OTC Process, Delivery, Shipment and Export Process
- Test- and Go-Live-Support.

Technology: SAP SD / OTC, SAP LE (LE-TRA), ATLAS, Zerberus.

#### 10/2016 – 09/2017 (12 months) BASF SE, Ludwigshafen (Chemical Industry)

#### **Project: Master Data Management (Material and Customer Master Data)**

#### Roles: System Analyst, Implementation, Sub-Project-Management.

- Conception, planning and development of an enhancement for the tool to do automatic uploads of customer- and hierarchy-assignments to SAP, that I had developed a year before.
  Hypercare and support for the new development.
  Update of the documentation and the training documents.
- Clean-up and alignment of global bills of materials for packaging. Data preparation and coordination of the global clean-up-activities.
- Conception, planning and development of a MS Access database to support the users in elimination of deletion hindrances in material master data, to make identification easier and show directly the reason of the hindrances.
  Hypercare and support.

Technology: SAP SD, SAP MM, SAP Master Data, MS Access, MS Excel.

#### 2/2016 – 9/2016 (6 months) L'Oréal Deutschland, Karlsruhe (Consumer Goods Industry)

#### Project: Merger of two SAP Systems (Nordic & Benelux + DACH)

#### Roles: Customizing, System Analyst, Support, Test, "Problem Solver"

- Corrections in SD Customizing Order-To-Cash / OTC, Pricing, Rebates, Printing Control, Statistics, EDI, IDocs.
- Incident Management (several Tools, i.e. HP ALM).
- Definition, review, and scheduling of frequent jobs for automatic program processing. Frequent monitoring of the jobs.
- Identification, definition, and management of program corrections.
- Analyses for blocking issues at the scanner-stations that are processing automatically the goods issues and the invoices.
- Test management before Go-Live as well as for the implementation of globally distributed Service Packs.
- Hypercare and user-support.

#### Technology: SAP SD / OTC (all parts), Incident and Test-Management Tools (HP ALM).

#### 05/2015 – 02/2016 (9 months) BASF SE, Ludwigshafen (Chemical Industry)

#### Project: Master Data Management (Material and Customer Master Data)

#### Roles: System Analyst, Implementation, Sub-Project-Management, Coordinator.

• Conception, planning, development, and implementation of a tool to do automatic uploads of customer- and hierarchy-assignments to SAP.

Conception of the logical flow in the change-process for the customer- and hierarchy-assignments. Hypercare and support.

- Created the documentation and the training documents.
- Created several analyses for Material-Master-Data-Reporting.
- Revision of the template to request new materials, to do statistical analyses on the reason for new materials.

Technology: SAP SD, SAP MM, SAP Master Data, MS Access, MS Excel.

#### 01/2014 – 08/2015 (20 months) Roche Diagnostics, Mannheim (Pharmaceutical Industry)

#### Project: 1st & 2nd Level Support, Implementations, Change- and Project-Management.

#### Roles: Support, Change Management, Sub-Project-Management.

- Process design (conception, enhancement).
- Demand- and Change Management.
- User Support Error corrections (customizing).
- Technical consulting and support of the departments (i.e. Forwarding Department, environment protection and Distribution).
- Safekeeping of the system availability incl. crisis management in close cooperation with the ITdepartment.
- Create test plans and do initial testing.
- Performance tests as well as complex test runs incl. documentation and test coordination.
- Implementation of an EDI interface out of SAP to a forwarding agent. (IDoc-definition. Coordination and comprehensive tests with the forwarding agent.
- Technical Support of the Information Management team.

**Technology**: SAP LE, SAP EH&S, SAP Dangerous Goods Master, EDI, IDoc, SAP Solution Manager, HP ALM.

#### 3/2012 - 12/2013 (22 months) BASF SE, Ludwigshafen (Chemical Industry)

#### Project: Master Data Management (Material Master Data)

# Roles: System Analyst, Coordinator, Sub-Project-Management, Implementation, Test, "Problem Solver", Process Analyst

- Worldwide/global Material-Master-Data Clean-Up.
  - Implementation of Analysis- and Evaluation-Tools in MS Access.
  - o Detailed analyses in interrelation with EH&S- & Dangerous-Goods-Data.
  - o Consistency-checks having regard to packaging plus needed clean-up activities.
  - Trigger and coordination of the global clean-up activities.
- Global Material-Master-Data-Reporting:
  - Restructuring the internal assignments and classification of materials for reporting purposes, statistics, and other purposes.
  - Definition and creation of statistics for the Material-Master-Data-Reporting.
  - Implementation of tools (in MS Access) to (partially) automate the process for the monthly creation of the statistical reports.
- Global Material Master Data Maintenance-Workflow.
  - Collecting information and evaluating the processes.
  - Revision of the assignments of the authorizations to maintain material master data.
- Analysis and verification of the requirements for PLM.

Technology: SAP Material Master, SPASS, MABAS, SAP EH&S, MS Access, MS Excel.

#### 2/2011 – 2/2012 (13 months) PCI (BASF), Augsburg (Chemical Industry)

**Project: Master Data Management (Material Master Data)** 

Roles: System Analyst, Supporter, Test, "Problem Solver"

- Worldwide/global Material-Master-Data Clean-Up.
  - o Detailed analysis and evaluation of complex material master data.
  - Trigger and coordination of the global clean-up activities.
  - Detailed analyses in interrelation with EH&S- & Dangerous-Goods-Data.
  - Consistency-checks having regard to packaging, bill-of-materials plus needed clean-up activities.
  - Validation of Brand Names regarding international laws.
- Evaluations and consistency checks in the material-creation-workflow (ChemWeb).

Technology: SAP Material Master, SPASS, MABAS, SAP EH&S, ChemWeb, MS Excel.

#### 8/2010 – 12/2010 (5 months) BASF SE, Ludwigshafen (Chemical Industry)

#### **Project: Process Redesign in Sales and Distribution**

#### Roles: System Analyst, Sub-Project-Management, coordination of developments, Test Management

- Comparison of the integration tests across the borders of the SAP modules, to identify if crossborder-tests are needed. Assign identified test scenarios to the testers.
- Management of the implementation of authorisation checks in custom programs (offshore development).
- Execute tests in the OTC area.

Technology: SAP SD, ABAP, Authorisations, SAP Solution Manager,

#### 9/2008 – 07/2010 (23 months) BASF SE, Ludwigshafen (Chemical Industry)

#### Project: Master Data Management (Material Master Data)

#### Roles: System Analyst, Implementation, Coordinator, "Problem Solver"

- Material master data clean-up because of a merger.
- Analysing SAP material master data. Identification of double materials, errors caused by data migration, wrong hierarchy assignments, wrong material maintenance.
- Definition of the clean-up activities and coordination of the clean-up activities.
- Review assignments and references to EH&S.
- Conception and implementation of tools in MS Access to make it easier to do analyses and evaluations.

#### Technology: SAP Material Master, MS Access.

# 9/2003 – 07/2008 (58 months) Gillette, later Procter & Gamble, Kronberg (Consumer Goods Industry)

**Multiple Projects:** 

Master Data Management Implementations (System, Add-Ons, and interfaces). Interface-Redesign. SAP System Upgrade. Data Migration (SAP => SAP, SAP => Legacy). Sub-Project-Management. Support (part-time, for all projects).

#### Roles: Support, Customizing, System analyses, Implementation, Test, Program Design, Coordination of offshore developers, Sub-Project-Management.

- Implementation of global Master Data Maintenance System (SAP) as a single source of truth.
- Design of specialised interface programs, redesign of existing interface programs, documentation. (SAP => SAP, SAP => Legacy).
- Configuration of Third Party interface programs (SAP => SAP). Automatical data distribution and

data enhancement.

- Configuration and test of the workflow between the SAP system (Master Data System, Europe, Americas, Asia).
- Configuration and scheduling of frequent Jobs to start programs in the nightly batch. Review of the error lists and do the corrections by myself or trigger the corrections.
- SAP Upgrade: Validation that the current functionality was not touched, tests, documentation.
- Data Migrations
- Download of all data to be migrated with Queries that I have defined and created. Partial rework of the data, done in a MS Access data base, that I had designed and implemented.
- Development of upload routines in LSMW. Upload of the data to be migrated in the target system.
- Master data harmonisation and clean-up. Corrections with mass maintenance tools in SAP (MASS).
- **Project Management:** Monitoring of the data migration in a European roll-out. Creation of Scorecards and daily reports, coordination of the activities of Migration Teams
- Test support (integration tests and UATs).
- Key-User Support.
- 2nd and 3rd Level Support in the SCM and PLM area.
- Solving tricky support cases in the material master data area.
- Configuration (Customizing) of enhancements coming from incidents.
- Creating program requests for changes and enhancements. Coordination of the developments done by offshore developers. Documentation.
- Support in the area of intercompany processes, especially pricing.
- Principal Commissionaire Model implementation.
- Creation of several documentations.

**Technology**: SAP Material Master, SAP MM, SAP SD, SAP LSMW, SQVI (Quick Viewer), Clarify, Realtech IM/3, MS Access, MS Excel.

#### 1/2003 – 08/2003 (8 months) Philips Medical Systems, Böblingen (Medical Technology)

#### Project: Evaluation SAP LIS or SAP BW, User Support in SAP SD & VIS

#### Roles: Local Application Manager BW and SD/MM & LIS, Support.

- Application and user support, authorisation management.
- Evaluation if SAP VIS or SAP BW should be implemented (workshops, studies).
- BW and SD trainings (for users and consultants).
- User support in Intercompany Pricing.
- EDI, IDocs (error determination, interface control).
- Queries, Downloads (comparison ERP BW)
- Definition and development coordination of a simple Incident-Management-Tool.

#### Technology: SAP SD, SAP BW, SAP Material Master, custom Incident-Management-Tool.

#### 9/2002 – 11/2002 (3 months) Service Provider, Berlin (Finance)

#### Roles: Project-Management, Conception.

- Design of an intranet and an internet-site.
- Analysis and design of the intranet and internet-site.
- Project management for the implementation.

#### Technology: MS Excel

#### 9/2000 – 7/2002 (23 months) Gillette, Kronberg (Consumer Goods Industry)

#### Project: Implementation SAP SD / OTC plus Data Migration from Legacy Systems

# Roles: Customizing, System Analyst, Implementation, Process Design, Program Design and Development.

- Redesign Intercompany Processes as well as the process for invoicing freight costs.
- Customizing in SD pricing including coding in user exits, requirement and form routines.
- Roll-Out in Benelux, Scandinavia, UK and Iberia.
- Roll-Out for 2 other divisions of the company.
- Data migration from legacy systems (conditions, customer master).
- Program design and development coordination (in USA) for a program to support a better handling of texts in customer master.
- Monitoring the EDI interface from SAP to a global invoicing centre.
- Frequent monitoring of the interfaces from SD to: MM, CO-PA, FI
- Material master data harmonisation to the global standards with subsequent roll-out for Poland, Czech, Slovakia and Hungary.

Technology: SAP SD / OTC, SAP MM, ABAP, SAP Material Master.

# 9/1998 – 05/2000 (20 months) SULO/Altvater, Herford (Plastics, Automotive & Waste Disposal)

#### Project: Greenfield Implementation SAP R/3 plus subsequent Roll-Out

#### Roles: Customizing, System Analyst, Implementation, Program Design, Development, Sub-Project-Management.

- Sub-Project-Management SAP SD / OTC, full cycle project with subsequent roll-out.
- Conception and development of some special solutions for sales and distribution (module SD) and logistic (MM) in Waste Disposal.
- Definition of a database as a basis for the special solutions, especially for contract processing.
- ABAP programming in user exits, form- and copy-routines in SD, SIS and internal interfaces (FI, CO, MM).
- Conception and implementation of the sales information system (SIS)
- Interfaces to Third Party software (Data Warehouse and a special software for business facilities)
- System- and integration tests. Training and coaching key-users.
- Instruction and support of junior consultants (SAP SD)

Technology: SAP SD / OTC, SAP MM, SAP Material Master, ABAP.

### Employed

#### 5/1997 – 08/1998 CGI (IBM Global Business Services), Berlin

Senior Consultant SAP SD / OTC.

- Greenfield Implementation SAP R/3 for a cable producing company.
- Design of a special solution in logistic (SD & MM) for a cable producer as a substitute for the SAP Cable Solution. Supervision of the implementation, that the cable producing company implemented with internal personnel.
- Investigation to support the decision if SAP R/3 should be implemented to avoid issues in the year 2000. Analysis if SAP could be implemented in time and if the costs are comparable to the costs of an adjustment of the existing system. (Insurance company).
- Implementation of the Sales Information System (SIS) for a battery producing company.
- SD Implementation for a waste disposal company.

#### Technology: SAP SD / OTC, SAP LIS, ABAP.

# 4/1988 – 4/1997 Henning Berlin GmbH (later part of Marion Merrell Dow, then part of Höchst AG, then part of Synthélabo)

Working in the logistic department, since 1994 Sales and distribution.

- Greenfield Implementations of SAP R/2 (Global Pilot Project) and SAP R/3
- Since 1993 SAP R/2 RV –Focal Point for SAP and processes in sales & distribution and logistics.

- Implementation of an EDI-interface for wholesaler orders in SAP R/2.
- From 1996 on implementation of SAP R/2 SD / OTC and SIS.
- Porting of the EDI-interface to SAP R/3.
- Documentation of the implemented processes and documentation of how to use SAP SD.

Technology: SAP R/2 RV, SAP R/3 SD, VIS, ABAP.

## **Education**

2014	Personzentrierter Coach – DCG certified.
2006 - 2012	Social Media and Communication Specialist (autodidact).
2006	Certificate: ABAP Consultant.
2002	Certified Project Management Specialist (GPM - IPMA).
2000	Certificate: Application Consultant 'Sales and Distribution' for SAP System R/3.
1997	Quality Management in IT projects.
1997	Logistic-Info-System (LIS) – Special Features in LIS.
1996	SAP R/3 Business Process Consultant SD.
1977 – 1984	Studying German Language at Freie Universität Berlin (undergraduate).
1977	Abitur – Helfenstein-Gymnasium, Geislingen an der Steige.
Born	1956

## **Special**

Languages:	Deutsch (Muttersprache) Englisch (verhandlungssicher)
Other:	Member of DBITS and DBITS SAP AK (study group) 4freelance Genossenschaft Rhetoric-Club Toastmasters Frankfurt (Oder) Vice President Social Media Dialog e.V. (gemeinnützig) Member of VGSD Social Media Specialist - autodidact