

# CURRICULUM VITAE

## Michael Starz

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German  
Married, 2 sons



## PROFILE

- Graduate in business administration with sound background in strategical global functions in a multinational company in the Telecom Industry
- Designing and optimizing of global Procurement Systems, business process reengineering and user change management with significant contribution to cost savings targets and increase of purchasing performance
- Operating experience in Sales, Order Administration, Logistics, Asset management and Planning functions
- Broad experience in managing international teams, acting as internal consultant between users, IT- and other Supply Chain- and Finance functions
- High degree of internationality; analytical and visionary skills; flexibility; result driven and realization oriented in context with strategical global projects. Experience in restructuring projects
- Experienced in re-structuring projects
- Member of the top management group of Standard Elektrik Lorenz AG since 1994

## JOB HISTORY

### **12/2006 – Present: Alcatel-Lucent HQ Paris - Corporate Procurement and Sourcing Director Procurement Processes and Systems**

Merging and migrating the Procurement Systems and tools of former Alcatel SA and former Lucent Technologies Inc. Creating and merging the support functions from both companies, ensuring continuity in business support and performing process adaptations and change management to the worldwide combined Procurement organization. Establishing linkages to partner organizations such as Manufacturing- or Planning processes, Order fulfillment and Finance.

Responsible to create and manage an international team of 40 experts coming from both companies. Serving around 2.000 users worldwide; direct budget responsibility of annual 15 Mio€.

#### Main achievements:

- 2008: Re-organization of my global team and foundation of a sub team in Romania
- 2008: Development and deployment of a worldwide Corporate Price Database
- 2007: Successful merger of the Procurement systems of Alcatel SA and Lucent Technologies Inc ready for DAY1

**11/2000 – 11/2006 ALCATEL HQ Paris - Corporate Procurement and Sourcing  
Director Procurement Systems and Projects**

Development, implementation, deployment and maintenance of worldwide corporate IS systems for Procurement and Sourcing. Change management and user training for a user community of more than 1.200 people worldwide. Managing a worldwide team of 30 people.

Main achievements:

- 2006: Leading a Procurement subproject to prepare the merger between Alcatel SA and Lucent Technologies Inc.
- 2005-2006: Successful implementation of EDI and WebEDI in Alcatel Shanghai
- 2005: Foundation of WebEDI as a corporate worldwide tool between Alcatel and Suppliers
- 2000-2002: Foundation of a worldwide integrated procurement management information system, linked with several source systems like SAP, Oracle or MatrixOne
- 2001: Foundation of the function "Procurement Systems and Projects" and the global team
- 2000: Creation of a brand-new Procurement website for worldwide internal communication

**11/1996 – 10/2000 Alcatel Antwerp - Stuttgart - Business Division Switching Systems  
Vice Director Central Planning**

Establish unique planning methodologies for supply chain planning across organizational functions and across countries. Planning of the factory load based on sales expectations including constraint management. Regular planning update and volume balancing across factory locations. Implementation of early warning methods and risk planning. Balancing of planning volumes with Assets management. International and local responsibility.

Main achievements:

- 1999: Managing a European Industrial Rationalization project
- 1998: Manufacturing transfer of a product family from Hannover to Gunzenhausen
- 1998: Leading of a SAP implementation project in Stuttgart

**01/1988 – 10/1996 SEL AG Stuttgart - Business Division Transmission Systems  
Manager Planning and Order Management**

Planning of sales volumes for Transmission Systems in the domestic market, covering local incumbent operators and private companies. Managing of all related customer orders from Customer Order Entry till Sales realization, initiating and supervising of the invoicing process.

Main achievements:

- 1996: Co-leadership of European Central Planning HQ function Switching Technology S12
- April 01, 1994: promotion to the top management group of Standard Elektrik Lorenz AG
- 1993-1994: Project management of big fiber technology projects with Deutsche Telecom after the re-union of Germany

**11/1983 – 12/1987 SEL AG Stuttgart - several business groups  
Manager Customer Order Administration**

Several responsible middle management functions of various Business Divisions within SEL (Standard Elektrik Lorenz AG), such as Cable Group, Public Telecommunication and Private Markets.

**03/1973 – 10/1983 SEL AG Stuttgart - Private Telecommunication and Data systems  
Sales Support**

Sales administration, commercial project management, customer contracts management in coordination with legal departments, market intelligence studies.

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## **ADVANCED TRAINING**

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- Several Management and leadership trainings
  - Appraisal interviews
  - Managing of conflicts
  - Leadership and motivation
  - Discussion training
  - Transactional analysis
  - Consulting Sales
- Project leadership training
- Different technical trainings
- Language trainings in English and French

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## **STUDIES / EDUCATION**

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- 10/1979 – 09/1982 Graduate in Business Administration and Economics at Academies of Business and Public Sector Management (VWA)
- 09/1970 – 02/1973 Vocational education in Commercial Data Processing at SEL Standard Elektrik Lorenz AG

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## **LANGUAGES**

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- German: mother tongue
- English: fluent
- French: basic