

# Curriculum Vitae

## Anis Bouyahia

Diplom-Kaufmann, MBA

\*05 April 1971, Hamburg (Germany)

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## Summary

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Interim Manager with 12+ years expertise in sourcing, procurement and global project management, for clients in the life sciences, information technology, banking and insurance industry.

A committed and focused solution driven problem solver with a high rate of achievements in global sourcing, supply chain and IT strategy projects, specialised in consolidation, cost cutting and savings programs, outsourcing and transition, as well as in contract, procurement and vendor management (off- and near shoring).

Responsible for multi-million sourcing, IT strategy and multi-project portfolios, implementing risk management, sourcing and consolidation strategies, advising on pricing and service models and leading international and cultural diverse teams for companies like Citigroup, Credit Suisse, EMC and AstraZeneca.

International working experiences with residential periods in USA, UK, Sweden, France, Spain and Sweden.

## Profile

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Global Project and Sourcing Management | Consolidation and Reorganisation | Procurement and Supply Chain Management | Risk Management and Benchmarking | Contract negotiating and fleet management | Financial engineering and pricing models | Information Technology | Banking and Financial Services | Life Sciences | Insurance Industry

## Core competencies

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Delivering results are based on passionate leadership, communication, enthusiasm and empowerment | Entrepreneurial thinking and acting | Promote changes positively and solely focused on goal achievement | Strategic thinking and operative acting | Integrity and Quality

## Education

- 1996-2001  
University of applied sciences and research, Diplom-Kaufmann  
School of Business Administration  
“International Business”  
Kiel – Germany
- 1999-2000  
Mälardalen University, MBA  
School of Economics and Business  
“Management Accounting”  
Västerås/Stockholm – Sweden

## Languages

- German (mother tongue)
- English, French, Swedish (fluent)
- Arabic (basics)

## Qualifications

- IPMA, PMI, ITIL (V3)
- Swiss Banking Certified (SBA)

## Branch knowledge

- Information Technology
- Banking and Financial Services
- Life Sciences
- Insurance

## Professional Networks

- Organisation of Swiss Interim Managers (DSIM)
- Organisation of German Interim Management (DDIM)
- Swiss Financial Services Community
- Project Management Institute (PMI)

## References

- On request

## Interests

- Running, rowing and alpine hiking
- Photography
- Member of Round Table Switzerland

## ▪ Professional background as Interim Manager

**Founder & Interim Manager, 06-2009 – current**  
ad temporis | Interim Management, Zurich (CH)/Hamburg (GER)

### Mandates

04/2014 – 06/2014

Global life sciences company, Hamburg (Germany)

- Head of Procurement, direct report to CFO, CEO

08/2013 – 03/2014

Global life sciences company, Hamburg (Germany)

- Strategic procurement and sourcing for country division for all indirect categories (services contracts). Reporting to CFO.

Developing and implementing procurement goals, optimising sourcing strategy regarding balanced price/service relationship, supplier consolidation on an international level including outsourcing (near-/offshoring strategies), developing and support cost reduction strategy, developing and negotiating framework agreements, analysing supplier portfolio, pricing models and service level management. Representation of local interests in global sourcing projects.

03/2013 – 08/2013

International Travel and Touristic Company, Hanover (Germany)

- Strategic IT procurement (HW, SW, Services) for all German affiliates, supplier consolidation, contract negotiation, developing pricing models and definition and leading implementation of sourcing initiatives. Reporting to Head of Procurement EMEA.

07/2012 – 12/2012

Eidgenössische Verwaltung, Bern

- Strategic consulting for a reorganisation project: Defining procurement strategy, approach for IT consolidation (centralisation approach) and supplier evaluation.

09/2012 – 12/2012

e3 AG, Bern

- Interim Manager for leading Integration and Program Management at large global bank.

08/2009 - 06/2010

weiss group Holding AG, Hergiswil

- Interim Manager for restructuring initiative: Consolidation, category management, benchmarking and optimisation of production, sales, marketing and IT units of affiliated companies.

06/2009 - 12/2010

Bombasei AG, Uster

- Interim Manager for IT-Reorganisation, benchmarking, procurement and contract management.

## ■ Professional background employed

### ➤ Senior Bid Manager, 06-2010 – 04-2012 Swisscom IT Services AG, Zurich (CH)

Managing major outsourcing and consolidation mandates on a national and international level for Swiss based clients (Bid TCV CHF 20+ Mill.).

- Analyzing, developing and presenting ITO- and global sourcing and consolidation strategies (DC, Server, Networks) on the basis of Rfl and RfP (incl. WTO).
- Stakeholder- and relationship management (C-Level).
- Leading the bid process and –team until contract signed.
- Focused and cost-to-design, cash-flow and NPV analysis.
- (Re-)Negotiating commercial aspects of contracts and procurement.
- Risk and Asset Management
- Benchmarking and pricing models.
- **Milestones**
  - *Developing and winning major ITO-deal for leading Swiss watch manufacturer. Six years contract, double-digit million Swiss francs TCV. Fix price model for services and solutions to be delivered.*
  - *Developing and winning ITO-deal for major Swiss insurance company. Five years contract, double-digit million Swiss francs TCV. Emphasized on contractual terms and conditions.*
  - *Consulting and winning contract renewal negotiations for Swiss based medium sized companies.*
  - *Developing and implementing “Quick answer sheet” for analyzing RfP, Rfl, and RfQ (e.g. cash-flow, NPV, margin).*

### ➤ Senior Business Partner Manager, 03-2008 – 06-2009 Finnova Bankware AG, Lenzburg (CH)

- Developing and leading multi-vendor management strategy for all business partners and suppliers in the software industry.
- Responsible for all vendor related consolidation and commercial management aspects, including auditing and risk management.

- **Milestones**

- *Setting-up and implementing new Business Partner Management, its strategy and concept.*
- *Positioning for the home- and international market from a partner management perspective with new partner contracts led to an increase of 15% efficiency in due to differentiated pricing models.*
- *Leading and consulting of supplier and contract management negotiation until signed-off.*
- *Develop and implementation of "Go-to-market" strategy for Germany, with respect to terms and conditions and risk analysis.*

- **Global Project Manager, 05-2007 - 02-2008**

Credit Suisse, Zurich (CH), London (UK)

Responsible for global consolidation and security investment and private banking projects with direct report to the IT executive board (Budget CHF 10 - 15 Mill.)

- **Milestones**

- *Planning, implementation and integration of a "Secure Shell" environment for the global private banking division. Focal points are commercial requirements (e.g. pricing, margin) of the business.*
- *Leading and consulting security software vendors in integration and IT contract management issues.*
- *Leading multi-national and cultural diverse project teams up to 50 FTE*

- **Program Manager, 04-2005 - 04-2007**

EMC<sup>2</sup> Corp., Düsseldorf (GER), London (UK)

Responsible for all IT consolidation projects and programs of global accounts in London (Budget 15+ Mill. CHF)

- **Milestones**

- *Leading program management for global banking customer: Achieved 30% increase in project revenues within 9 months through recalculation of business cases, overhead reductions and implementation of global commercial standards for programs and projects. Consolidation, auditing and risk management.*
- *Leading global efficiency program of retail customer: Achieved 25% cost reduction through rollout of new technologies (e.g. virtualisation), renegotiating of supplier contracts and increased customer satisfaction of 35% within 12 months.*
- *Developing and negotiating new supplier contracts and SLAs.*

➤ **Business Project Manager, 01-2002 - 02-2005**

T-Systems International, Stuttgart (GER), Toulouse (F), Barcelona (S)

- Leading process-reengineering mandate and controlling of global outsourcing deal.
- Controlling and monitoring suppliers and (outsourcing) contracts.
- Developing and implementing standard risk and security management processes for global ICT-projects.
- Leading sub-projects of commercial and contractual issues, with direct report to the executive board (Budget CHF 5 - 10 Mill.).

- **Milestones**

- *International outsourcing deal successful in budget and on time.*
- *Cost savings of 25% through contract renegotiations and new service level agreements. Prevent from reputation damage through clear and pre-defined communication channels.*
- *Established IT-risk management process, method and Excel- tool with focus on CAPEX, OPEX and NPV.*

➤ **Management Consultant, 05-2001 - 12-2001**

T-Systems International, Stuttgart (GER),

Advise IT project teams from a business perspective in developing management information systems (Budget CHF 5+ Mill.)

- **Milestones**

- *Implementation of the MIS in budget, on time and to customer's specification.*

➤ **Market Analyst, 07-2000 - 12-2000**

ISION Internet AG, Hamburg (GER)

Consult senior management and executive board on eBusiness markets and trends. Responsible for developing the company's Balanced Scorecard.

- **Milestones**

- *Developed and implemented a balanced scorecard that achieved a 20% increase in customer and employee satisfaction.*