



## Marion Christine Fraede

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### Consultant Profile

Management Consulting, Global Multi Project and Program Manager,  
Interim Management/CIO/CDO, Business Analyst, Industry 4.0, Integration Specialist,  
Process Optimization, Quality Management, External Lecturer, Partner Level

#### Personal data

Marion Christine Fraede

**Born:** 1968  
**Education:** (DV-) Informatikkauffrau IHK, correspondence course Business and national economies, specialization in marketing  
**Languages:** German, English, Spanish, French, Italian  
**IT experience since:** 1988

**Key areas:** Board, priority and critical projects ("firefighting"), management / strategy consulting, project management, Industry 4. 0, IoT, Audit / Regulatory (internal / external, SOX, BaFin, VAIT, ISO, IT-Security, GDPR, GoBD, MHRA, FDA, IFRS), Merger Projects, De-Escalations Management, Integration and Migration Projects (ERP, EAI, EDI, eBusiness / eCommerce, Infrastructure, Supply Chain), Architectures, Test Management, TQM, Sales Management, Marketing, Process Optimization, SLA, Contracting, Controlling, Lecturer at University of Applied Sciences

**Technical Focus:** Assembler, COBOL, PL1, C, HTML, PHP  
EDI, EDIFACT incl. EANCOM, ELFE, COMTIA, EDICOS and Subsets, XML (RosettaNet) within eCommerce, also EAI (Enterprise Application Integration, Middleware)  
Different EDI-Converter also ELFE and EAI-Tools (different Message Broker / Middleware like Amtrix, Webmethods, BizTalk, Seeburger)  
SAP R/2, R/3 und S4 HANA, Baan, JDE, Sage, Navision / Dynamics  
MS WINDOWS 3.x, 95, 98, NT/2000, XP, Win7/8/10, BS2000, AS400, Unix-Derivate  
MS-Tools (like Word, Excel, Visio, PowerPoint, Project) since 1988  
DB2, DBase, SQL, Oracle, HANA  
Atlassian JIRA / Confluence, Remedy, RT, IRM, Carmen, Hyperion, Cognos, OLF, BO (Business Objects), HPQC, Adonis, MicroStrategy, SharePoint, Azure, PowerBI, Ariba, C4C, Fiori, HANA, SAS, DDS  
Methods and concepts (like CORTEX, Lean, Prince2, PMI, PMP, Scrum/Agile/SaFE, Cobit, ITIL, NLP, Mind Map, SOA, UML, RUP, ARIS, SOX, Solvency II, MaRisk, GxP, IFRS, VAIT, BaFin)

**Industries:** Industry, Automotive, IT, Electronics, Transport & Logistics, Telecommunications, Financial Services, Insurance, Energy Management, Retail, Distribution, Pharmaceuticals, Healthcare, Public Sector, Agriculture

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Exclusively our GTC applies



International  
experience:

Europe, North, Central, South America, Asia, Australia, Africa,  
Emirates

Specific strengths:

- over 30 years IT and business knowhow
- over 30 years of experience in controlling (also as lecturer)
- 30 years of project management (large projects incl. personnel and budget responsibility, methods e.g. Cortex, PMI, IPMA, PMP, Prince2, Scrum, SaFe, Agile, COBIT), direct team sizes also >100 MA
- 30 years of experience in managing SAP projects in-house, at service providers and end customers, implementations, global platforms, optimizations, upgrades, enhancements, cross-module for R/3, ECC, S4 HANA incl. NetWeaver, Fiori, EDI, Ariba, Hybris, HCM-Suite, Cloud for Customer (C4C, CRM), Fieldglass
- 26 years as specialist for EDI, EAI, eCommerce and digitalization as well as implementation of GDPR, GoBD, IT-Security
- 26 years of experience in leadership and management, VP level
- 18 years' experience with SOX Compliance, IFRS, FDA, MHRA, VAIT
- 16 years as external university lecturer in business informatics, industrial engineering and business management as well as MentorING
- Highly successful in motivating employees, partners and companies in projects
- Very experienced and successfully acting in audits, regulatory, international Standardization committees
- Very experienced and successful in selling technically demanding products and services including contract negotiations
- Very experienced in reporting structures and business planning
- Very experienced in managing product lines and business units with significant profit orientation
- Very experienced with American and Asian business structures and culture
- Very experienced with offshore/nearshore and cross-cultural team leadership
- Great self-motivation and continuing education

Before  
self-employment:

Head of Sales and Marketing including Business Development  
Senior Consultant and Manager at well-known, listed IT consulting  
and service companies  
International Executive



### Project Experience

Marion Christine Fraede

Legend: Region EMEA = Europe, Middle East, Africa; PMO = Project Management Officer

Excerpt Clients: Tennet TSO GmbH, W&W Group, Grenke AG, Allianz Direct, BNP Paribas Cardif, Veridos, Basler Versicherung, TÜV Süd, Microsoft, Telefonica Deutschland, Tremco-IIIbruck, Arvato eCommer-  
ce (Bertelsmann), Sartorius AG, Drägerwerke, CSL Behring, Media-Saturn Deutschland, Media-Saturn IT GmbH, Merck Serono, SAP AG, Tech Data, SupplyOn AG, RWE Supply & Trading, Deutsche Telekom AG, Telefonica o2, Allianz SE, Hewlett Packard (HP), Siemens Nixdorf Informationssysteme AG (SBS), Siemens AG, Daimler AG, Vodafone, Munich Re, Deutsche Bundeswehr, Polizeiverwaltungen Bayern and Hessen, IZB, Deutsche Bank, HypoVereinsbank, Kraft Foods, Unilever, Hugo Boss, Metro AG, REWE, EDEKA, Böhlinger Ingelheim, Glaxo SmithKline, Sanofi, Danzas, Trans-o-Flex, Zoll EU / GUS etc.

- 03/2022 – Branch Energy  
Interim Project Manager, Topics: global Overall project management regulatory IT implementation (AS4) in the energy industry, development of a global platform and interim solutions, establishment of sub-projects, senior management involvement, involvement of procurement, contract management, legal, IT security  
Tools/Methods: Microsoft tools, Webex, heterogeneous branch systems; SAP
- 12/2021 – 12/2022 Branch Insurance  
Interim Project Manager, Topics: Takeover of an ongoing project in the insurance industry. Data exchange between sales and HR for training, change management, communication between areas, escalation management in the SAP environment.  
Tools/Methods: Microsoft Tools, Teams, SAP HCM and ICM; IDM
- 06/2021 – 12/2021 Branch Finance  
Interim Portfolio Manager, Topics: Establishment of a technical program/portfolio management within the scope of a regulatory audit, resource planning, mitigating existing risks by means of communication and planning formats.  
Tools/Methodology: Microsoft Tools, Teams, individual combination of regular and agile Methodologies, Regulatory, Compliance
- 06/2020 – 12/2020 Branch Finance/Insurance  
Management consulting of the CFO, topics: Consulting on VAIT topics and requirements in the context of an information network, BaFin, audits, IAM, digital IT strategy, outsourcing etc.  
Tools: Microsoft Tools, SAP Tools, Skype



### Project Experience

Marion Christine Fraede

- 11/2019 – 01/2021  
Branch Finance/Insurance  
Interim Program Manager for IFRS 17 Implementation, Business Analysis, Functional Architecture, Concepts, Migrations, IT Security, Budgets, Procurement and Implementation, Facilitation, Planning, Steering, Presentations, Coordination of internal and external team members (intercultural), PMP Method, agile aspects integrated  
Tools: Navision, Coda, DWH, Moodys, Prophet, SLIT, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, Skype, WebEx, Teams, Jira, Confluence, Azure
- 05/2019 – 10/2019  
Branch IT/Security/Government  
Interim Technical Manager for global clients, team leadership for implementation of security relevant infrastructure (DC, Passports, ID, DL) for countries, sizing, functional specification HW/SW, migrations, IT security, testing (e.g. North Macedonia, Bangladesh, Iraq), free agile methods, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: different HW (Dell, etc.), Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, WebEx
- 09/2018 – 03/2019  
Branch Finance/Insurance  
Interim Project Manager, Workstream IT for IFRS 17 and 9 implementation, business analysis and team leadership for new development of Financial Data Hub in SAS eDWH-DDS and migration to S4 HANA (General Ledger), strategy platform, migrations, IT security, management, planning, steering, presentations, coordination of internal and external team members (intercultural), IPMA with agile approaches  
Tools: Coda, SAS, S4 HANA, Individual solutions, Power BI, Word, Excel, PowerPoint, MS Project, Visio, Teams, WebEx, Jira, Confluence, Azure – Consideration of VAIT
- 10/2017 – 06/2018  
Branch Service  
Interim project manager, business analysis and team leadership for new development and migration of fleet solutions (ERP), adaptation to group platform SAP (FI/CO, MDG) global, integration BI (reporting tool evaluation and integration for end customers, Power BI), eInvoicing component, process optimizations; topics on Azure, consulting on S4 HANA (Finance), migrations, IT security, IFRS 16, combination of IPMA and agile methods, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: ECC 6.0, S4 HANA, Power BI, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint Teams, WebEx, Jira, Confluence, Azure



### Project Experience

Marion Christine Fraede

- 07/2017 – 12/2017      Branch IT  
Multi Project Manager Transition, Portfolio Management, Risk Management for Domain Business Productivity, more than 40 projects, intercultural leadership (India), Processes, Tooling, Status and Finance Reporting, Connection Project Transition Domain Modern Apps with same task, IPMA, Scrum and SaFe - combined method, Moderations, Planning, Steering, Presentations, Coordination of internal and external team members (intercultural)  
Tools: Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, Teams, Jira, Confluence
- 10/2016 – 03/2017      Branch Telecommunication  
Consulting in order management, controlling restructuring for services and components in the NT segment (network expansion) and responsibility for available budget, budget committees including Investor Board, RAN controlling annual financial statements for the Group, planning new controlling tool (DB-based)  
Tools: Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, Jira, Confluence
- 06/2016 – 09/2016      Branch Production/Chemie  
Interim Manager / Multi Project Manager Business Analysis and Leading Team for global rollout Navision, User Rights and Master Data (SOX), Leadtime as well as process optimization Finance, Management Consulting EDI, Supply Chain, Brexit impact, Controlling, Migrations, IT Security, protection needs, agile approach, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: Navision / Dynamics, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence
- 02/2016 – 05/2016      Branch IT/Service  
Multi Project Manager eCommerce for migration project of international online store Fashion as well as new features (Versace), business analysis and leadership of team for new development of online store (supply chain) with connection and process modeling for logistics and distribution center, payment systems, call center, master data, controlling, migrations, IT security, data protection and protection requirements, SAP, agile approach, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: SAP ECC 6.0, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence





### Project Experience

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06/2015 – 12/2015

Branch Medical and laboratory technology  
Multi Project Manager, Business Analysis and Leadership Team for Sa-les, Communication and eCommerce environment for Pricing (new strategy and app development), Sales Force Field Automation (IOS), C4C (CRM), Online Shop (Punch Out, Ariba), Supply Chain, Intra-net and Online, Strategy development for HCM-Suite implementation (Success Factors, HR), Portfolio Management Software, Management consulting, contract negotiations, selection process, implementation of protection needs analysis in the company, IT security requirements and implementation planning for digitalization for sales and service, master data, migrations, controlling, agile approach, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: SAP ECC 6.0, S4 HANA, Ariba, Hybris, Fiori; C4C, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence, AWS, Azure

04/2015 – 08/2015

Branch High-tech, medical and laboratory technology  
Management consulting global introduction of eInvoicing with creation of RFI, RFP, beauty contest, shortlist, connection to Ariba as primary platform with SAP rollout, migration planning, IT security  
Tools: SAP ECC 6.0, Ariba, Hybris, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence

10/2014 – 06/2015

Branch Pharma  
Project Manager Pharmacovigilance, Business Analysis and Leading Team for global implementation of GvP as well as CAPA implementations and MHRA/FDA inspections  
Tools: Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, Skype, WebEx Jira, Confluence and SharePoint with global data protection aspects in studies

08/2014 – 10/2014

Branch Retail  
Project Manager Migration Legacy Systems for new digital services in eCommerce, business analysis and leading team for migration to newly developed online platform on IOS, Win10 and Android for VoD, eBooks, MoD, etc. = "Juke", MDM approach, incl. handling guideline data protection customer migration in end customer portal according to agile approach, controlling, agile approach, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: SAP ECC 6.0, Ariba, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence, Azure



### Project Experience

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- 10/2013 – 05/2014      Branch Retail  
Project Manager invoicing Turkey (on-time connection to the clearing house of the Ministry of Finance and adaptation between heterogeneous EDI/EAI platforms and SAP systems and rollout), EDI Return, PoSa (Point of Activation), etc. on management level company relevant priority projects and legal requirements, management consulting on EDI topics, online platforms (end customer portal and front-end architecture), digitalization/IoT as well as data protection, contract negotiations, selection processes, controlling, Scrum/Agile, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: SAP ECC 6.0, Individual solutions, Word, Excel, PowerPoint, PMP (Project management Tool), Visio, SharePoint, Skype, WebEx Jira, Confluence
- 07/2013 – 10/2013      Branch Agrar  
Start-up consultations, audits, profitability approvals  
Tools: Word, Excel, PowerPoint
- 05/2013 – 06/2013      Branch Pharma  
Senior PMO, short term go live support for global rollout Regulatory Affairs, facilitation, planning, steering, presentations  
Tools: SAP ECC 6.0, Ariba, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence
- 04/2013 – 04/2013      Branch Finance  
Senior Business Analyst, workshop preparation for the integration of SEPA procedures (SAP environment) with IT security aspects, moderations, planning, steering, presentations  
Tools: Word, Excel, PowerPoint
- 01/2013 – 03/2013      Branch Automotive/Aerospace/IT  
Interim IT Manager, Project Manager, Business Analysis and Team Lead for SAP Upgrade and Rollout from 4.6c to ECC6.0 EHP5, Farm Setup, NetWeaver Replacement, JBoss Setup, Migration BIS6 (Seeburger) with primary platform Ariba; Oracle Upgrade, IT-Security (incl. Audit), LDAP, Firewall, MDM, Management Consulting, Contract Negotiations, Selection Process, Controlling, Agile Approach (KANBAN), Moderations, Planning, Steering, Presentations, Coordination of Internal and External Team Members (Intercultural)  
Tools: SAP, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence



### Project Experience

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01/2012 – 12/2012

Branch IT

Senior Project Manager "SAP Solution Explorer", Business Analysis and Leadership Team for End-Customer Portal and Front-End Architecture including Authoring Environment (MDM), Prio-Project of the Executive Board for Global Corporate Communications a. o. Existing customers, (Agile) Scrum-Product Owner, WS-Lead Infrastructure and Coach (Controlling), Head of Development Team Germany/China/India, Showcase SAPPHIRE, Beta and V0.7, Design Thinking, SAP Rollout, Data Protection, IT Security, agile approach, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: ABAP, JAVA, UI5, HTML5, RDC/RDS, BSR, MDRS, NetWeaver, Individual solutions, Word, Excel, PowerPoint, PMP, Visio, SharePoint, Skype, WebEx Jira, Confluence

09/2011 – 12/2011

Branch Distribution/IT

Senior Project Manager e-Services for customer and supplier connections, business analysis and team management, IPMA, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: SAP, Syslog, InTouch, Hardware configuration, EDIFACT, XML, FTP-Gateway, CRM, Word, Excel, PowerPoint, PMP, Visio, SharePoint, Skype, WebEx Jira, Confluence

06/2011 – 09/2011

Branch Automotive/Aerospace/IT

Senior Project Manager (IT); business analysis and leadership team for landscape consolidation, infrastructure, Restructuring of heterogeneous test and development platforms, SLA issues, controlling, process design, SCM release transition, SAP rollout, IT security, LDAP, firewall, agile approach (KANBAN), moderation, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: Seeburger, TDS, EPAM, Ariba, SAP, Word, Excel, PowerPoint, PMP, Visio, SharePoint, Skype, WebEx Jira, Confluence

02/2010 – 06/2011

Branch Energy/Finance

Head of Project Management Office; coordination of Prio1 board project, business analysis and leadership of team for development and implementation of a risk management infrastructure for risk reporting in international energy trading, MDM, controlling, compliance, IT security, reporting, MaRisk, reviews, recruiting, rollout, audits, process optimization, user rights, management consulting, contract negotiations, selection process, introduction of agile method Scrum in the group, previously Prince2, moderations, planning, steering, presentations, coordination of internal and external team members (intercultural)  
Tools: SAP, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence





### Project Experience

Marion Christine Fraede

- 10/2009 – 01/2010  
Branch Telecommunications  
Senior business analyst and sub-project manager for cross-group marketing, sales, technology with financial and functional controlling, client: CFO; recording, documentation and analysis of processes for forecasting, planning (focus on but-tom up, iPF and budget) and closing in controlling, preparation for merger/segment Germany group consolidation  
Tools: SAP, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence
- 11/2008 – 09/2009  
Branch Telecommunications  
Senior Business Analyst and Project Management Recording, documentation and analysis of processes for hosting, GAP analysis, recommendation development for process optimization, high level sign, detail design (CLM, SC, SD, PLM, PMP, SA), strategy development, optimization phase in merger  
Tools: SAP, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence
- 12/2007- 11/2008  
Branch Finance/Insurance  
Project Coordinator Group Risk (Head of Project Office) in the Executive Board area (CFO), projects RAI (Risk Analysis Infrastructure), MKMV and ADRIAN; Various project charters, project plan, RFP, RACI (ITIL), presentations, budget controlling and activation, coordination of internal and external partners, reporting, steering committee, sponsor meeting, workshops, process descriptions, partner evaluation with contract negotiations, selection process, MDM, Preparation and implementation of newsletter and intranet presence for long-term communication, de-escalation management, use of ITIL and UML, business analysis and management of team for introduction and implementation of SW solution as well as SOX compliance, IT security, MaRisk, and Solvency II processes, involved partners/SW and SAP rollout  
Tools: SAP, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx Jira, Confluence Murex, SAS, Algorithmics, Imbus, Comet, Adonis, GIN (Lotus Notes) etc.
- 09/2007 – 11/2007  
Branch IT, Agrar  
Task: Web design, revision, redesign and updates of various websites, inclusion of CMS (NetObjects)
- Since 09/2007  
Mentor in the MentorING program and guest lecturer in the industrial engineering program at the Rosenheim University of Applied Sciences on the topic of controlling.



### Project Experience

Marion Christine Fraede

- 04/2004 – 08/2007      Branch IT/ Electronics  
EMEA Coordinator Rollout EDI (overall project management), coach for new international team members: teaching the basics of EDI, application of learned methods in the actual project process. "Training on the Job". Incorporating UML, ITIL, ARIS, SOA etc. in project management, showing alternatives, training communication (email, conference calls, reporting, steering committee,). Transition Service Center locations. Inclusion of various tools such as SAP (Rollout), CRM, Webmethods, Cyclone, other standard solutions and individual solutions.  
Tools: SAP, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx, Jabber, Jira
- 04/2004 – 08/2007      Branch IT/ Electronics  
EMEA Coordinator Rollout EDI (overall project management), analysis, optimization, conception and de-escalation of/in the order management and billing process using procedures, concepts and methods such as ARIS, SOA, ITIL, UML and consideration of SOX compliance as well as global data protection and IT security.  
Tools: SAP, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx, Jabber, Jira
- 04/2004 – 08/2007      Branch IT/ Electronics  
EMEA Coordinator Rollout EDI (overall project management), IT Lead for single projects and rollouts with various partners in parallel using procedures, concepts and methods such as ARIS, SOA, ITIL, UML and consideration of SOX compliance, implementations and migrations of Order and Billing Flow (Orders, Responses, Invoices, Credit Notes, Debit Notes, Quotes etc.) via AS1, AS2, VAN using EDIFACT or RosettaNet. ) via AS1, AS2, VAN using EDIFACT or RosettaNet, coordination of internal and external (customer) project teams worldwide, all projects on time and on budget, including testing, tracking, monitoring, etc.  
Tools: SAP, Individual solutions, Word, Excel, PowerPoint, MS Project, Visio, SharePoint, Skype, WebEx, Jabber, Jira
- Since 01/2006              Appointments as external lecturer FHS Kufstein for the study course Business Informatics and Entrepreneurship (subject Sales Management in English)



### Project Experience

Marion Christine Fraede

- 2002 – 2016      Branch : Agrar  
Task: Quality management of various horse businesses in Germany, Austria, Italy, Netherlands based on TQM
- - analyses, strategy development, concepts
  - - qualification, personnel selection, moderation etc.
- 2002 – 2003      Branch : Government  
Task: Personnel consulting by means of NLP and TQM
- Identification of training needs, strategy development
  - Selection process, training
- 2002 –2003      Branch : Industry  
Task: Individual tasks in the context of insolvency proceedings (e.g. termination management)
- 2002 –2003      Branch : Retail  
Task: Rebuilding of a distribution company
- Conception, moderation
  - Strategy development, controlling
- 2002 –2003      Branch : Industry  
Task: Personnel consulting using NLP and TQM
- Determination of employee requirements, strategy development
  - Selection process
- 2002 –2003      Branch : IT  
Task: Personnel consulting using NLP and TQM
- Determination of employee requirements, strategy development
  - Selection process
- 2002 –2002      Branch : Industry  
Task: Publication of professional articles on §301 in healthcare as a marketing campaign for a corporate group
- Data protection and IT security assessment
  - Research, preparation of technical articles
  - Publications
- 2002 –2003      Branch : Retail  
Task: Personnel consulting using NLP and TQM
- Determination of employee requirements, strategy development
  - Selection process
- 2002 –2003      Branch : Insurance  
Task: Personnel consulting using NLP and TQM
- Determination of employee requirements, strategy development
  - Selection process, Assessment-Center



### Project Experience

Marion Christine Fraede

- 2001 –2002  
Branch : Pharma  
Task: International bidding management for the introduction of SAP R/3 including international group structures using CORTEX, IT security, SAP rollout
- Overall project management, conception, moderation
  - strategy development, controlling, team leadership
- 2001 –2002  
Branch : Industry  
Task: Consulting, workshops EAI consolidation, Europe platform (data center migration) using CORTEX, IT security, SAP rollout
- Overall project management, conception, moderation
  - Strategy development, controlling, team management
- 2001 –2002  
Branch : Industry  
Task: Consulting, workshops on expected merger, IT integration, SAP rollout using CORTEX, IT security aspects and data protection (HR)
- Project management, conception, moderation, controlling
  - Strategy development, team leadership, de-escalation
- 2001 –2002  
Branch : Retail  
Task: Consulting, analysis of branches for resource optimization potential, workshop for software selection using CORTEX, data protection in cross-border traffic
- Overall project management, conception, moderation
  - Strategy development, controlling, team management
- 2001 – 2002  
Branch : Industry  
Task: Consulting, EAI tool matrix for RFI (Request for Information) preparation in English, international vendor selection using CORTEX
- Overall project management, definition of requirements
  - Implementation, elaboration, presentation



### Project Experience

Marion Christine Fraede

- 2001 – 2002  
Branch : IT Service  
Task: Development of a sales methodology for consultant, development of methodologies for various EAI and resource optimization projects, CRM implementation, bid management for SAP rollout, EAI, EDI and resource optimization projects, public tenders etc., proposal in German and English, moderations in German and English, "content enabling" for media companies using CORTEX, ARIS, UML and ITIL.
- Overall project management, controlling, team leadership
- 2000 – 2002  
Branch : Industry, Logistics and Retail  
Task: EAI project with long-term consulting for adaptation and integration of heterogeneous IT systems (e.g. SAP R/2, R/3, Individual solutions, DB2 etc.), SAP rollout with IT security
- Overall project management, definition of requirements
  - Controlling, team leadership, de-escalation
- 2000 – 2002  
Branch : IT Service  
Task: Evaluation and introduction of a CMS system (similar to Wordpress in the first test position later)
- Overall project management and budget responsibility
- 1996 – 1999  
Branch : Retail  
Task: EDI project, fully automated EDI converter system for data exchange with trade, suppliers and forwarding agents, subset design or adaptation to EANCOM partly using UML and ITIL, BDSG
- Overall project management, definition of requirements
  - Definition of the software architecture
  - Controlling, team leadership, de-escalation
- 1996 – 1999  
Branch : Industry  
Task: EDI project, fully automated EDI converter system for data exchange with retail, suppliers and forwarding agencies, sub-set design or adaptation to EANCOM partly using UML and ITIL, BDSG
- Overall project management, definition of requirements
  - Definition of the software architecture
  - Controlling, team leadership, de-escalation





### Project Experience

Marion Christine Fraede

- 1996 – 1999      Branch : Logistics  
Task: EDI project, fully automated EDI converter system for data exchange with retail and shipping companies, subset design or adaptation to EANCOM partly using UML and ITIL
- Overall project management, definition of requirements
  - Definition of the software architecture
  - Controlling, team leadership
- 1996 –1999      Branch : Retail  
Task: EDI project, fully automated EDI converter system for data exchange with retail, suppliers and forwarding agents, subset design and adaptation to EDICOS specifications, partly using UML and ITIL
- Overall project management, definition of requirements
  - Definition of the software architecture
  - Controlling, team leadership
- 1996 –1999      Branch : Pharma  
Task: EDI projects, fully automated EDI converter systems for data exchange with retail, suppliers and forwarding agencies, sub-set design as well as ELFE procedures partly using UML and ITIL
- Overall project management, definition of requirements
  - Definition of the software architecture
  - Controlling, team leadership
- 1996 –1999      Branch : Logistics  
Task: EDI project, fully automated EDI converter system for data exchange with retail and freight forwarders, subset design or adaptation to EDICOS specifications partly using UML and ITIL
- Overall project management, definition of requirements
  - Definition of the software architecture
  - Controlling, team leadership
- 1996 –1997      Branch : Government  
Advisory committee work on updating the BDSG, TMG and GoBS, focus on "digital signature", as well as "ATLAS" (customs)



### Project Experience

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1996 –1999

Branch : Government

Task: ELFE-EDI projects, public tenders, individual software conception and adaptation to the needs in German use. EDIFACT billing of telecommunication services with all approved providers and controlling of billing data on a one-to-one basis partly using UML and ITIL; BDSG

- Overall project management, definition of requirements and software architecture, controlling and team leadership, de-escalation

1996 –1999

Branch : Government, German Armed Forces

Task: ELFE-EDI projects, public tenders, individual software design and adaptation to the needs in German use. EDIFACT billing of telecommunication services with all approved providers and controlling of billing data on single call level partly. using UML and ITIL, BDSG

- Overall project management, definition of requirements and software architecture, controlling and team leadership, de-escalation

1996 –1999

Branch : Automotive

Task: ELFE-EDI projects individual software conception and adaptation to the needs of an international group in German use. EDIFACT billing of telecommunication services with all approved providers and controlling of billing data on single call level partly using UML and ITIL, BDSG

- Overall project management, definition of requirements and software architecture, controlling and team leadership, de-escalation

1996 –1999

Branch : Industry

Task: ELFE-EDI projects individual software conception and adaptation to the needs of an international group in German use. EDIFACT billing of telecommunication services with all approved providers and controlling of billing data on single call level partly using UML and ITIL, BDSG

- Overall project management, definition of requirements and software architecture, controlling and team leadership, de-escalation



### Project Experience

Marion Christine Fraede

1996 –1999

Branch : Logistics

Task: ELFE-EDI projects individual software conception and adaptation to the needs of an international group in German use. EDIFACT billing of telecommunication services with all approved providers and controlling of billing data on single call level partly using UML and ITIL, BDSG

- Project management, coordination with works council
- Definition of requirements and software architecture, controlling and team leadership

1996 –1999

Branch : Finance

Task: ELFE-EDI projects individual software conception and adaptation to the needs of banks and savings banks in German use. EDIFACT billing of telecommunication services with all approved providers and controlling of billing data on single call level partly using UML and ITIL, BDSG

- Overall project management, definition of requirements and software architecture, controlling and team leadership, de-escalation

1996 –1999

Branch : Insurance

Task: ELFE-EDI projects individual software conception and adaptation to the needs of international groups in German use. EDIFACT billing of telecommunication services with all approved providers and controlling of billing data on single call level partly using UML and ITIL, BDSG

- • Overall project management, definition of requirements and software architecture, controlling and team leadership, de-escalation

1996 –1999

Branch : Telecommunication

Task: EDI and ELFE projects locations including Bonn, Berlin, Darmstadt, Düsseldorf, Munich, New York, Tokyo etc., fully automated EDI converter systems partly with development, production and backup systems for the conversion of telecommunication invoices from SAP systems into EDIFACT, de-sign of ELFE subsets with worldwide validity using UML and ITIL, BDSG

- • Overall project management, definition of requirements and software architecture, controlling and team leadership, de-escalation



### Project Experience

Marion Christine Fraede

1996 –1996	Branch : Industry Task: Settlement of public liability
1995 –1995	Branch : Industry Task: Controlling D1/D2, interface between sales, purchasing team and maintenance
1994 –1995	Branch : Industry Task: Controlling Cash Flow Eastern Europe in the Corporate Executive Committee
1994 –1994	Branch : Industry Task: Assistance to the Head of Internal Audit
1993 –1993	Branch : IT, Finance/Insurance Task: Assistance sales manager private insurances, coordination and elaboration of the international top management conference of the insurance industry in Istanbul with technical and framework program
1992 –1996	Branch : Industry Task: Specifications nuclear power plants, special area "nuts and bolts" in revisions of German nuclear power plants
1992 –1993	Branch : IT, Finance/Insurance Task: Marketing private insurance (coordination and creation of a guideline with the marketing and sales requirements for the international insurance industry)
1991 –1992	Branch : IT Task: Assistance to the management (calculation of seminars, coordination of topics, team management for "temporary employees and work-students of the DI-school" etc.)
1989 – 1990	Branch : IT Task: Design and creation of an enterprise resource planning program for small and medium-sized businesses with industry-dependent customization (e.g. measurement, warehouse management, etc.). <ul style="list-style-type: none"><li>• Definition of requirements and software architecture</li><li>• Development of the data model, programming in Cobol 85, installation of the applications</li><li>• User training and support</li></ul>

**Further projects, details, tools, methods and references on request**