



Employment Status: Self-employed since 26.07.2007

Name of Business: peter graessner pro^x

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Date of Birth: 26 June 1970

Place of Birth: Stuttgart, Germany

Children: 3 daughters (*2003, *2006, *2008)

Websites (aliases): www.professional-projects.net
www.project-professionals.net
www.graessner.org

Knowledge & Skills – Overview:

- Business Divisions: Project & Interim Management,
Organisational & Business Consultancy,
Information & Automation Technology,
Building Automation, Software & System Development
- Work Experience: Coaching & Realisation of Technology Startups since 2014
System Development Management since 2012
Quality Management Software Systems since 2009
Building Automation since 2008
Interim Management since 2007
Business Consultancy since 2004
Product Management since 2002
Automation Technology / E/I&C since 2000
Company Management since 2000
Project Management since 1997
Business Analytics, Consulting & Process Modelling since 1998
Enterprise Resource Planning (ERP) since 1996
Leading Projects since 1996
Workshop & Field Work since 1995
Systems and Networks since 1992
Software Development since 1988
Participation in Productions since 1986
- Languages: German: Mother Tongue
English: Business English, Advanced Skills
French: Working Knowledge
Spanish: Basic Skills
- Networks+volunteering: Governing Body of German Interim Managers (DDIM)
Advisors' Network for Hessen (RKW)
Junior Chamber International in Germany (JCI → „WJD“)
Treasurer for 1.Pool-Billard-Club Giessen 1986 e.V.
C-Trainer (DSB/DBU-Licence), for pool billards
- Certificates: eEvolution ERP, REWE and ASM – 1998~2000 & 2004~2008
Microsoft Dynamics AX ERP (STZ-Certificate) – 2004~2007
Microsoft UML Modelling Tool (STZ-Certificate) – 2004~2007
Certified ARCWAY Consultancy Partner – 2008

Knowledge & Skills – Areas of Competences, Technologies, Suppliers:

IT Solution Areas:	Project Management Solutions Business Process Modeling (BPM) Enterprise Resource Planning (ERP) Management Information & Business Intelligence (MI/BI) Customer Relationship Management (CRM) Production (PPS/BDE/MDE) Supply Chain Management (SCM) Quality Management (QM) Service Management & Automation (ITSM) Factory Automation & Controls (E/I&C) Building Automation & Controls (BAC) Access, Time & Security Solutions Document Management Systems (DMS) (and more)
ERP Solutions:	abas Business Suite Microsoft AX 3.0/4.0 eEvolution ERP ASM Service Management SelectLine ERP + 3X-IOS Webshop MOS'aik ERP + Starke DMS (and more)
IT Tools+Platforms:	MS Windows/Exchange/Office/Project/Visio, Linux, Android ARCWAY Cockpit (FMC/UML/EPK), MS UML Modelling Tool, Vicon ViFlow, Mind Mapping, Lotus Notes, Jira, Confluence (and more)
Controls+Components:	3S CODESYS & Application Composer, Carel, saia, WAGO, Beckhoff, Siemens (Desigo, Climatix, S7), Hilscher, PhoenixContact, Kieback&Peter
Protocols+Fieldbuses:	BACnet, EtherCAT, Modbus, LON, KNX, SNMP, SMTP, Interbus, Profibus, Profinet, RS485/RS422 (and more)

Employment History:

- since 26.7.2007:** **peter graessner pro^x**
Self-Employed Entrepreneur
Project & Interim Management, Business Consultancy
- 2004 – 2007:** **SA Service Alliance GmbH & Co. KG, Willich, DE**
Product Manager / Project Manager
- 2000 – 2004:** **Guelich Technologies AG, Lichtenfels-Sachsenberg, DE**
COO, Key Account Management Automotive Industry
- 1998 – 2000:** **AccountT GmbH, Maichingen/Renningen, DE**
Consultant / Project Manager
- 1995 – 1998:** **Athos Media Services GmbH, Sindelfingen/Böblingen, DE**
Hard- & Software Engineer / Managing Technical Purchasing
- 1993 – 1994:** **Radio Antenne 1, Stuttgart/Reutlingen, DE**
Radio Journalist
- 1985 – 1995:** **Graessner Antriebstechnik KG, Steinenbronn/Dettenhausen, DE**
Assistance in all Business Operations / Programming

Education / Military Service:

- 1997:** **Certified Computer Scientist**
- 1994 – 1997:** **Information Technology, Academy ADV in Böblingen, DE**
- 1991 – 1994:** **Degree in Computer Sciences, University of Tübingen, DE**
- 1989 – 1991:** **Military Service, Airborne Mortars Company Calw, DE**
- 1989:** **German Abitur**
- 1980 – 1989:** **Philipp-Matthäus-Hahn Grammar School, Echterdingen, DE**
- 1976 – 1980:** **Ludwig-Uhland Primary School, Leinfelden, DE**



Projects, Highlights, References

(reference contacts available upon request)

Analysis, Evaluation, Conception, Planning, Monitoring, Optimisation & Management of your Business, Strategic, Development & Client Projects with Specialties in E/I&C and IT

proactive – **progressive** – **professional**

peter graessner pro^x

Self-Employed (since 07/2007)

seit 01/2016:



a schunk company

Management, QA and pre-certification of the BACnet technology development as part of the CODESYS-v3-based control system intelli.4 at Weiss Klimatechnik, Reiskirchen (DE) (utilising the pro tool “BACnet-Test-Framework” by MBS GmbH)

Management of the BACnet development releases according to the release plan of the complete system intelli.4

Setup and realisation of the BACnet certification tests with the official certification tool BACnet-Test-Framework (MBS GmbH) including the internal pre-certifications of the particular BACnet-releases (profile B-BC)

Quality assurance for the whole production depth of the BACnet basic technology (MBS BACnet-Stack, 3S CODESYS-BACnet, Berghof controller hardware and firmware, Weiss application development) purposing the warranty of technology’s certification ability

02/2016~03/2016:



Project Manager, Advisor and Realiser for the introduction of cloud-based telephony at LAMANE UG, Friedberg (He./DE), a startup company for youth services

Organisation consultation, requirements engineering, market research and selection procedure for the implementation of a cloud-based VoIP telephony solution – including procurement and setup of the selected phone system (Placetel) as well as 12 VoIP-devices (Polycom, Snom, Gigaset) – including organisation and registration of the phone number blocks, modelling of the phone routing, adjustments of infrastructure, training and documentation of the complete system

05/2016:

pro^x Standortwechsel nach Langgöns, Wetteraukreis Hessen



04/2014~12/2015:



Project Manager+Advisor abas GmbH & Co.KG, Karlsruhe (DE)

Interim project manager and advisor for the re-engineering of a highly customer-driven ERP development project in the supplier industry of the beverage market, including rollouts in 8 European subsidiaries

Managerial responsibility (matrix): ~ 12 employees

Budget responsibility (project): ~ 2 mil EUR

(Continuation: *peter graessner pro^x*)

04/2012~12/2015:



a schunk company



Visionary and Leader of the new development of industrial, standard software for complex automation tasks in building automation at Weiss Klimatechnik GmbH, Reiskirchen (DE)

Interim project manager carrying the responsibility for the long-term new development of systems and software, incl.:

Strategy, technology and process consultation, market analysis and requirements engineering, selection of new strategies, technologies and partners, software process modelling, marketing and promotion, patent application (PCT) of the future-oriented intelli.4-BACnet- & protocol-integration, project management for the development cooperation of the companies

Weiss Klimatechnik GmbH Reiskirchen, 3S GmbH Kempten, Berghof Automation GmbH Eningen and MBS GmbH Krefeld

Managerial responsibility (matrix): ~ 30 employees

07/2015~09/2015:



Access Control System for the sports club PBC Giessen (DE)

Introduction of an access control solution at a venue of the Pool-Billard-Club Giessen, including electronic cylinders, wall readers and 100 token – complete project management and implementation, including market analyses, system comparisons, vendor selections, system commissioning and handover to the club's management (honorary project)

09/2014~02/2015:

Strategy consultation for a building automation company (DE)

Strategy consulting and partial project leading for sustainable development of building automation systems and services at a bigger German manufacturer and provider of building automation products and solutions

Planning of a spin-off company (investment ~30 Mio. EUR)

03/2014:



Error analysis and diagnosis in a software product of the Eifrig Media GmbH, Hamburg (DE)

Malfunction diagnosis and debugging of a standard product including error reproduction and documentation

01/2012:

pro^x relocation to the Wetteraukreis, Central Hesse, Germany:



(Continuation: **peter graessner pro^x**)

01/2009~12/2012:



a schunk company

As interim manager, responsible for the technical automation at Weiss Klimatechnik GmbH, Reiskirchen (DE)

Reorganisation and new development of the E/I&C division with a focus on consolidating and standardising all existing control systems as well as new and innovative ones

Optimisation and expansion of strategic E/I&C partnerships

Development of retrofit standards for the modernisation and exchange of old control systems

Optimisation and standardisation of the E/I&C project handlings for all divisions as well as service

Managerial responsibility: 12 ~ 18 employees (2009~2012)

Budget responsibility (p.a.): > 1,5 mil EUR

09/2008~12/2012:



a schunk company

Project leader at Weiss Klimatechnik GmbH, Reiskirchen (DE), working on two major client commissions to upgrade the technology and controls of over 1000 productive facilities from various manufactures, with >50% reduction of energy costs

Project consulting, management and coaching for the completion of two framework contracts with a focus on the modernisation and standardisation of the control systems in the data centers of a big telecommunications company – includes restructuring over 1000 older facilities containing more than 3000 devices from various manufacturers, with the aim of reducing energy costs

Responsible for the software development and versions management of the entire project for end clients, operators and Weiss

Modelling and introduction of new business processes over 3 years, to standardise the individual projects execution of roughly 15 restructurings per week, involving around 50 employees at Weiss, and around 30 project leaders and 100 technicians at the facilities' owner and the building operators

Modelling and deployment planning of special measures business processes like for example mass software updates

Managerial responsibility (matrix): ~ 50 employees

Turnover responsible for (total): > 20 mil EUR

(Continuation: *peter graessner pro*^x)

08/2009:



Member accreditation in the Dachgesellschaft Deutscher Interim Manager e.V. (DDIM)

Membership of the DDIM is proof of high quality interim management (further explanation see: [DDIM code of honour](#))

09/2008~06/2009:



Project consultant and manager at BodyTel Europe GmbH, Bad Wildungen (DE), responsible for structures, procedures and IT organisation

Strategy consulting, operative monitoring and situational project management for the establishment of sustainable, homogenous processes and scalable systems – to ensure the continuing operative stability of the rapidly expanding software developer and virtual manufacturer of medical devices for diabetics (development and distribution of blood glucose meters with wireless bluetooth connectivity, enabling uploads to online diaries and monitoring portals via mobiles).

10/2008~12/2008:



BodyTel-Webshop

Project consultant and manager at BodyTel Europe GmbH, Bad Wildungen (DE), responsible for ERP & web shop revisions

Project consultant for RKW, involving the selection of appropriate business solutions as well as system partners, to review and develop an integrated, complete solution (ERP, CRM, web shop and B²B-Interfaces)

Achieved by streamlining through simplification, and the standardisation of many departments' individual solutions; process analysis and modelling, preparation of specifications, revision of database and data collection structures on which basis integrated accountancy and ERP systems could be introduced, and the new development of a fully integrated webshop, for end customers and partners, focusing on a multi level sales and marketing department structure to ease the necessary complex device tracking

06/2008:



Accreditation as Partner Consultant, ARWAY AG (DE)

Certified process and organisation modeller using ARWAY Business solutions

(Continuation: *peter graessner pro*^x)

06~09/2008:



WJD organisation portal
(closed in the meantime)

Organisation Portal for the „Landeskonferenz 2010“ in Waldeck-Frankenberg, North Hesse (DE)

Design and development of an online portal for the “Wirtschaftsjunioren” (WJD = German section of JCI, Junior Chamber International), for the management and project organisation of the Hessian Conference, 7.~9.5.2010

Development of and assistance with interactive systems and functions; document editing and maintenance (DMS), extended user management, private messaging (PMS), discussion and support forums, scheduling and task planning as well as management, legal administration

Implemented using various open source solutions, amongst others: Joomla CMS, DOCman DMS, JCal Event Management, Community Builder, Fireboard, uddelM PMS, Project Fork

05~06/2008:



Project manager for process & system overhaul in materials management and logistics at G.Klawe GmbH (DE)

Project advisor and manager for RKW at G.Klawe GmbH, responsible for the implementation of barcode and system based batch management to enable the traceability of all products within the wood kitchen furniture department, including the development, management and maintenance of all IT solutions (hard & software), and the adaptation of new delivery protocols

03~04/2008:



Project consultant for process and system overhaul in materials management and logistics at G.Klawe GmbH (DE)

Management consulting to G.Klawe GmbH in Löhnbach/Haina (North Hesse), an international exporter of wood kitchen furniture and manufacturer of industrial cables and wires

Involved in potential evaluation, process modelling, investment and ROI planning

07/2007~03/2008:



Project manager for the SA Service Alliance, Willich (DE)

Project to upgrade the structures and processes of the existing ERP and service management installation for a major German client (150 employees)

Project acquisition and planning of a complete system replacement (ERP, service and project management, accountancy, CRM, intranet solutions and connection to further system integrations)

(Continuation: *peter graessner pro^x*)

10~12/2007:

Business consultant and organisational development for a packaging machinery manufacturer (DE)

Potential evaluation (including the planning of investments and ROI) and project proposal to implement an ERP/PPS system at a North Hessian machinery and plant constructor

12/2007:



„pro^x Remote Tools“ at Kaelberer AIO, Mücke (DE)

Developing and commissioning the solutions packet, with a client specific layout and login details, to optimise the support available to their own clients

09~11/2007:



Marketing mix for the hairdresser HAARscharf, Vöhl (DE)

Planning and implementing an advertising campaign involving regional radio stations (FFH & HarmonyFM) and specially developed leaflets. Worked closely with a media agency and a leaflet distributor

(Salon reopened as “Friseur am Hausberg” in Butzbach, 2013)

09/2007~02/2008:



Development of the solution portfolio „pro^x Remote Tools“

Standardising the solution “ „pro^x Remote Support“ developed for ACCTIS and fulfilment of the solution portfolio with „pro^x Remote Presentation“ (including marketing, technology, documentation and the business approach model for further sales, development and customer introductions)

08/2007~09/2007:



Developing solutions for ACCTIS, Münster (DE)

Conception, development and implementation of a remote support solution on an open source / freeware components basis, to help end customers of ACCTIS with internet remote maintenance, assistance and training, as well as the production of technical documentation and client hand-outs

The solution roll-out supported the expansion of the ACCTIS service and maintenance concept and thereby assisted the establishment and development of maintenance contracts

SA Service Alliance GmbH & Co. KG, Willich (2004-2007)

Product Manager (until 10/2005), Project Manager (until 06/2007)

Areas of Responsibility: Product Management AX/ASM II (03/2004~10/2005)

Training consultant for the ERP System AX (Axapta)

ASM II product conception & launch, as in AX fully integrated new development of the service management solution ASM I, developed and used by the same company (since 1991), construction of partner channels

Project Management (03/2004~06/2007)

Planning, monitoring, execution and controlling of project programming, commissioning and versions updates of ERP and service management solutions, with the Products eEvolution ERP, syska accountancy, ASM I, AX ERP and ASM II

Company & Strategy Consulting (03/2004~06/2007)

Strategy consultant to the company management, development and launch of business strategies

Planning and implementation of business internal projects with a focus on operational and project management

10/2004 – 10/2005:

Project Leader for Contractual AX/ASM II Standard Developments and Roll-outs for a Major Client

Implementing ASM II solutions in the Austrian branch with bidirectional integration in the company ERP system (AX, ASM I & eEvolution ERP/ASM II)

02/2005 – 07/2005:

ERP Project Leader - Implementation in the European Branch of a Japanese Chemical Company

English language launch of eEvolution ERP in the German branch of a Japanese business which deals in chemical products Europe-wide (import/export)

Conception and implementation of a comprehensive finance installation, including forwards/backwards planning and monitoring of turnover, yield and liquidity

(Continuation: SA Service Alliance GmbH & Co. KG)

- 06/2005 – 02/2006: Internal Reorganisation of the Existing Customer Support Systems**
Update and re-modelling of the business processes between the departments' support, consulting, development and QS, with the aim of improving the quality of consulting, support and software, and therefore improving the customer satisfaction of existing customers
- 11/2005 – 01/2006: Project Leader of a Complex and Hasty Versions & Infrastructure Upgrade for a Major Swiss Client**
Distribution, planning, conception and implementation of the software version updates, covering 3 version steps in a very complex ERP installation (eEvolution ERP, syska Accountancy and ASM I Service with Mobile-Solution, many interfaces in third party client and supplier systems), for a renowned provider of maintenance and support for banking service printers and printing systems – project synchronisation with the simultaneous replacement of the entire infrastructure in a downtime-window of only 48 hours, followed by database adjustment and revision
- 11/2005 – 01/2006: Distribution and Procedure Modelling for Version Updates**
Development and establishment of an internal standard procedure of distribution, planning and execution of eEvolution and ASM-I version updates
- 01/2006 – 05/2007: Project Leader for many Version Updates for Existing Customers**
- 01/2006 – 06/2006: Project Leader for the Introduction of an Offline Mobile Solution**
Production and start-up of „ASM I Mobile“ as an offline solution for (initially) over 50 service technicians at the German branch of an international machinery and equipment manufacturer - working parallel to time-critical, ongoing exchanges and the putting into operation of over 1.700 machines

(Continuation: SA Service Alliance GmbH & Co. KG)

06/2006 – 03/2007: Project Leader for the Introduction of an Innovative PDA Based Offline Mobile Solution for a Major Swiss Client

Distribution, planning and conception of the replacement of an outdated SMS based mobile solution through "ASM I Pocket Mobile", as well as the preparation and implementation of re-training a total of roughly 30 service technicians, followed by business processes optimisation and the automation of virtually all aspects of the company, including standardising all ASM I project developments of recent years

12/2006 – 06/2007: Project Acquisition and Consulting for a Major Client

Planning and implementation of an extensive re-engineering project, through requirements, weak points, Delta- & Gap-Fit analysis – to reintroduce a complete solution ERP & service, whilst taking current and future, internal and external, requirements into consideration.

I continued to oversee this project as a freelance consultant (see [pro^x](#))

01/2007 – 06/2007: Project Management and Assistance for a Major Project in FR, UK, DE

Additional interim project management for an international manufacturer with the aim of consolidating and completing various European-wide projects (new implementation of ASM I in France and the UK, with a focus on process globalisation and integrating the existing installation in Germany)

Guelich Technologies AG, Lichtenfels (2000-2004)

Partner and Chief Operating Officer (COO)

- 2000:** **Construction of the Business Department „IT & Technology Control Systems“** as a separate profit centre next to the clinker-production division
- 2000-2001:** **PLC (AG) Formation**
- 2000 –2003:** **Increased the Total Turnover of Guelich Technologies AG by over 100%, and the Turnover Share of the New Division by More Than 50%**
- 2001 –2003:** **Key Account Management DaimlerChrysler AG**
Establishing Guelich AG as one of a total of four „Technology Control System Partners“ of DaimlerChrysler AG
Distribution, consulting, planning, conception, development and implementation of the „Standard Machine Operating System CDS (Computer Direct Control)“ as standard for automated adhesive and sealing units, as well as conception of PC hardware standards (compact industrial PC with touchscreen)
Planning and implementation of the launch of over 200 control systems in 5 new and 2 existing production lines (Mercedes Classes A, B, C, E, S, SLK, M) in the factories in Bremen, Rastatt, Sindelfingen and Tuscaloosa (USA), as well as task coordination with many suppliers and internal tradesmen
Management of all complaints and returns from customers and suppliers
- 09/2000:** **3rd Place in the New Business Competition „promotion Nordhessen“, Kassel**
Online table (German): [promotion's price-winners 1999/2000](#)
- 01/2001:** **Winner of the „1st IPO-Business-Plan-Competition“, Landesbank Rheinland-Pfalz**
Press reports (German): [IPO-Business-Plan-Competition](#)
- 10/2003:** **Winner of the „Oscar for medium sized businesses 2003“ – Main Prize of the Oskar-Patzelt-Stiftung, Leipzig, for SMEs**
Online table (German): [Oskar SME price-winners 2003](#)
- 12/2003~03/2004:** **Paternity Leave**

Account GmbH, Maichingen/Renningen (1998-2000)

Consultant, Project Manager

Fields of Activity:

ERP Systems / Business Consulting

Training and certification (1998~1999) as an advisor for; Apertum-ERP solutions (known as today: eEvolution), syska accounting systems and ASM service management

Consulting, Implementation and Project Management

Establishing unique business solutions (e.g. „Account Project Management Module for Apertum) for various new and existing customers (examples below)

Internal Advising and Development

Introducing client specific replicate systems to the internal support network to optimise customer service, on which basis operation and maintenance support are expandable

Responsibilities:

Leader of the Business Unit „Apertum ERP“ (01/2000~07/2000)

Safeguarding the strategic rollout and expansion of the Business Unit „Axapta“ (known as „AX“ today) as a new business segment of Account GmbH

Awards:

Award „Consultant of the Year 2000“ from Great Plains

Deutschland GmbH (Great Plains: Acquisition in 2000 of BTK AG, the result of a 1999 merger of SCI GmbH and BTK GmbH)

ERP Projects:

ERP Consulting, Implementation & Maintenance – in extracts:

- GDI (Sulz a.N.) – IT solutions and trading
- ROEKO (Langenau/Ulm) – dental technologies
- WKA (Heidenheim) – plant and hydropower construction
- DMT (Holzgerlingen) – IT systems / hardware engineering
- EWT (Augsburg) + RFC (Chemnitz) – elektro / comm. tech.
- MSC Automotive (Schwieberdingen) – Automobile supplier
- HOLZ-HER & VIDEO VISION - Klaus Müller (Römerstein):
CNC machine service & video conference systems

Special Projects:

IOT (Bruchsal, Subsidiary of Zeiss) – Optical Elements

Launch and expansion of Apertum Time & Attendance Recording System in the productive Apertum ERP system for over 100 employees, whilst working closely with the module manufacturer

Baum Retec (Wiesenbach) – Devices for the Blind

Complex ERP software version upgrade (4 major version steps) for one of the pilot installations, including an extensive database review, of the Apertum manufacturer SCI GmbH

Athos Media Services GmbH, Sindelfingen/Böblingen (1995-1998)

Work Experience Placement During Degree Studies 1995/1996

Employed as a System Engineer & Technical Buyer 1996-1998

1995 – 1996:

Product Development

Conception and implementation of AMS remote, standard system integrated, maintenance systems in all indoor and outdoor variations of the kiosk system

1995 – 1998:

Project Completion and Service for the Major Clients Schlütersche (Hannover), TIBS (Freiburg im Breisgau) and München City Council

Launch and maintenance of over 80 kiosk systems in indoor and outdoor sections, coordinating the existing partners (logistics, electrical, telecommunication and road construction companies)

Taking over the factory management and the technical buying, responsible for various office and field based hardware service processes

Planning, conception and implementation of three extensive and separate component exchanges (monitors, touchscreens and printers), as well as the planning, monitoring, quality assurance and coordination of the newly constructed and to be exchanged industrial printers

1996 – 1997:

Factory, Service, Buying / Tchibo GmbH, Hamburg

Organisation and dealing with the customer / supplier complaints and returns for the project „Tchibo Cash Systems“

Disassembling, analysing faults, logistics, data organisation and care of returned units

1997 – 1998:

Project Management, Internal ERP Introduction

Project management, planning and conception, selecting products and partners for the introduction of ERP with a focus on inventory control, bill of production materials and versions, management and service

Radio Antenne 1, Stuttgart/Reutlingen (1993-1994)

Radio Journalist

- 1993: Work experience with training to become a radio journalist
- 1993~1994: Producing radio reports and news segments on many different topics (general, lifestyle, politics, VIP, events, incidents etc.)
- 1993~1994: Planning and producing various mini-series for radio, for example Christmas specials with daily live reports from throughout the region

Graessner Antriebstechnik KG, Steinenbronn/Dettenhausen (1985-1995)

Part-time, Holiday & Commissioned Work

- 1985 – 1995: Part-time work / holiday cover in the following departments; warehouse, incoming goods, quality control, production, commissioning, assembly, distribution, production planning, DV organisation, shipping, buying and production logistics
- 1988 – 1989: Planning and implementation of performance-target analyses and the creation of concepts to reorganise the central EDV, as well as the organisation in the production-planning department
- 1989 – 1990: The development and programming of a database based solution for the complex administration of price lists