

Michel Philippart
Avenue des Glycines 41
B-1950 Kraainem - Belgium

Mobile : +33 686 764 593
Home : +32 2 720 6064
E-mail: michel@philippart.org

WORK EXPERIENCE

- 2007-present Sourcing Plus Kraainem, Belgium
Flexible temporary project leadership and organization development
- For Big Fish: Purchasing / Procurement Best Practices Development and Training: develop and deliver custom assessment and training programs to corporate clients. Coach or advise procurement leaders to help them in transformation phases
 - Start-up, M&A support
 - Teaches Procurement in Master level programs at universities worldwide
- 2004 to 2006 GLAXOSMITHKLINE BIOLOGICALS Rixensart, Belgium
Director, Global Procurement. Responsible for the transformation of Procurement from an tactical support function to a strategic contributor to growth
- Led a team managing more than € 800 million in 2005 €1.2 Billion in 2006. Structure organization and develop strategies to manage €2 Billion in 2008, with Capex as the main driver of spend growth. Covered all spend including capital, services, and clinical research.
 - Enhance capabilities through training and selective recruitment of professionals with Procurement Master. Led a team of 40 in Belgium and 20 in 8 overseas sites.
 - Integrated quickly two acquired companies.
 - Expanded the role of Procurement to cover long term strategic sourcing of materials. Supported the management of the relation with strategic research contractors. Captured unique supplier capabilities through preferred relationships and secure competitive advantages
 - Improved systems and procedures to enhance compliance to rules such as Sarbane-Oxley
 - Coordinated supply preparedness for pandemic flu, focusing on strategic materials
 - Delivered 2004-2007 saving target in 18 months. Additional 2006 objective achieved in 8 months.
- 2002-2003 THE SCOTTS COMPANY Ecully, France
International Purchasing Director
- Total Spend of €300 million
 - Lead the creation of an International Purchasing Organization by purchasing category, integrated in the Global Purchasing team and Integrate non-supply chain spend
 - Identified cost reductions of more than €9 millionsavings in the first six months
 - Managed a team of 12 in 3 countries
- 2000-2001 MCKINSEY & CO. Geneva, Switzerland
Associate Principal, Purchasing and Supply Management Practice, Operation Strategy & Effectiveness
- Assisted McKinsey European clients on purchasing and strategic supplier management to reduce costs and develop or enhance competitive advantages.
 - Focused on clients in Finance, Service and Consumer Products industries
 - Provided advanced purchasing training to internal and client teams
- 1998-2000 FRITO-LAY EUROPE London, UK then Bern, Switzerland
Director of Purchasing, Other Goods and Services
- Director of Purchasing for all goods and services outside the bill of materials (new position). Identified the opportunities, developed the European strategy, negotiated with function leaders and suppliers to implement the first initiatives. The realized cost reduction for 1998 was three times the initial target. Spending covered about \$ 500 million at Frito-Lay only.
 - Managed site selection, contract negotiation and refurbishing for the Bern office. The project, a bottleneck in a \$50 million annual profit improvement program, was delivered on time, \$3 million (35%) below the original budget
 - Lead the pilot phase of the implementation of a European wide supply chain planning system. Managed a team of 15, including business and IT consultants.
- 1997 Director Purchasing Strategies France, reporting to the VP Purchasing Europe Nantes & Paris, France
- Introduced Frito-Lay best practices to the French subsidiary. Decreased cost \$2 million or 4% below plan after 6 months. Managed a team of 11 purchasing and facilities management people

- Due diligence and integration of UB salty snack division and divestment of FL sweet division

1995-1997	THE FRITO-LAY COMPANY (Global Snack Division of PepsiCo) Director, Global Sourcing	Plano, TX & Purchase, NY
	<ul style="list-style-type: none"> • Co-developed first world class Procurement Strategy, presented it to senior staff and implemented it. • Leveraged systematically global suppliers to grow sales through availability of unmatched superior products worldwide and to provide competitive advantages to Frito-Lay. • Drove the procurement strategy and analysis in Latin America, working with the regional CFO. Identified opportunities for \$30 million. Developed communication plan and trained local staff • Launched implementation of regional procurement across Asia: recruiting, project initiation, alignment of global suppliers. Led key projects in Japan resulting in a 25% cost reduction. 	
1994	Director of Strategy	Somers, NY
	<ul style="list-style-type: none"> • Performed competitive evaluations and investment analysis. Monitored region performance. 	
1992 to 1994	BOOZ ALLEN & HAMILTON Senior Associate, Operation Practice, Engineering Manufacturing Professional Community Paris, France	
	<ul style="list-style-type: none"> • Developed expertise in reengineering and improvement of cross-functional communications. 	
1989 to 1992	Associate, Operation Practice, Engineering Manufacturing Group	Chicago, IL
Summer 1988	McKINSEY & COMPANY, Summer Associate, Steel Practice	Brussels, Belgium
1983 to 1987	CHROMALLOY GAS TURBINE CORPORATION Repair of jet engine components. Metallurgist; Assistant Manager	Yahud, Israel & Midwest City, Oklahoma

EDUCATION

1987 to 1989	KELLOGG GRADUATE SCHOOL OF MANAGEMENT	Evanston, IL
	<ul style="list-style-type: none"> • Master of Management degree, <i>with distinction</i>, June 1989. GPA 3.95/4.00. Concentrations in Operations, Marketing, Policy and Environment, and International Business. • <i>Harry Gillies Award, Dean's Distinguished Service Award.</i> 	
1985 to 1987	ROSE STATE COLLEGE Certificate in mid-management (evening program); GPA 4.00/4.00, January 1987	Midwest City, Oklahoma
1977 to 1983	UNIVERSITY OF LIEGE Metallurgical Engineering Degree, <i>with distinction</i> , June 1983	Liège, Belgium

ADDITIONAL INFORMATION

- Fluent in French (mother language) and English
- Co-author of “Collaborative Sourcing: Strategic Value Creation through Excellence in Supplier Relationship Management”, and “Projeto de Desenvolvimento de Embalagens Industriais - Uma Abordagem Estratégica no Supply Chain”
- Member of the Management and Scientific Committee of the Institut de Recherche et d’Innovation en Management des Achats at Grenoble Business School. Fellow of the ceSCM at UCL
- Regular speaker of Procurement Strategy at various universities in Belgium, France, Maghreb, Brazil. Former member of the Advisory Board, HEC (Paris) Master in International Industrial Management.
- Regular invited speaker at international conferences and for corporate events
- Administrator of Arlenda and ABCAL
- Hobbies: photography, writing (Novel: “Les Dominos Monténégrins”)
- Married, two children

February 2009