

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

Mobile : +33 686 764 593  
Home : +32 2 720 6064 or +33 4 42 72 52 16  
E-mail: [philippart@sourcing-plus.com](mailto:philippart@sourcing-plus.com)

## WORK EXPERIENCE

- 2007-present [Sourcing Plus](#) Kraainem, Belgium  
Organization development
- With Big Fish: Purchasing / Procurement Best Practices Development and Training:
    - Lead Purchasing / Procurement Best Practices Development and Training: develop and deliver customized training to corporate clients
    - Develop customized assessment programs
    - Personally coach or advise procurement leaders to help them in transition phases
  - Advisor to a 20 Million € company for M&A, transition management, strategy development
  - Professeur Affilié and Member of the Strategic Leadership Team at the Institute for Research and Innovation in Purchasing Management, Grenoble Graduate Business School
  - 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 € million savings 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) Plano, TX & Purchase, NY  
Director, Global Sourcing
- 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
- 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
- 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, Brussels, Belgium  
Summer Associate, Steel Practice
- 1983 to 1987 CHROMALLOY GAS TURBINE CORPORATION Yahud, Israel & Midwest City, Oklahoma  
Repair of jet engine components. Metallurgist; Assistant Manager

## EDUCATION

- 1987 to 1989 KELLOGG GRADUATE SCHOOL OF MANAGEMENT Evanston, IL
- Master of Management degree, *with distinction*, June 1989. GPA 3.95/4.00. Concentrations in Operations, Marketing, Policy and Environment, and International Business.
  - *Harry Gillies Award, Dean's Distinguished Service Award.*
- 1985 to 1987 ROSE STATE COLLEGE Midwest City, Oklahoma  
Certificate in mid-management (evening program); GPA 4.00/4.00, January 1987
- 1977 to 1983 UNIVERSITY OF LIEGE Liège, Belgium  
Metallurgical Engineering Degree, *with distinction*, June 1983

## 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”
- 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.
- Multiple engagements at international conferences and corporate events
- Former Administrator of Arlenda and ABCAL
- Hobbies: photography, web development, writing (Novel: “Les Dominos Monténégrins”)
- Married, two children (17 and 15 year old)

January 2011