

# CURRICULUM VITAE

 ENGLISH VERSION



BUSINESS - GRADUATE  
**LUTZ RESSMANN**

Independent Consultant since 1995

## **SPECIALIZATION:**

Marketing & Distribution  
SAP-R/3<sup>®</sup> SD (Sales & Distribution)  
SAP<sup>®</sup> Business-Warehouse (Data-Warehouse)  
Rating-Advisory (Basel II)

Personal Data:

---

Name: Lutz Ressmann

Business-Training: Business-Graduate University of Essen, Bank-Businessman, additional qualification innovation-mangement - University of Bochum, Trainer for bank-businessman (ADA)

Year of birth: 1965

Nationality: german

Qualifikation:

---

IT-experience: since 1986

SAP-R/3-experience : since 1997  
SD (focus), MM, FI, CO and CS plus Introduction-tool ASAP.

SAP-Business-Warehouse since 2001  
Consultant certified by SAP (BW)

Operating-Systems: MS/DR/Novell-DOS  
MS-Windows 3.1 / 95 / 98 NT / XP

Programming-languages, Database-systems, Software & Methods Abap/4 (no developer), HTML  
Microsoft Office, Microsoft Frontpage, Adobe-Photoshop, FCS, Pilot Lightship, Data-Communication, etc.

Special Experiences: Tax-processing, foreign plants, IDocs, Data-extraction from SAP-R/3 to SAP-BW, estimate of expense allowance, distribution-supporting in pre- and postsalesphase, Basel II (rating) needings, Internet-Marketing

Soft-Skills: very creative, his nerves must be made of steel, quick to make decions

Foreign Languages: English  
Spanish Basics

## Employment:

1983 - 1986

Business-Training bank-businessman  
Volksbank Haltern eG



 Volksbank Haltern eG

1987-1994

Studying economics at the University of Essen, with focus on Marketing, Organization & Planning, Psychology of work and companys, Final examinations: Business-Graduate.

Dissertation about Executive-Support-System-Functions, 1993.

So Mr. Ressmann is one of the pioniers in data-warehousing.

1995 - today

Management-Consultant with focus on Marketing & Distribution  
SAP-R/3-Consultant with focus on SD & SAP Business-Warehouse (BW)

## Project-History:

2003 - Gas Industry  
today

Integration SAP-R/3 -Billing gas in pipeline  
(Release 4.6c)

- Integration Sales & Distribution „gas in pipeline“ in R/3-System
- Pricing
- Billing
- Profitability analysis
- Outline-agreements
- Message-determination
- Creating the Business-Blueprint and IT-concept
- Documentation of using SAP R/3 plus training the users
- Supporting the processes of Sales & Distribution

2001- Gas Industry  
today

Introduction SAP-R/3-Sales & Distribution  
(Release 4.6c) – Customer order Processing

- Implementation of all relevant processes of Sales & Distribution
- Process-Reengineering with SAP-R/3
- Master-data-maintenance
- Coordination SD-Billing with financial accounting and profitability analysis
- Logistics-Execution
- Pricing and Tax-processing
- Profitability analysis of customer order
- Customer-contracts, Billing-plans
- Message-determination, IDocs
- Foreign plants (= Tax-processing without separate company code)
- Documentation of using SAP R/3 plus training the users
- Supporting the processes of Sales & Distribution

2003 Gas Industry

Integration second company code in customer order processing (Release 4.6c)

- Creating the Business-Blueprint and IT-Concept
- Integration of FI/CO-needings in customer order processing
- Organizational-structures
- Adepting and testing of distribution-processes including the customer order processing
- Adepting and testing the interfaces to FI/CO
- Billing
- Process-documentation and training the key-users

2002 Textil-factory and -Service

Introduction of SAP-Business-Warehouse (Release 2.1c, 3.0a)

- Creating the data-transfer-concepts
- Developing additional functions
- Master- and Trancaction-data-extraction from SAP-R3 and flat-files
- Enhancement of extractors of the Business-content
- Creating of generic extractors
- Data-recording in PSA, ODS-objects and Info-cubes

2001 Textil-factory and -Service

Introduction SAP-R/3-Sales & Distribution (Release 4.6c) – Customer order Processing

- Pricing
- Master-data-maintenance
- Tax-processing
- Bonus-maintenance
- Customer-contracts
- Introduction-tool ASAP

2001 Gas Industry

Update SAP R/3 from 4.0b to 4.6c

- Functiontests of Customizing and developments (USER-EXITS)
- Proving new functions
- Proving the data-integrity and stable of the processes in live-system
- Process-documentation and training the users
- Removing failures and weak-point analysis
- Documentation of training-materials
- Help-Desk and Second-level-support

1998 - Gas Industry

2001

Introduction SAP-R/3-Sales & Distribution  
(Release 4.0b) – Customer order Processing

- Implementation of all relevant processes of Sales & Distribution
- Process-Reengineering with SAP-R/3
- Supporting the Project-management
- Organizational-structures (including sales organization)
- Data-migration from SAP-R/2 plus propitary-systems
- Integration of MM-functions
- Master-data-maintenance
- Coordination SD-Billing with financial accounting and profitability analysis
- Pricing
- Tax-processing
- Message-determination
- Text-determination
- Lean-WM
- Profitability analysis of customer orders
- Specials like down-payment-maintenance- and partial-payment-maintenace, billing-plans and paying by instalments
- Process-dokumentation and training the users
- Introduction-tool ASAP

1998 - Mechanical engineering  
heute Company-analysis with removing the weak points

- Factory-analysis
- Concepts for removing the weak points
- Competition- analysis
- Financial-planning
- Marketing-Planning
- Business-Planning
- Customer order processing

1997 - Consulting / ISO9000ff. certificating  
1998

Introduction SAP-R/3-Sales & Distribution  
(Release 3.1) – Customer order Processing

- Implementation of all relevant processes of Sales & Distribution
- Process-Reengineering with SAP-R/3
- Supporting the Project-management
- Supporting the top-management by Introducing SAP R/3
- Data-migration from SAP-R/2 and Microsoft-Access
- Coordination SD-Billing with financial accounting
- Pricing
- Process-documentation and training the users

Additional consulting several firms in Marketing & Distribution and Internet-Marketing.  
Mr. Ressmann supports several start-ups.

**References:**

In this Internet-version I can't give you any references. Discretion is a very important point for me.

So, I can get you references on request as well. Please tell me your name and address. I will call you back as soon as possible. Thank you!

## Contact

Dipl.-Kfm.  
Lutz Ressmann

North-Office: Sixtusstraße 56  
45721 Haltern am See

South-Office: Steinheimer-Str. 34/1  
71642 Ludwigsburg

Tel.: +49 2364/7486

Fax: +49 2364/7671

E-Mail: [lressmann@lressmann.de](mailto:lressmann@lressmann.de)

[www.lressmann.de](http://www.lressmann.de)