

Top 10: Boehringer Ingelheim, Deutsche Post DHL, Deutsche Telekom, Lanxess, Nestlé, Paul Hartmann, Siemens, Swisscom, Titan Industries, United States Postal Service

“Develop Leaders! Talents in Supply Chain Management” Shortlist for the International Award Announced

Bonn, July 8, 2009 – There is a lack of appropriately qualified individuals in procurement – only a small number of procurement and logistics departments are sufficiently prepared for the challenges of the coming years. Not only do budgets lack money for further training, but there is also a lack of appropriate academic courses and sustainable concepts. Many companies are therefore taking the strategic training of their SC managers into their own hands. The world’s best concepts are now being honored with the new award, “Develop Leaders! Talents in Supply Chain Management.” The competition, which is being supported by BrainNet, was initiated by the Supply Chain Management Institute (SMI) of the European Business School (EBS). The EBS will host the awards ceremony on September 30, 2009.

Ten training projects undertaken by international companies show what ideal further training in supply chain management really involves, and are now on the shortlist for the award “Develop Leaders! Talents in Supply Chain Management.”

An expert jury made up of HR managers, professors of leading business schools in the US, China, India, Europe and Russia, and representatives of the business press and trade press selected the ten best projects from more than 50 applications and will also choose the winner of the 2009 competition.

“Designing an effective supply chain management is of key strategic value to every company. The companies on our shortlist realized early on that this objective can only be achieved with talented, appropriately qualified employees,” says Nicole Gaiziunas, Managing Director of Executive Education at the SMI and one of the people responsible for initiating the award. “And they recognized that they have to actively take this training into their own hands.”

The ten best projects are:

Company	Project
Boehringer Ingelheim	Lead and Learn
Deutsche Post DHL	Fit4Procurement
Deutsche Telekom AG	Deutsche Telekom Procurement - Transform Procurement
Lanxess	People development and mobilization program
Nestlé S. A.	Nestlé Procurement University
Paul Hartmann	GPM, Lead Buyer Program
Siemens	On the way to world-class procurement
Swisscom	Post Merger Integration Learning Organisation as a Key Factor
Titan Industries limited	Integrated Supply Chain Management (ISCM)
United States Postal Service	IMPROVING WORKFORCE STRATEGIES

Both the winning project and the training programs of the ten best companies will be published in a book.

“The objective of this new award is not only to recognize the best,” says Sven T. Marlinghaus, Partner and Managing Director of BrainNet. “The award and publication of the successful projects in a book should also give other companies the courage to take a determined approach to training their employees. In the search for top performers, procurement and logistics are also in competition with other corporate functions. If companies want to attract young talent for SCM, they need to offer attractive prospects. Strategic training programs play a key role here.”

On the road to success with further training – examples of projects from the top 10

Deutsche Telekom AG, Deutsche Post DHL and Nestlé S. A. provide three good examples of advanced approaches in the shortlisted companies. In its “Deutsche Telekom Procurement - Transform Procurement” project, Telekom split strategic sourcing (focus: enhancing value) from operational procurement (focus: efficiency and quality) in the way the company organizes procurement. To this end, the company introduced company-wide, functional/category-oriented controlling of procurement. The project expressly puts the employees and their individual performance first.

Deutsche Post DHL also attaches great importance to the capabilities of employees in procurement. In its “Fit4Procurement” project, the logistics company holds 59 training programs for around 600 participants each year. With 170 seminar and 1500 participant days, the company trains its procurement professionals all over the world at 564 training locations, such as Bad Honnef, Bangkok, Mumbai and Tokyo. The training content ranges from successful marketing of procurement services and sourcing, supply and project management to negotiation training and contract management.

Nestlé implemented the “Nestlé Procurement University,” a global training program for its procurement staff. BrainNet developed company-specific content and trained 28 internal procurement trainers using a “train the trainer” concept for the project. With the help of the Procurement University, Nestlé structured and identified its high-potential staff throughout the company and can now further qualify them in a targeted manner. To date, 520 procurement staff around the globe have successfully completed the training and development program.

For more information about the award, please go to:

<http://www.supplyinstitute.org/talents.html>

About the BrainNet Supply Management Group AG

BrainNet is one of the leading international brands for supply chain management consultancy. Employing 220 members of staff, BrainNet turns over €30 million globally. BrainNet develops and realizes tailored solutions for more than 80 of the companies listed in the Global Fortune-500 and around 240 fast growing SMEs. For years, BrainNet has had offices in Bonn, Boston, Budapest, Chicago, London, Mumbai, Munich, Shanghai, St. Gallen, Stockholm, Tampa and Wrocław.

The current study, "Hidden Champions of the Consulting Market" by the Scientific Society for Management and Consulting (WGMB) puts BrainNet as the number 1 purchasing consultant in Germany. The company is – together with Roland Berger – also the only consultancy to be listed in the Hidden Champion top 5 ranking in all the supply chain management disciplines (purchasing, internal supply chain & processes and distribution logistics).

Through its close collaboration with the Supply Chain Management Institute (SMI) at the European Business School (EBS), BrainNet offers a totally unique value-creation chain ranging from research and training young talent at leading business schools to implementing consultancy projects and strategic qualification of top managers and supply chain managers.

For more information about BrainNet, please go to www.brainnet.com

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