

Profile

Bart van Geluk



Personal details

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General profile

Bart van Geluk is ambitious, driven and enthusiastic professional and relationship manager in the area of Supply Chain Management and Procurement. The last three years, Bart has acting as a project manager in various roles within the global rollout of an ERP system within FrieslandCampina, with a focus on the alignment with the Corporate Procurement function of this Dutch dairy cooperative which is the world's largest dairy cooperative and one of the top five dairy companies in the world. Before this period, Bart has acted as an independent professional and for almost two and a half years, he has been the interim Global Purchasing Manager at SMIT International. Before this position, Bart was responsible for Intermodal transport as the European Procurement Manager within A.P. Møller – Maersk. Besides these managerial roles, Bart has been a management consultant in the Industry for over 10 years. His focus areas are distribution network optimization, strategic sourcing, developing procurement organizations, shared services and outsourcing, mainly in production environments. Bart feels at home in big change programs in a multi-national environment, has strong project management capabilities and a hands-on mentality with a technical background.

Bart van Geluk has followed the study Business Administration with a in major Information Management at the Erasmus University in Rotterdam and has a bachelor degree in Mechanical Engineering, discipline Control Engineering and Automation Technology.

Bart van Geluk is specialized in developing and improving processes, relations and organization, redesigning European distribution networks, strategic sourcing and procurement. Within the area of strategic sourcing and procurement, Bart has been acting as an organization and sourcing specialist in a global procurement environment: European sourcing programs, defining and implementing full maintenance contracts, selection and implementation of P2P channels and organizational design in relation to procurement outsourcing and shared service centers.

Career

During his career, Bart has always been acting in global operating companies. As a result, he is experienced in political sensitive environments. Bart has been working on supply chain projects around the globe and likes working in multicultural and complex environments. The combination of his supply chain and consulting experience, his University degree and his bachelor in mechanical engineering, Bart has a *'getting things done'* mentality and is result oriented.

Bart van Geluk finished his thesis on a study of the adoption of eCommerce in the Dutch wholesale market. This study has been assigned by Ernst & Young Consulting in association with the Dutch Union of Wholesale and the Erasmus University Rotterdam. Bart's thesis for his bachelor in Mechanical Engineering was a research into the different possibilities of organizing the service of end-of-life spare parts within the automotive industry.

Bart van Geluk participated in different companies as part of his education. The industries varied from the semi conductor industry to automotive and chemical industries. All his projects have been on the competitive edge of information and communication technology and mechanical engineering.

Experience: Independent Supply Chain and Procurement professional

Organization	FrieslandCampina
Role	Business Lead Maintenance & Indirect Procurement and Direct Procurement
Environment	Dairy (Cheese)
Activities	Global ERP program (Summit)
Period	June 2015 to current
<ul style="list-style-type: none"> Responsible for the implementation of Maintenance and Indirect Procurement as part of the global ERP system (Summit) within FrieslandCampina Cheese Butter and Milkpowder Front end of a phased roll out approach of Summit on eight make locations, multiple ripe locations, two pack locations and external service providers Direct Procurement covers all relationships with vendors supplying product related goods and services including the transactions and goods movements within the Cheese supply chain Responsible for a team of around 25 + 10 people ensuring a smooth and successful implementation according to the proven approach over the above mentioned locations 	

Organization	FrieslandCampina
Role	Project Manager Summit Implementation @ DFE Pharma
Environment	Dairy
Activities	Global ERP program (Summit)
Period	November 2013 to May 2015
<ul style="list-style-type: none"> Responsible for the implementation of the global ERP system (Summit) within DFE Pharma. DFE Pharma is a 50/50 joint venture from FrieslandCampina and Fonterra Implementation of the full scope of SAP in Europe, Japan, New Zealand, USA, Brazil and Singapore Implementation readiness, Solution validation & preparation, Realization, Testing & Training, Go-live preparations and Hyper care Daily alignment with global Summit program for global process alignment, GMP critical validations, technical regression impact, project finance and planning 	

Organization	FrieslandCampina
Role	Project Lead SmartBuy
Environment	Dairy
Activities	Global P2P program (SmartBuy)
Period	October 2012 to October 2013
<ul style="list-style-type: none"> Responsible for the reset of the overall project management Responsible for the re-implementation of the P2P project in Germany (CPE Germany) Responsible for the integration of the P2P project into the global ERP program (Summit) 	

Organization	SAPA Profiles
Role	Project Manager Strategic Sourcing Benelux
Environment	Aluminum extrusion
Activities	Initiate and execute sourcing projects
Period	November 2011 to July 2012
<p>At SAPA profiles, Bart is responsible for initiation, execution and implementation of sourcing projects across the six plants in the Benelux organization. Primary focus of these projects is bottom line cost reduction by leveraging the demand of the six plants and in alignment with the global sourcing initiatives of SAPA. Main projects driven and executed by Bart are:</p> <ul style="list-style-type: none"> Outsourcing of Transport (annual spend of € 12 million) including organizational setup Vendor Managed Inventory roll out regarding MRO and sourcing of Energy (electricity and gas) Forklift trucks, vending machines, CNC machines, packaging, tires and waste management 	

Experience: Independent Supply Chain and Procurement professional (continued)

Organization	Chamber of Commerce Amsterdam
Role	Project Manager
Environment	Public sector
Activities	European Tender
Period	July 2011 to March 2012

Bart was responsible for the execution of the European Tender related to printed services as part of the Marketing & Communication department. As part of the execution, Bart supported the related stakeholders (Marketing & Communication, Procurement) with the European Tender from demand specification up to the implementation of the contract. Based on a robustly process, the Chamber of Commerce Amsterdam is equipped with tools and methodologies to execute other European Tenders.

Organization	OutSmart
Role	Project Manager
Environment	Utilities (windmill energy)
Activities	Process optimization
Period	October 2011

Responsible for aligning the monitoring processes related to asset management of the windmill parks managed by OutSmart in order to service the full lifecycle of a wind turbine or wind park and all aspects related. Primary activities consisted of facilitating meetings with maintenance operators to define the monitoring processes of windmill parks in Germany, Belgium and the Netherlands in alignment with the different systems, description of the required interfaces and formalization of standardized monitoring processes.

Organization	SMIT International (Boskalis)
Role	Global Purchasing Manager (interim)
Environment	Maritime
Activities	Post merger integration, Supply Chain Management and Daily management
Period	April 2009 to August 2011

Bart has been responsible for the day-to-day purchasing activities as part of global vessel management within SMIT International. Responsibilities have been:

- Ongoing alignment with Vessel Management in Rotterdam regarding the purchasing of vessel related commodities (maintenance, bunkers, paint, provisions, towing and hoisting equipment, classification organizations, nautical and communication related products and services)
- Leveraging the global spend (South Africa, Singapore, Antwerp, Panama and the Netherlands) in order to implement global contracts with the strategic suppliers
- Reducing and improving the supply base
- Setting up, implementing and execution of global 'Full Maintenance Contracts'
- Project Management of several cost reduction programs and improvement projects reporting directly to the board of SMIT International
- Responsible for the Procurement integration work stream, together with the CPO of Baggermaatschappij Boskalis BV, with three accomplished targets:
 - *Delivering € 7 million of savings in nine months (in the commodities logistics, towing & hoisting equipment, lease cars, communications, travel, paint and lubrication oils)*
 - *Future global procurement organization setup and the execution of the European area towards the future global procurement organization*
 - *Initiation of the system landscape: alignment (Panama, Procurement & Logistics including future maintenance systems and ERP alignment between SMIT International and URS NV)*

Experience: Management consultant with Coppa Consultancy

Organization	Coppa Industry BV
Role	Management Consultant
Environment	Consultancy
Activities	Business development
Period	August 2008 to March 2009

Bart was responsible for sales and business development in the area of procurement, operations and distribution including training and coaching of junior consultants.

Organization	Stride Rite Europe
Role	Project manager
Environment	Sports and fashion
Activities	Integration of the European logistical operations
Period	September 2008 to March 2009

Bart was managing the European logistical integration together with the European logistics manager. Aim of the project is to standardize the European retail business by combining all European Stride Rite, Robeez and Payless business out of one facility with a standardized set of procedures. Directly reporting to the management in the United States.

Organization	DSM Sourcing
Role	Purchase to Pay (P2P) specialist
Environment	Life science and performance material products
Activities	P2P channel selection
Period	Augustus 2008

Within a workshop environment, Bart supported DSM in selecting the best ordering channels for *technical goods and services* and *facility goods and services*. The purpose of this project has been aligning all relevant stakeholders regarding the purchasing transactions in order to increase contract leverage and contract compliancy.

Experience: European Procurement Manager within A.P. Møller - Maersk

Organization	A.P. Møller - Maersk
Role	European Procurement Manager
Environment	Container transport
Activities	Intermodal Transportation
Period	November 2007 to July 2008

Bart has been active as the European procurement manager for intermodal transport. He was responsible for consolidation the European demand for rail, road and barge transport from the European ports to the clients across Europe and back. Bart has been fulfilling this role in close collaboration with the Transport managers across Europe, his centralized procurement team, Planning & Dispatching and Route Management in order to close the loop from the sales processes up to supplier management.

Responsibilities and activities as European Procurement Manager:

- Responsible for defining and implementing a European procurement strategy and vendor segmentation program for the Intermodal demand
- Responsible for the operational procurement of services to support the European Intermodal operations in order to achieve cost leadership
- Secure vendors meeting service levels and the efficiency to ensure that these vendors provide the foundation for the best customer proposition
- Ensure sufficient capacity availability within Europe to handle the forecasted volumes in line with the growth aspirations

Experience: Management Consultant at Capgemini

Organization	Capgemini Netherlands
Role	Action track leader
Environment	Global sourcing of services
Activities	Project manager for the research and business development
Period	May 2007 to October 2007

Bart van Geluk has been action track leader regarding sourcing strategies (the direction of an organization regarding the execution and management of elements of the value chain in order to optimize the operation model). Based on the experiences of around mergers, integration, shared services and outsourcing, Bart has been positioning sourcing strategies for Consulting Services.

Organization	Philips Semiconductors / NXP
Role	Purchasing organization improvement consultant
Environment	Semiconductor industry
Activities	Procurement process optimization
Period	January 2007 to April 2007

Bart van Geluk has been acting as a purchasing development consultant reporting into the Global NPR Demand Manager. The responsibility of Bart during this project can best be described as the improvement of the closed loop purchasing process (S2C and P2P) by defining the global NPR purchasing organization and the ways of working, setting up proper catalogue management and improving the degree of integration of the shared service center.

Organization	Philips Semiconductors / NXP (Calamba, Philippines)
Role	TSSC Migration project leader
Environment	Semiconductor industry
Activities	Procurement process optimization
Period	May 2006 to December 2006

Bart van Geluk was the project leader for the migration of the four global transactional shared service centers (US, Thailand, Poland and India) to a new defined shared service center in Calamba (Philippines). This new shared service center is being set up to executed the non product related purchasing request for all NXP locations around the globe and is defined based upon people, processes and technology (SAP EBp).

Organization	Ballast Nedam
Role	Purchasing specialist
Environment	Construction
Activities	Purchasing process improvement
Period	May 2006 to July 2006

Bart van Geluk has been supporting Ballast Nedam with the improvement of their tactical purchasing processes. Within Ballast Nedam there is a different view on specifying, selecting and contracting suppliers. Driven by the limitations of the current systems, standardized processes need to be adopted within the business units and a new sourcing tool needs to be implemented. This is accomplished by several workshops with purchasing and business people resulting in validated sourcing processes and a business case for different sourcing tools.

Experience: Management Consultant at Capgemini (continued)

Organization	KPN
Role	Project manager
Environment	Telecommunications
Activities	P2P channel selection and implementation
Period	April 2005 to May 2006

Bart van Geluk has been project manager of the P2P project within KPN. Aim of this project is to identify and implement the correct ordering channel for all their purchased goods and services. Together with a team of five consultants and four KPN resources, KPN is facilitated to improve their purchase to pay (P2P) cycle, using Oracle as a platform. The ordering channels for the categories *construction and engineering*, *temporary labor* and *printed stationery* have been implemented. During this project Bart was directly reporting to the CPO.

Organization	Heijmans
Role	Facilitator and procurement expert
Environment	Construction
Activities	Opportunity workshops
Period	December 2005

As part of a project within Heijmans to bring the procurement function to a more structured and professional level, Bart supported Heijmans to identify opportunities and prioritize strategic sourcing projects (based on the size of the opportunity, the readiness of the procurement organization and the difficulties of the specific categories). Outcome was a detailed opportunity matrix for the indirect expenditure for Heijmans .

Organization	The Greenery
Role	Business analyst
Environment	Food
Activities	Distribution network optimization
Period	May 2005 to July 2005

Bart van Geluk was a business analyst during this project. The aim of the project was to identify the savings and the service improvement when the distribution network for the cask business of The Greenery. This project has been done in close cooperation with the two main suppliers of casks (Kappa-Trimbach and Van der Windt). Result of the project has been a recommendation for significant cost reduction and increased service levels when three of their five distribution networks will be closed.

Organization	Nationale-Nederlanden
Role	Business analyst
Environment	Insurance industry
Activities	Opportunity survey
Period	March 2005

During this period, Bart van Geluk, completed a market survey to discover the potential benefits when Nationale-Nederlanden would replace products of customers instead of cash payments. Various scenarios within the supply chain have been studied and calculated, resulting in a business case.

Organization	Capgemini
Role	Member 'Onderdeelscommissie'
Environment	Works council in a consulting environment
Activities	SPOC for employment terms and conditions
Period	July 2004 to October 2005

Bart has been member of the 'onderdeelcommissie' for Consulting Services as part of the works council within Capgemini. Bart was responsible for employment terms and conditions. This implies acting as single point of contact between the employees and Human Resource department. During this period, Bart also executed an employee satisfaction survey and feed the results back to the Capgemini Management Team.

Experience: Management Consultant at Capgemini (continued)

Organization	Ricoh Europe
Role	Sourcing Specialist
Environment	Document management
Activities	Strategic sourcing and procurement
Period	November 2003 to February 2005

Within the Ricoh CPP project, Bart van Geluk was responsible for the strategic sourcing of fixed, data- and mobile telecommunication within Ricoh Europe. Started with the analysis of spend and the market, new pan-European suppliers have been selected as a result of the initiated request for quotation process. Bart van Geluk was responsible for finalizing the negotiations and contracts and planning and executing the European implementation of the new selected supplier for mobile telecommunications. Bart van Geluk was also facilitating the sourcing project for air travel and agencies.

Organization	Corus
Role	Sourcing specialist
Environment	Steel industry
Activities	Sourcing and procurement
Period	September 2003 to October 2003

Bart van Geluk has participated on this Corus project by acquiring and analyzing data from and with suppliers for the implementation and adoption of their suppliers into a procurement system. This for both the sites in the United Kingdom and the Netherlands.

Organization	Vendex KBB
Role	Sourcing specialist
Environment	Retail
Activities	Sourcing waste management
Period	August 2003

During a period of four weeks, Bart van Geluk did a sourcing assessment around waste management within Vendex KBB in the Netherlands. This has been the basis for the commodity strategy of waste management. Based on the commodity strategy, Vendex KBB was able to execute the strategy and gained the identified benefits.

Organization	Capgemini Deutschland GmbH (Berlin, Germany)
Role	Sourcing specialist
Environment	Consulting services
Activities	Strategic sourcing and procurement
Period	February 2003 to July 2003

During a five months stay in Berlin, Bart van Geluk participated in the GPS project as a sourcing specialist. Main activities, as a part of the implementation, have been sourcing assessments for several secondary commodities. The applied five-step approach was finalized by supplier negotiation and adoption. On top of that, organizational change and the implementation of SAP/EBP were the second and third stream during this project.

Experience: Management Consultant at Capgemini (continued)

Organization	Capgemini Group (Paris, France)
Role	Procurement organization specialist
Environment	Consulting services
Activities	Strategic sourcing and procurement
Period	August 2002 to January 2003

Based in Paris, Bart van Geluk has been participating in the global organization stream of the Global Procurement project. The objective was to create a global procurement organization including global commodity teams. In each region, there needs to be a local purchasing organization aligned with the global team. Besides the organization stream, a sourcing stream (for global contracts with the suppliers) and a technology stream (for the global roll out of SAP EBP) has been aligned. Communication between the streams and the region was part of Bart's responsibilities, together with the alignment of all the different regions.

Organization	SMIT Vessel Management Services
Role	Process analyst
Environment	Maritime
Activities	Optimization of purchasing and finance processes
Period	April 2002 to July 2002

SMIT Vessel Management Services was suffering from a lot of administrative tasks around purchasing and finance. During the analysis of the current state it became clear that savings could be achieved by automating these processes. Therefore the future state is described and the interface is modified and tested by running various scenarios so purchase orders are registered and processed in the financial system and data will be transferred to the purchase system.

Organization	Fender Musical Instruments Europe (Sussex, United Kingdom)
Role	Business analyst
Environment	Retail and production
Activities	Distribution network optimization
Period	May 2002 to September 2002

Fender Musical Instruments Europe has grown very significantly, both internally and by acquisitions. This has resulted in an ineffective and expensive distribution network in Europe. The first phase of the project was analyzing the tariffs and costs of their distribution on the mainland. The primary goal of this phase was to evaluate these costs. The second phase was an evaluation of their current distribution network and calculate a future, more effective and efficient network for their distribution in Europe, with future business expansion taken into account.

Organization	Telfort
Role	Project officer
Environment	Telecommunications
Activities	Project management assistant
Period	March 2002 to May 2002

Bart van Geluk operated as a project officer during the outsourcing of the complete logistic operations within the Telfort organization. Most important activities were budget and hour controlling, organizing meetings and keeping contact with all stakeholders involved in this project like the various Telfort departments and logistic service providers.

Experience: Management Consultant at Capgemini (continued)

Organization	Newell Photo Fashion (Lyon, France)
Role	Warehouse and distribution specialist
Environment	Retail
Activities	Distribution network optimization
Period	October 2001 to February 2002

In an international project group, Bart van Geluk has participated as a warehouse and distribution specialist for the redesign of a European distribution network redesign. The headquarters of Newell Photo Fashions is located in Lyon (France) as a division of the multinational Intercraft. The distribution within the whole European market is analyzed and modeled for multiple future scenarios where costs and service levels are the main drivers.

Organization	Ministerie van Verkeer en Waterstaat
Role	Analyst
Environment	Public sector
Activities	Analyst
Period	April 2001 to September 2001

As a result of this project, all the financial obligations as a result of governmental laws for the business community in the Netherlands have been calculated. Therefore approximately 300 interviews had to be planned and executed. The main activities for Bart van Geluk were planning, analyzing the interviews and writing the final reports.

Organization	Libertel / Vodafone
Role	Assistant project manager
Environment	Telecommunications
Activities	Sales system implementation
Period	June 2001 to September 2001

During this period, Libertel / Vodafone implemented a new electronic point of sale. Therefore Bart van Geluk has been an assistant project manager with the aim to guarantee the continuation of this project. Major part of this implementation was creating and running the test scripts in a test environment to ensure smooth implementation of the point of sale in all the shops throughout the Netherlands.

Organization	Ernst & Young Consulting
Role	Researcher and writer
Environment	Wholesale
Activities	Scientific research
Period	January 2000 to November 2000

Bart van Geluk was project leader in a research project to investigate the penetration of eCommerce in the Dutch wholesale market. The first phase was the definition of the theoretical background of the wholesale industry and identification of hypothesis and expectations. The second phase was the examination of the expectations among 402 random Dutch wholesale organization inclusive the bottlenecks of implementation of eCommerce in a organization. The whole research was under supervision of a team of respectable representatives out of the Dutch wholesale industry, the Dutch Union of Wholesale, NIPO and the Erasmus University.

Education and training

- The Business Energy School, Mai Zena, 2011
- Negotiation Techniques, Percepti Global AS, 2007
- Leren over groepen en mijn eigen functioneren daarin (EROM), IOD, 2006
- Change Management (BOC), SIOO, 2005
- Finance for Non-Financials, Capgemini, 2004
- Fulfillment and Logistics, Capgemini France, 2004
- Strategic Sourcing and eProcurement, Capgemini France, 2003
- Process modeling and analysis, Capgemini, 2002
- Rightworks, Rightworks Atlanta, Georgia, 2001
- Consultancy skills, Capgemini, 2001
- Master of Science in Business Administration, Erasmus University, Rotterdam, 2000
- Bachelor of Mechanical Engineering, University of Professional Education, Arnhem, 1997

Publications and acknowledgements

- MRO Management: Lef als kritische succesfactor - Marco Plasier en Bart van Geluk - Deal, Maart 2009
- Inkoopdilemma: strategisch handjeklap – Martijn Lofvers et al. – Supply Chain Magazine, 1/2 2009
- Hoe reageert de supply market? – Prof dr A.J. van Weele et al. – Deal!, Oktober 2008
- Global sourcing: a clearer world view of services – George Yip et al. – CPO Agenda, Winter 2007, issue 8
- Risicomanagement als criterium voor uitbesteding – Bart van Geluk – INL in logistiek, Nummer 9, 2007
- Strategies and Insights for Today's CPO, BPO Procurement: Taking Procurement to the Next Level – Bart van Geluk and Ton van Dolder – Capgemini, September 2006
- Transformational offshoring: innovatief ondernemen zonder grenzen – A. Kuhn en B.N. van Geluk - Face to Face, jaargang 4, nummer 2, 2006
- Loont internationaal inkopen van mobiele telecommunicatie? - B. van Geluk - Facto Magazine, Nummer 7/8, 2006
- Het besparingspotentieel van facilitaire inkoop - B. van Geluk, V. Wagenaar - Facto Magazine, Nummer 9, 2004
- eCommerce en de Groothandel - P.J. van Tienen RI, P.A. Rotering en ing. B.N. van Geluk - ISBN 90-75498-30-6