

MARKUS WERKMEISTER
INTERDISCIPLINARY BUSINESS & IT CONSULTING

STRATEGY. BUSINESS. PROCESS. (BIG) DATA. (ARTIFICIAL) INTELLIGENCE.
INFORMATION TECHNOLOGY. ALIGNED.

PROFILE

MARKUS WERKMEISTER

Date	June 01, 2026
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Personal Detail

Name	Markus Werkmeister	
Degree	<ul style="list-style-type: none"> ▪ Master of Computer Science (M.Comp.Sc.) ▪ Bachelor of Science in Computer Science (B.Sc.Inform.) 	
Certifications	<ul style="list-style-type: none"> ▪ Project Management Professional (PMP) ▪ TOGAF 9 Certified Enterprise Architect ▪ OMG Certified Expert in Business Process Management (OCEB) Business Intermediate ▪ Six Sigma Black Belt ▪ REFA Work-System Design ▪ Microsoft Certified Copilot AI Agent Studio ▪ SAP Certified Application Associate Transportation Management 9.0 ▪ SAP Certified Application Associate SAP HANA (Edition 2014) ▪ ITIL Expert (ITIL V3) ▪ ISO/IEC 20000 Internal Auditor in ITSM ▪ ISO/IEC 20000 Consultant/Manager in ITSM ▪ IREB Certified Professional for Requirements Engineering (CPRE) 	
Date of Birth	March 26, 1969	
Residence	Germany, 27607 Geestland	
Areas of Consulting	Business & Enterprise Architect, Process Consultant, Artificial Intelligence, Six Sigma Black Belt, Process Digitization, SAP Consultant, Electronic Invoicing, Logistics Consultant, ITSM Consultant, Requirements Manager, Project Manager, System Integrator	
Employment Type	Freelancer	
Languages	German, English	

Profile Summary

Mr. Werkmeister is a freelance business and IT consultant specializing in the analysis, optimization, transformation and digitalization of complex business processes at the interface between business departments and IT.

His focus is on combining business transformation, enterprise architecture, SAP solutions, artificial intelligence and process automation to implement scalable and efficient end-to-end business processes.

He has extensive experience in international large-scale transformation programs covering the entire transformation lifecycle – from strategy, target operating model and enterprise architecture through process analysis, requirements management and system integration to the implementation and rollout of complex IT and SAP solutions.

Mr. Werkmeister combines deep business process expertise with strong technology and architecture capabilities as well as excellent analytical, conceptual and communication skills up to executive board level.

Core Competencies

- Enterprise & Business Architecture
- SAP S/4HANA & SAP BTP
- Business Process Management, Optimization, Automation, Six Sigma, REFA
- Artificial Intelligence and Agentic AI
- SAP S/4HANA & SAP BTP
- EDI, E-Invoicing, XML, ZUGFeRD, PEPPOL
- System Integration and Data Architectures
- Requirements Management & Transformation
- Master Data, Data Quality and Data Migration
- Offshore Software Development
- IT Service Management
- Project Management

Industry Focus

- Logistics & Supply Chain Management
- Manufacturing & Industrial Production
- Services & Retail
- Information Technology
- Audit & Tax Advisory
- Media

Business Process Focus Areas

Design-to-Operate, Plan-to-Produce, Lead-To-Cash, Source-To-Pay, Shipment-to-Invoice, Warehouse-to-Delivery, Skill-to-Assignment, Incident-to-Resolution, Record-to-Report, Master Data and E-Invoicing

Key Differentiators

- Combination of business, process, SAP and AI transformation expertise
- Interdisciplinary collaboration between business departments and IT
- Combination of strategy, architecture and implementation expertise
- Strong focus on client and project success
- Extensive experience in international large-scale projects

Technology-, AI- & SAP-Focus

- SAP S/4HANA Cloud
- SAP Business Technology Platform (BTP)
- SAP Document & Reporting Compliance
- SAP Activate
- SAP Signavio, ARIS, BMPN, EKP, VCD, UML
- Agentic AI and Multi-Agent Systems
- Prompt Engineering for Agentic Coding
- SAP Joule AI Agents
- Microsoft Copilot AI Studio and Document AI
- Microsoft Visual Studio Code with GitHub Copilot und OpenAI Codex Integration
- Autogen und Langchain AI Agent Frameworks
- Machine Learning, Computer Vision and Natural Language Processing (NLP)
- Semantic Web and Knowledge Graphs
- Integration of Symbolic and Subsymbolic AI
- Retrieval Augmented Generation (RAG) & Vector Databases

Education (Excerpt, For Details see Trainings and Certificates Document)

Name	Institute	Year
<p>Enterprise Architecture (Business/Application/Data/Technology):</p> <ul style="list-style-type: none"> • Business Process and Decision Modeling with BPMN & DMN • SAP Signavio Business Processes Modeling & Simulation • SAP S/4HANA Transformations w. SAP Signavio • Transform Your Business Processes with SAP Signavio • Process Mining • Enterprise Architect's View on SAP Business Technology • SAP Enterprise Architecture Designer • SAP Integration Solution Advisory Methodology • Efficient DevOps with SAP • Transformation to Hybrid Landscapes • In-Memory Data Management • Internetworking, IPv6, Web Technologies • Internet Security 	<p>Universität Potsdam, Hasso-Plattner-Institut & SAP</p>	<p>2015 – 2025</p>
<p>Artificial Intelligence, Big Data, Data Science, Blockchain, Digital Health:</p> <ul style="list-style-type: none"> • Large Language Models: Development, Fine-Tuning, Deployment • Create AI Agents with Microsoft Copilot Studio • Enterprise Deep Learning with TensorFlow • Deep Learning for Computer Vision with Keras & TensorFlow • Practical Computer Vision with PyTorch • Applied Artificial Intelligence and Machine Learning • Applied Edge AI • ChatGPT Generative AI • Chatbots: LLM, Open WebUI, RAG, MCP, Docker • Embeddings for Natural Language Processing • Efficient AI Techniques in the LLM Era • Generative AI at SAP • Building AI and Sustainability Solutions on SAP BTP • Profitable AI • Python Programming • Linked Data Engineering & Semantic Web • Information Service Engineering • Knowledge Graphs • Data Engineering and Data Science • Understanding and Avoiding AI Biases • Technologies for the Future 2023 (AI, Blockchain, IoT) • Digital Health • Connected Healthcare • Digitale Healthcare • Efficient AI for Weather Forecasting • Driving Business Results with Big Data • Statistics for Data Science • Getting Started with Data Science • Building a Predictive Churn Model • Data Science Bootcamp • Build Intelligent Data Apps with SAP HANA Cloud Multi-Model • Text Analytics with SAP HANA Platform • Full-Text Search with SAP HANA Platform • Spatial Analysis with SAP HANA • Analyzing Connected Data with SAP HANA Graph • SAP AI Business Services • Build Bots with SAP Intelligent RPA 2.0 	<p>SAP & University of Potsdam Hasso Plattner Institute</p>	<p>2016 - 2026</p>

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Name	Institute	Year
<ul style="list-style-type: none"> Blockchain Big Data with SAP HANA Vora SAP BW/4HANA SAP Analytics Cloud 		
SAP S/4/HANA, SAP HANA & SAP BTP: <ul style="list-style-type: none"> SAP S/4HANA Deep Dive (S4H2) SAP S/4 HANA Use Cases (S4H3) Implementation of SAP S/4HANA (S4H4) Find Your Path to SAP S4HANA (S4H5) Leverage SAP S4HANA Cloud (S4H6) System Conversion to SAP S/4HANA (S4H11) SAP Logistics Transformation from SAP ERP to SAP S/4HANA SAP Model Company (MOD1) Application Integration with SAP HANA Cloud Integration (HCI1) Extending SAP S4HANA with HCP (HCP3A1) Cloud Platform Integration Suite (CP9) Build Resilient Applications on SAP BTP with Amazon Web Services (AWS1) SAP HANA Cloud Databases (HANA8) SAP S/4HANA UX for Business and Functional Experts (SH34) 	SAP	2015 - 2025
Electronic Invoicing: <ul style="list-style-type: none"> E-Invoicing: Software Implementation Unlocking Tax Transformation with SAP (S4HTAX) 	SAP, Heise Academy	2024 - 2025
SAP Processes Extended Warehouse Management 9.1 (EWM100)	SAP	2015
SAP Certified Application Associate SAP HANA: HANA Overview (HA100), Implementation & Modeling (HA300), Data Provisioning (HA350)	SAP	2014 - 2015
ARIS 9 Design Platform Training	Software AG	2014
SAP Certified Application Associate Transportation Management 9.0: Processes in TM (TM100), Planning in Transportation Management (TM110), Execution, Charge Management & Settlement (TM120)	SAP	2013 - 2014
Certified ScrumMaster	ScrumAlliance	2013
ISO/IEC 20000 Consultant/Manager, ISO 19011 Internal Auditor	Servier & TÜV Süd	2013
OMG Certified Expert in BPM (OCEB), Fundamental & Business Intermed.	Camunda & OMG	2012
SAP Event Management Customizing (SCM663)	SAP	2012
SAP Enterprise SOA Fundamentals (SOA100)	SAP	2012
SAP NetWeaver Overview (SAPNW)	SAP	2011
SAP Solution Manager Implementation (SMI310)	SAP	2011
SAP Overview (SAP01)	SAP	2011
IREB Certified Professional for Requirements Engineering (CPRE)	IREB & iSQI	2011
TOGAF 9 Certified (Level 2 von 2)	The Open Group	2011
ITIL V3 Expert	Servier & APMG	2011
Project Management Professional (PMP)	PMI	2010
Six Sigma Black Belt	Grundig Akademie	2008
REFA Work System Design (REFA-Arbeitssystemgestaltung)	REFA Stuttgart	2007

Project Assignments (Excerpt)

Assignment	Implementation of an EN16931-Compliant E-Invoicing Platform based on SAP S/4HANA Cloud
Client	PricewaterhouseCoopers AG (PwC), Frankfurt & Düsseldorf
Industry	Audit, Tax Advisory, Management Consulting, Professional Services
Duration	2024/01 – 2026/06
Rolle	Lead Business & SAP Solution Architect with focus on Process, Data and Integration Architecture
Objective	Implementation of electronic invoicing (inbound and outbound) for PwC Germany's B2G and B2B-Business (>200,000 invoices p.a.) with SAP S/4HANA Public Cloud
Tasks	<ul style="list-style-type: none"> ▪ Analysis of legal and regulatory requirements related to electronic invoicing processes (including EN16931, XRechnung, ZUGFeRD, Factur-X, Leitweg-ID) ▪ Analysis of existing business processes, invoice document types, processing rules, data sources and master data structures ▪ Execution of SAP Fit-to-Standard workshops, definition of target processes using SAP Signavio in BPMN, and analysis of functional and technical gaps ▪ Specification of business requirements as well as technical architecture and development guidelines for SAP BTP-based extensions ▪ Planning and execution of SAP master data migration activities ▪ Design and implementation of an AI-supported Microsoft Copilot Studio Agent for automated extraction and creation of invoice master data from incoming customer communication (>100,000 documents) ▪ Creation of a test case matrix as well as coordination and quality assurance of test execution ▪ Design and implementation of the integration of the Ceyoniq nscale archive via SAP APIs, SAP BTP and SAP Integration Suite/iFlows (offshore collaboration with PwC India) ▪ Introduction and pilot operation of electronic invoicing processes for B2G and B2B business scenarios (>200,000 documents p.a.)
Methods	SAP Activate Methodology, BPMN Process Modelling, SAP BTP Cloud Application Programming Model (CAP)
Standards & Regulatory Frameworks	German E-Invoicing Regulation (ERechV), EN16931, XRechnung, ZUGFeRD, PEPPOL, Factur-X, Leitweg-ID, UBL XML, CII XML, XML Schema Validation, Schematron Validation
SAP & Platforms	SAP Signavio, SAP S/4HANA Public Cloud for Professional Services, SAP Business Technology Platform, SAP Document & Reporting Compliance, Ceyoniq nscale Archive
AI-Usage	Microsoft Copilot Studio, Microsoft Document AI, Microsoft AI Agent Flows & Connectors

Assignment	Design and Implementation of a Scalable SAP BTP CAP Application for Order-to-Cash and Billing Process Optimization
Client	PricewaterhouseCoopers AG (PwC), Frankfurt & Düsseldorf
Industry	Audit, Tax Advisory, Management Consulting, Professional Services
Duration	2024/01 – 2026/06
Rolle	Lead Business & SAP Solution Architect with focus on Process, Data and Integration Architecture
Objective	Design and implementation of a SAP BTP CAP application to optimize and automate professional services billing processes across multiple countries, supporting more than 10,000 users, 500,000 invoices and 10 million invoice line items annually.
Tasks	<ul style="list-style-type: none"> ▪ Analysis of business processes following the SAP S/4HANA Public Cloud implementation ▪ Identification of automation and optimization opportunities within end-to-end billing and invoicing processes

	<ul style="list-style-type: none"> ▪ Definition of product vision, target architecture and implementation options for a scalable SAP BTP-based billing platform supporting multiple countries and more than 10,000 users ▪ Preparation of RFP documentation and execution of vendor evaluation and selection activities ▪ Modeling of target business processes using SAP Signavio and BPMN ▪ Definition of a multi-stage release roadmap from Minimum Viable Product (MVP) to full functional rollout ▪ Creation of detailed business and functional requirements specifications ▪ Requirements management using Microsoft Azure DevOps ▪ Definition and coordination of missing SAP APIs as part of SAP co-innovation initiatives ▪ Introduction of AI-assisted Agentic Coding approaches using GitHub Copilot and OpenAI Codex ▪ Functional and technical leadership of the implementation partner ▪ Integration of billing outputs into electronic invoicing processes and the Ceyoniq nscale archive ▪ Coordination and support of international multi-country rollout activities
Methods	BPMN Process Modeling, SAP BTP Cloud Application Programming Model (CAP), Vendor Evaluation and Scoring Model
SAP & Platforms	SAP Signavio, SAP S/4HANA Public Cloud for Professional Services, SAP Business Technology Platform (SAP BTP), SAP UI5, SAP XSUAA, Ceyoniq nscale archive
AI-Usage	Microsoft Azure DevOps, Microsoft Visual Studio Code, GitHub Copilot, OpenAI Codex, Agentic Coding

Assignment	Design and Implementation of a Global SAP S/4HANA Cloud Order-to-Cash Template with SAP Co-Innovation
Client	PricewaterhouseCoopers AG (PwC), Frankfurt & Düsseldorf
Industry	Assurance, Tax Accountancy, Strategy Consulting, Professional Services
Duration	<ul style="list-style-type: none"> ▪ Feasibility Study: 02/2018 – 07/2018 ▪ Solution Design, Implementation & Go-Live: 06/2019 – 07/2021 ▪ Post Go-Live Process Optimization & Enhancements: 07/2021 – 12/2023
Role	Lead Business & SAP Solution Architect with focus on Process, Data and Integration Architecture
Objective	Transformation of SAP and non-SAP on-premise systems across multiple countries into a multi-vendor cloud landscape based on SAP S/4HANA Cloud, SAP Concur, Salesforce, Workday and Coupa.
Tasks	<ul style="list-style-type: none"> ▪ Analysis and documentation of Lead-to-Cash and Source-to-Pay business processes ▪ Definition and modeling of the global PwC Target Operating Model and business process template (Levels 1–4), including country-specific adaptations for Germany, Austria, Belgium, Switzerland and the Netherlands using SAP Signavio and BPMN ▪ Specification of the data model, data mappings and data flows between SAP S/4HANA Cloud and multiple cloud-based business applications ▪ Execution of SAP Activate Fit-to-Standard workshops to align business processes with SAP S/4HANA Cloud for Professional Services ▪ Identification and assessment of functional and technical gaps ▪ Definition and alignment of SAP co-innovation requirements with SAP Product Management to support the evolution of SAP S/4HANA Cloud ▪ Analysis, design and implementation of post go-live process optimizations ▪ Design and implementation of a KPI and process performance management using SAP Analytics Cloud (SAC) to monitor and optimize business processes ▪ Design and integration of SAP Output Management and the Ceyoniq nscale document archive ▪ Design and specification of UIPath-based automation bots for business process automation

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	<ul style="list-style-type: none"> Functional and technical leadership of implementation partners
Methods	TOGAF 9, SAP Activate Methodology, BPMN Process Modeling, UML Data Modeling
SAP & Platforms	SAP Signavio Process Manager, SAP S/4HANA Cloud for Professional Services, SAP Business Technology Platform (BTP), SAP Analytics Cloud (SAC), SAP Document & Reporting Compliance, SAP Concur, Ceyoniq nScale SAP Document Archive, UIPath

Assignment	SAP ERP Order-To-Cash Process Digitization and Automation
Client	PricewaterhouseCoopers AG (PwC), Frankfurt & Düsseldorf
Industry	Assurance, Tax Accountancy, Strategy Consulting, Professional Services
Period	2015/09 – 2019/11
Role	Business Architect, Enterprise Architect, SAP Solution Architect, Integration Architect
Objective	Process digitization and automation of SAP contract/order management and billing system for high volume billing in four TOGAF9 transformation cycles.
Tasks	<ul style="list-style-type: none"> Analysis, documentation, prioritization and management of project scope, requirements, business value, Minimal Viable Product (MVP), roadmap, releases and backlog Definition of to-be processes (BPMN) and mapping to SAP modules (RICEFW) Design and evaluation of several technical architecture alternatives Specification of system integration architecture, technologies and data flows Design of Billing-Dashboard and Billing-Editor for visualization of the billing process flow and client specific rendering of invoice attachments Structured Software selection and supplier selection for SAP implementation Business and technical management of the suppliers for SAP implementation
Methods & Technologies	TOGAF 9, BPMN2, UML, SAP ASAP, Minimal Viable Product (MVP) Methode, User Stories, SAP ECC 6 EHP7 (SD, FI, CO, MM, PS, CA-TS), SAP CPM 2.0, SAP HCM, SAP UI 5, SAP Fiori 2.0, SAP Gateway, ODATA, SAP Business Workflow, SAP MyInbox, Web-Services, Ceyoniq nScale SAP Archive, Microsoft BizTalk

Assignment	Automation and Optimization of Human Resource Scheduling using SAP MRS
Client	PricewaterhouseCoopers AG (PwC), Frankfurt
Industry	Assurance
Period	2015/09 - 2016/10
Role	Business Architect, Requirements Manager, SAP Solution Architect, Enterprise Architect
Objective	Automation and optimization of deployment scheduling for high volume financial auditing services for 1000+ resources in several sourcing centers in Europe.
Tasks	<ul style="list-style-type: none"> Analysis and specification of requirements, optimization models, for human resource scheduling and peripheral systems and interfaces (e.g. SAP HCM resource master data and qualification catalogue) Design and evaluation of technical architecture variants in coordination with PwC Enterprise Architecture Design of draft concept and validation of optimization model and largest project risks by a Proof-of-Concept Structured Software selection and supplier selection for SAP implementation Business and technical management of the suppliers for SAP implementation
Methods & Technologies	TOGAF 9, UML, SAP CRM Service, SAP MRS 10 plus SAP TM VSR Optimizer, SAP ECC 6 EHP7 (SD, FI, CO, MM, PS, CA-TS), SAP HCM, SAP NetWeaver 7.4, SAP Solution Manager, Web-Services

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Assignment	Global Logistics Master Data Management, Data Quality Management and Sanctions Management System for SAP, Order and Transportation Management Systems
Client	DB Schenker Logistics, Global Headquarter, Essen
Industry	Logistics, Freight Forwarding (Land, Air, Sea)
Period	2013/10 - 2015/07
Role	Business Architect, Requirements Manager
Objective	Design and implementation of a worldwide master data management, data quality management and sanction/embargo management platform (MDM) on the basis of a SOA. Scope: customer and vendor master data, SAP debtors and creditors, address validation and sanction screening. Implementation based on a bespoke J2EE software in combination with standard software (Informatica AddressDoctor, Uniserv Embargo Server). Integration of the order & transportation management systems for land, air and sea as well as the SAP ECC modules FI-AR, FI-AP, FI-FSCM.
Tasks	<ul style="list-style-type: none"> ▪ Analysis, assessment, prioritization and specification of business requirements ▪ Specification of business processes in BPMN ▪ Specification of requirements and solution concepts in Doors and UML ▪ Specification of End-To-End Mappings (SAP, TMS, SOA, MDM) ▪ Creation of Change Requests and management of software suppliers ▪ Specification and execution of Integration and Acceptance Test Cases (UAT) ▪ Support of Pilot Rollouts in USA and Canada ▪ Deployment to production, Interim Service Management on the basis of ITIL
Methods & Technologies	Sparx Enterprise Architect 10, IBM Doors 9.2, Altova XML Spy 2014, Altasin Jira, SOAP UI, SAP ECC 6.0 FI AR/AP/FSCM, Oracle WebLogic, Oracle Service Bus, Axway Synchrony, Informatica AddressDoctor, Uniserv Embargo Server, UPU S42, ISO 19160-4, EG 2580/2001, EG 881/2002, BPMN 2.0, UML 2, WSDL, J2EE, SOA, SOAP, Canonical Data Model, Data Mapping, ITIL V3, SCRUM

Assignment	DHL Production Based Billing (SAP Order-To-Cash, Very High Volume Billing)
Client	DHL Paket GmbH, Bonn
Industry	Logistics (Parcel)
Period	2011/06 - 2013/10
Role	Business Architect, Requirements Manager, SAP Consultant, System Integrator
Objective	Implementation of Production based billing providing comparison between EDI order data and actual transported shipments as well as value added services. Very large shipment volume of more than 1 billion parcel shipments and 6 billion production events per year. Using SAP EM for Complex Event Processing (CEP) and Big Data analysis as well as further SAP modules SD, CI, CC, CRM, FI/CO. Process Areas: Master Data Management, Order Integration, Order Management, Production Data integration, Rating, Billing, Posting.
Tasks	<ul style="list-style-type: none"> ▪ Facilitation and coordination of the involved business units ▪ Specification of end-to-end business process and business object models using ARIS ▪ Mapping of the to-be processes to SAP modules, transactions and screens ▪ Supplier Management, review and acceptance of deliverables ▪ Specification and management of requirements and change requests ▪ Planning, specification and execution of end-to-end acceptance test cases (UAT) ▪ Defect coordinator between customer and suppliers
Methods & Technologies	ARIS 7, ARIS 9, SAP EM 7.1, SAP ECC 6.0 EHP 6, SAP CI, SAP CC 3.0, SAP NetWeaver, SAP CRM 7.0, SAP CIF, SAP Solution Manager, Complex Event Processing, Big Data, WebMethods, Visure IRQA, HP Quality Center 11, ASAP7, DHL KOMPASS Method, EPK, UML, Generally accepted accounting principles (GoB)

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Assignment	Otto Group Product Master Data Management, Project Re-Planning
Client	Otto Group, Hamburg (Otto, SportScheck, Baumarkt Direkt)
Industry	Retail
Period	2011/01 - 2011/04
Role	Interim Project Manager, Project Planning
Objective	Interim project management and re-planning of the Product Master Data Management project at Otto Group after it was on hold because of unclear budget and timelines.
Tasks	<ul style="list-style-type: none"> ▪ Analysis of requirements, scope, priorities and requested timelines ▪ Analysis of problems in the current project and their root causes ▪ Definition of project approach and creation of estimation model ▪ Creation of work breakdown structure ▪ Analysis of different solution and implementation scenarios ▪ Risk analysis and management ▪ Creation of new project plan (which was executed successfully)
Methods & Technologies	Microsoft Project, Microsoft Office, Heiler Product Manager, PMI PMBOK, Parametric Estimation Modeling, Network Diagram

Assignment	Interim Director of Professional Services & Consulting, Heiler Software Corp., USA
Client	Heiler Software Corp., USA/Detroit
Industry	Information Technology, Automotive, Retail
Period	2010/04 - 2010/12
Role	Interim Manager, Project Manager, Methodology Consultant, Strategy Consultant
Objective	Interim Management, Multi-Project Management, Methodology and Strategy Consulting at Heiler' customers in Automotive and Retail e.g. General Motors, Musician's Friend & Guitar Center, GameStop, Lawson and Scholastic. Processes: Master Data Management, Product Information Management, eProcurement
Tasks	<ul style="list-style-type: none"> ▪ Analysis of the running projects at Heiler's clients, their problems and root causes ▪ Implementation of strategies for the successful project completion ▪ Multi-project management, communication on executive management board level ▪ Pre-sales consulting, creation of SOWs and contracts ▪ Capability analysis of employees, improvement action plan, hiring of new employees ▪ Set up of Service Delivery Organization for Heiler product support North America ▪ Definition and alignment of a global project methodology
Methods & Technologies	Microsoft Project, Heiler Product Manager, Heiler Media Manager, Heiler Print Manager, Heiler Business Catalog, Heiler Catalog Manager, Salesforce.Com (Service Desk)

Assignment	Digital Production Services General Motors, Project GMDC
Client	General Motors & MRM, Germany/Frankfurt; USA/Detroit; Argentina/Buenos Aires
Industry	Automotive, Media & Agency
Period	2009/07 - 2010/04
Role	Six Sigma Black Belt, Process Consultant, ITSM Consultant
Objective	For the global outsourcing of all Web-Portals of all brands of General Motors using the Adobe Day CQ5 enterprise content management platform, integration of General Motors internal services like CRM and software development of add-on services like vehicle configurator Service Delivery Processes were set up on the basis von ITIL V3, Quality Management on the basis of Six Sigma and a distributed Onshore/Offshore Software Factory (250 FTEs) in Detroit and Buenos Aires.

Tasks	<p>Six Sigma Program (Role: Six Sigma Black Belt):</p> <ul style="list-style-type: none"> ▪ Analysis of agreed services and service levels, requirements, quality criteria (CTQ), to-be KPI, as-is processes and as-is KPI, creation of Six Sigma Project Charter ▪ Creation of workflow implementation for measurement of KPI ▪ Creation of quality reports, root cause analysis of problems ▪ Definition, implementation and measurement of improvement actions <p>Onshore & Offshore Distributed Software Factory (Role: Process Consultant):</p> <ul style="list-style-type: none"> ▪ Analysis of customer's requirements and different project types ▪ Definition of collaboration, role and process models for on- and off-shore <p>Services Delivery & Support (Role: ITSM Consultant and Process Consultant):</p> <ul style="list-style-type: none"> ▪ Analysis of agreed services and service levels ▪ Design and implementation of processes, roles and tools on the basis of ITL V3 ▪ Implementation of JIRA 4 as tactical ITSM tool ▪ Structured software selection of strategic ITSM tool (HP, CA, BMC, OTRS)
Methods & Technologies	Six Sigma DMAIC, Business Process Management, Business Process Engineering, Software Engineering, CMMI, JIRA 4, Microsoft Office, Microsoft Visio

Assignment	Detailed Concept for New Large Contract Logistics Company for Outsourcing
Client	Hellmann Worldwide Logistics & EADS, Bremen & Munich
Industry	Logistics (Contract Logistics, Warehouse Logistics, Freight Forwarding, Land Freight, Air Freight, Sea Freight, Courier, Express, Parcel)
Period	2008/11 - 2009/03 + 2009/10 - 2009/11
Role	Business Architect, Process Consultant, Logistics Consultant, Requirements Manager
Objective	Detailed Concept for new logistics company (> 100 Mio. € Revenue p.a.) for planned outsourcing of the German Armed Forces (Bundeswehr)
Tasks	<ul style="list-style-type: none"> ▪ Creation of master concept and integration of sub areas for supply chain management, warehousing, transport management and SAP based IT ▪ Detailed description of all services, service levels, processes, controlling, KPI, organization, change management and information technology (2500 DIN-A4 pages)
Methods & Technologies	Business Process Management, EPK, Requirements Management, ITIL, Document Reviews, SAP, TMS, WMS, Microsoft Office, Visio, Microsoft Project

Assignment	Global Process & IT Harmonization, Phase 1: CRM & MDM (Oracle eBusiness Suite)
Client	Hellmann Worldwide Logistics, Germany/Osnabruck; Spain/Barcelona
Industry	Logistics (Freight Forwarding, Land Freight, Air Freight, Sea Freight, Rail Freight, Multimodal Freight, Courier, Express, Parcel, Warehousing, Contract Logistics)
Period	2007/12 - 2008/11
Role	Business Team Lead, Business Architect, Process Consultant, Requirements Manager
Objective	Global Process harmonization of sales, implementation of cross-selling among all business units in all countries, implementation of global customer master data management as foundation for global sales processes
Tasks	<ul style="list-style-type: none"> ▪ Analysis of business requirements, competitive advantages and success factors ▪ Preparation and conduction of global process harmonization workshops ▪ Specification of global to-be processes in ARIS and mapping to Oracle eBusiness Suite R12 functions, modules CRM Sales and MDM Customer Data Hub ▪ Creation and negotiation of solution scenarios for remaining functional gaps ▪ Creation and management of requirements and change requests ▪ Creation of global template and workflows in Oracle eBusiness Suite ▪ Creation of local adoptions for pilot countries Germany and Spain ▪ Specification and execution of acceptance test cases
Methods & Technologies	ARIS Methodology, ARIS Business Architect 7, ARIS UML Designer, ARIS Business Publisher, Oracle R12 Sales, Oracle R12 Customer Data Hub, Workflow Management, Microsoft Office, Clarity, Open Workbench, TIBCO

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Assignment	Global Business Process Management and Harmonization Program (Logistics)
Client	Hellmann Worldwide Logistics, Osnabruck
Industry	Logistics (Freight Forwarding, Land Freight, Air Freight, Sea Freight, Rail Freight, Multimodal Freight, Courier, Express, Parcel, Warehousing, Contract Logistics, Recycling)
Period	2006/07 - 2008/11
Role	Business Architect, Enterprise Architect, Process Consultant, Logistics Consultant, Six Sigma Black Belt
Objective	Set-up of a global Business Process Management (BPM) Department, analysis of complete value chain, optimization of selected urgent weak processes using Six Sigma, creation of an Enterprise Architecture as foundation for global Process & IT Harmonization Program
Tasks	<ul style="list-style-type: none"> ▪ Software selection and deployment of a BPM Suite (ARIS Platform) ▪ Definition of BPM Methodology and training of BPM team (10 FTE) ▪ Analysis and modelling of all as-is processes in the company (600 EPK diagrams) ▪ Optimization of selected urgent weak processes using Six Sigma ▪ Creation of an Enterprise Architecture and strategic transformation scenarios ▪ Preparation of global Process & IT Harmonization Transformation Program ▪ Creation of requirements catalogue, enterprise software selection (SAP vs. Oracle)
Methods & Technologies	ARIS Methodology, Value Engineering, Six Sigma, Enterprise Architecture, KPI, Software Selection, ARIS Business Architect 7, ARIS UML Designer, ARIS Business Publisher

Assignment	DHL Express Order & Transportation Management System, Project NPS (Logistic)
Client	DHL Express, France/Paris; Czech Republic/Prague
Industry	Logistics (Express)
Period	2004/02 - 2006/06
Role	Solution Architect, Integration Architect, Requirements Manager, Quality Assurance
Objective	Implementation of a complete order and transportation management systems on the basis of J2EE and integration of a large number of customers, freight forwarders, carriers and partners using EDI, XML and other interface technologies and formats. Process Areas: Master Data, Order Integration, Order Management, Transportation Planning and Monitoring, Rating, Billing, Posting and Archiving. Offshore Software development by Infosys in India and Nearshore by DHL in Prague.
Tasks	<ul style="list-style-type: none"> ▪ Team Lead, Solution Architect and Requirements Manager for integration of DHL Global Applications SAP R/3 FI/CO and GCDB Global Customer Master Data ▪ Team Lead, Solution Architect and Requirements Manager for EDI France integration ▪ Solution Architect and Requirements Manager for work packages Track & Trace, Proof of Delivery, EDI Invoicing, Multi-Channel Output Management (Printing, Archiving, eMail, Fax), Weight & Volume Machines, Workflow & Event Management ▪ Team Lead Quality Assurance of System Integration Workstream
Methods & Technologies	BEA WebLogic, SAP R/3 FI/CO, DHL Service Oriented Platform, IBM Datastage TX Mercator, Workflow Management, Oracle DBMS, XML Spy, Microsoft Office, Microsoft Project, Visio, SOA, EAI, UML 2.0, EDI, XML, Agile Development, V-Model, CMMI, Reviews

Assignment	DHL Express Global SAP R/3 FI/CO/MM/SD Rollout (Logistics)
Client	DHL Express, Belgium/Brussels; Sweden/Stockholm; Denmark/Copenhagen
Industry	Logistics (Express)
Period	2003/10 - 2004/02
Role	Enterprise Architect, System Integrator, SAP Consultant
Objective	Migration of approx. 200 Finance & Accounting Systems to one global SAP R/3 System. Integration of a large number of IT systems (approx. 1000 Interfaces)
Tasks	<ul style="list-style-type: none"> ▪ Analysis of processes, business objects, data flows, interfaces to other IT systems ▪ Specification of Integration Architecture, Software Selection for Integration Platform and implementation of pilot in Denmark
Methods & Technologies	SAP R/3 FI/CO, MM, SD, IBM Ascential DataStage, ProfileStage & QualityStage, DHL Service Oriented Platform; Microsoft Office, Microsoft Visio

PROFILE

Markus Werkmeister

June 01, 2026

Assignment	Business Process Management and Workflow Automation for Logistics Payment System
Client	Deutsche Post AG, Bonn, Berlin & Erfurt
Industry	Logistics (Mail)
Period	2002/02 - 2003/05
Role	Business Architect, Process Consultant, Software Development Project Manager
Objective	Analysis of as-is processes for card based payments („POSTCARD“) for Deutsche Post Mail division and implementation of a Workflow Management System.
Tasks	<ul style="list-style-type: none"> ▪ Analysis and modelling of all as-is process using ARIS, review with business units ▪ Creation of architecture concept and implementation of prototype for Workflow Management System for process automation and controlling ▪ Hiring of an internal Software development team (approx. 25 FTE) ▪ Implementation of Workflow Management Systems and Integration of SAP R/3 FI/CO, EPOS cash box, data warehouse and several other IT systems ▪ Specification and execution of unit, system, integration, load and acceptance tests
Methods & Technologies	ARIS Toolset 6.1, EPK, UML, SAP R/3 FI/CO, IDOC, BEA Web Logic Server 6.1, BEA Web Logic Integration 2.1, Oracle Parallel Server 8.1.7, Apache 1.3.27, Deutsche Post Electronic Point of Sale (EPOS), Mercury Interactive Test Director & Load Runner, Microsoft Project

Assignment	Logistics EAI Platform for Order Management, Payment and Track & Trace
Client	Deutsche Post Euro Express, Bonn & Erfurt
Industry	Logistics (Express)
Period	2001/06 - 2002/01
Role	Enterprise Architect, System Integrator
Objective	Implementation of an Enterprise Application Integration (EAI) platform for integration of existing legacy transportation management systems into an Web portal for order management, payment and track & trace processes
Tasks	<ul style="list-style-type: none"> ▪ Analysis of requirement, systems and interfaces ▪ Specification of to-be processes, use cases and data flows ▪ Specification of architecture, integration- and security concepts ▪ Software selection for EAI platform ▪ Specification of SOA services (SOAP) ▪ Workflow modelling (TIBCO Integration Manager), ▪ Integration of ATG Web frontend, SAP R/3 FI/CO, Inatec Powercash21, Transport Management and Track & Trace systems
Methods & Technologies	ARIS Toolset 6, EPK, UML, SAP R/3 FI/CO, IDOC, TIBCO Active Enterprise, Oracle 8, Inatec Powercash21, Transport Management (Eigenentwicklung), XML Spy, Microsoft Visio

Assignment	Volkswagen Integrated Product Data Management (SAP)
Client	Volkswagen AG, Wolfsburg
Industry	Automotive
Period	2000/10 - 2001/03
Role	Project Manager, Solution Architect, System Integrator, SAP Consultant
Objective	Implementation of an integrated Product Master Data Management System consisting of SAP R/3 Automotive and Volkswagen's legacy engineering drawing management system using an EAI Platform. Rendering of engineering meta data and 2D/3D drawings integrated in SAP's bill of materials browser.
Tasks	<ul style="list-style-type: none"> ▪ Analysis of requirements, specification of architecture and integration concept ▪ Project planning and project management ▪ Successful reference implementation of several use cases
Methods & Technologies	SAP R/3 Automotive, SAP RFC, ABAP, Brokat Twister, CORBA ORB, Microsoft Project

PROFILE

Markus Werkmeister

June 01, 2026

Assignments	Several projects in the areas of SAP R/3, Software Development, Web, IT Infrastructure, IT Services (ITIL)
Clients	Daimler AG, Philips, Otis, Atos
Industries	Electronics, Mechanical Engineering, Information Technology
Period	1994/06 – 2003/09
Roles	Project Manager, Business Architect, Solution Architect, Requirements Manager, System Integrator
Tasks	<ul style="list-style-type: none">▪ Development Web based eProcurement System and ERP Integration at Otis▪ Development Web based Contract Management System and SAP R/3 Integration▪ Implementation of Business Process Management for ITIL based Service Delivery▪ Service Development Manager for ITIL based IT Service Delivery▪ Infrastructure Blueprint for global SAP R/3 Rollout for Philips Lighting International▪ Architecture specification implementation of Client/Server Infrastructures for several large clients in Germany and The Netherlands▪ Project Manager Year 2000 Migration at Daimler AG/Adtranz and Philips/Neways
Methods & Technologies	SAP R/3, Microsoft Internet Information Server, Microsoft SQL Server, Microsoft Visual Studio, Active Server Pages, C++, SQL, Microsoft Windows NT, Novell Netware, CA Advanced Helpdesk, Microsoft Visio, OOAD, UML, ERD, ITIL, CMDB