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PROFILE

Jean-Michel Kadaner

President & Founding Partner



Associate Director & SME Resources Global Professionals

Personal

Born in Brussels, Belgium 17 May 1954.

Education:

- ◆ University of Brussels (ULB) and Antwerp (UFCIA) in Belgium
- ◆ Executive Purchasing Management course EIPM Geneva

Professional times:

Since 1997: Consultant for Non Production Purchasing and in particular Business Travel Management
Over 4.0 B € category spend audited, and re-engineered in 16 years of activity with Fortune 500 companies (Customer list available on demand).

Since 1976: Different functions in Purchasing Management at ITT (Europe & USA), and later Alcatel & Alcatel Alstom as Corporate Purchasing Manager and Operation Manager of the CCO's (Central Contracting Organisations WW) for all Non-product related expenses (annual spend : 1.8 Bio €).

Memberships: Who's Who of Professionals, Acte, EFQM
Ex-Chairman Education Committee ACTE EMEA

Other : Professor (partial) at the European Institute of Purchasing Management (French Geneva Campus) www.eipm.org



Some References: (last 5 Years)

- ◆ Michelin Global SRM workshops on Global Travel Program (57 countries) & Payment card tender.
- ◆ Renault-Nissan Alliance Multi-country TMC Tender 2012 Full package (27 countries) pre-work, tendering, negotiation process and deal implementation.
- ◆ European Investment Bank(EIB) Luxembourg, Multi country TMC Tender 2011 & Negotiation
- ◆ ING Bank Global(Convergence of the Supply Chain Travel, Mice, Sourcing & Tools and Travel Policy benchmark) Specification, negotiation & contracting
- ◆ THALES(Complete Reengineering of the Supply Chain Travel, and Key Suppliers Relationships World-wide) 9 workshops, 3 tenders and Global MSA contracting
- ◆ GEODIS(Complete Reengineering of the Supply Chain Travel, and Key Suppliers Relationships World-wide)TMC, Tools & Technology, Global CC program Lodge & corporate
- ◆ ING Bank Holland(Complete Reengineering of the Supply Chain Travel, and Key Suppliers Relationships World-wide) Organisation, resources, TMC relationship, Strategic Plan
- ◆ European Investment Bank(EIB) Luxembourg, Audit Travel Supply Chain, Travel budget improvements and Travel tender specification
- ◆ Europ-assistance Complete Reengineering of the Supply Chain Travel, and Key Suppliers Relationships World-wide, TMC, Global CC program, Tools, Air tenders, organisation.
- ◆ Cap Gemini Assessment of the Global travel program and benchmark & Travel Policy improvement and strategic plan recommendations.
- ◆ Philips WW coaching of the Travel program (2003) and Global Travel Strategic plan elaboration
- ◆ Groupe Danone (Complete Reengineering of the Supply Chain Travel, and Key Suppliers Relationships World-wide) TMC,All suppliers (Air,Hotel,Car rental), Travel Policy Global CC program
- ◆ Systra (Complete Reengineering of the Supply Chain Travel, and Key Suppliers Relationships World-wide)
- ◆ Glaxo-Smithkline Beacham France (Complete Reengineering of the Non Production Purchases, and Key Suppliers Relationships)
- ◆ Cabot Corporation (Analysis/Improvement of the WW Travel Budget & RFP Corporate and ghost Travel card)
- ◆ Commissariat à L'Energie Atomique (RFP Travel Agencies)
- ◆ Dassault Aviation (Complete reengineering Travel Supply chain, Processes, Technology, All Suppliers Relationships, Change Management, Communication Plan)
- ◆ French Corporate Philips (Analysis/Improvement of the Business Travel Process for Agency and Airlines Suppliers Relationships)
- ◆ Cabot Corporation (Analysis/Improvement of the WW Business Travel Process in 25 Countries)
- ◆ Direction Générale de l'Armement (RFP Travel Agencies)
- ◆ Ministère de l'Economie, de l'Industrie et des Finances (RFP Travel Agencies)
- ◆ Fournier Pharma (Analysis/Improvement of WW Non Production Purchase in 6 Countries Germany,Spain,UK, Belgium, Canada and Italy)
- ◆ Fournier Pharma France (Analysis/Improvement of the Business Travel Process for Agency and Airlines Suppliers Relationships)
- ◆ Chanel France together with Deloitte & Touche (Analysis/Improvement of the Non Production Purchases, and Key Suppliers Relationships)
- ◆ Société Générale de Banque France (Analysis/Improvement of the Business Travel Process for Agency and all Suppliers Relationships)



- ◆ Cedel Bank Luxembourg (Analysis/Improvement of the IS and IT Non Production Purchases, and Key Suppliers Relationships) in Luxembourg and UK.

References contacts :

On demand.

Market research in the Purchasing & Travel Management:

- ◆ Corporate and Purchasing Card Implementation in Co-operation with Visa International :
For Banks Credit Lyonnais, BNP, CCF, Société Générale of France

Training & Conferences:

With the Publication Voyages d’Affaires the following seminars: (5 Conferences/year)

- ◆ Travel and Technology
- ◆ Optimising your relationship with the Travel Agency
- ◆ Travel Policy and Supplier Relationships
- ◆ Airlines, hotels & others Negotiations, Futures and Trends

Average Number of participants : 45 from leading Euro 2000 French Corporations

With EIPM Geneva International Negotiation Seminars (3 Days sessions) in the Taylor Made Program for :

Alstom, Pechiney WW, BASF WW, Aventis Cropscience, Aventis Pharma WW, and SKF

For Acte (Association of Corporate Travel Executives) :

- ▼ Amsterdam Global 2000 : Moderated the Panel on New Technologies
- ▼ Amsterdam : 2005 Key Note Speaker on Measuring Purchasing Performance
- ▼ Antwerp 2005 : Key note speaker Hotel Management
- ▼ Brussels 2004 : Moderated the session
- ▼ Paris 2004 : Moderated the session on GDS De-Regulation
- ▼ Madrid 2006 Travel & TCO Speaker and moderator
- ▼ Brussels 2005-2006-2007-2009-2010-2011-2013
- ▼ Rome Global 3 Panels
- ▼ Paris 2008-2009-2010 Key note Speaker and Moderator
- ▼ Paris Global 2011 Member of the Planning Committee and Speaker

For GBTA

- ▼ Budapest Global 2012 : Moderated the Panel on Travel 2.0 impact on Travel Policy



Average n° of participants : 80 to 1200 (global events)

Publications:

- ◆ Author of articles for Travel Management in professional journals and books

Languages :

French : Mother tongue
English : Fluent
German : Fluent
Flemish : Good
Spanish, Italian, Portuguese : Notional

Other Assets

- Computers and IT literate
- Travel Tools and Technologies
 - E-Procurement
 - ERP (SAP)
 - Microsoft Windows & Office environment

4 times expatriated : UK, France, Portugal, Germany and frequent stays in USA and Canada.

Internet

<http://www.keycorporatesolutions.co>

Marital Status

Married, 3 Children

Hobbies

Reading, Playing and composing music, working on old cars and motorcycles

Values & Key words

Ethics-Tenacity-Challenge-Free thinking-Respect-Team spirit-Workaholic

Moto

“Creativity is more important than knowledge”
Albert Einstein