

bridging4success

Customer - Driven Value

Management Consulting Coaching

Reinhard Schuhmann

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Management Profile - Executive Summary

Professional background

- Industrial business management assistant. Graduated in Business Administration
- Over 25 years in General Management of national and international technology companies
- Serial entrepreneur, founder and founding member of 5 companies in the ICT industry
- Strong experience in Business Development and successful placement of international software providers in GSA market.
- Professional experience in Direct and Partner Sales Strategies.
- Expert in SaaS and Cloud market models.
- Building up and implementing of a company for the placement of international professionals and talents
- IPO and MBO experience
- Certified "Business Mediator"(IHK), Certified "Professional Business Coach"(IMB)
- Ongoing member of advisory board at several ICT Start-ups and fast growing companies and member of supervisory board
- Member of IT interest groups and entrepreneurs association
- Active speaker
- ITIL certified

Online presence:

www.executive-business-coach.de

www.bridging4success.com

Reinhard Schuhmann has over 30 years of experience in building up, developing and establishing ICT companies among Tenovis (now Avaya), Nixdorf Computer and LOEWE AG. IT Education at IBM and Bull. Sales and management experience at international ICT companies with emphasis on Enterprise solutions, Databases, Open Source, BI/BA/Algorithms solutions, SAP, eCommerce, Security and public authorities.

He started his career as Manager IT&ORG at Gong-Group, a leading Publisher and Media Group, subsidiary of Group Bertelsmann.

He holds several certificates, including in ADR (Alternative Dispute Resolution) as a Business Mediator CCI and holds a certificate as "Professional Business Coach". He is member of IT interest groups and was member of board at datafactory (now TomTomBusiness Solutions, listed on Amsterdam Stock Exchange) and TI/HM AG (acquired by Ingres Corporation, Redwood City, CA).

Detailed Curriculum Vitae

Present

Owner and CEO bridging4success UG, entrepreneurial company, Munich

Senior Advisor and Interim-Management to the ICT-Industry focused on Business Development, Sales Strategies and Go to Market execution. Equal partner to entrepreneurs as member of Advisory Board and Supervisory Board Member.

Member of Advisory Board at Webdata Solutions, Data Virtuality, Apinauten GmbH, Datenbankgesellschaft, Empirius. Member of Supervisory Board at GFN AG, Heidelberg.

Senior Advisor to Start-ups. Work with Venture Capital and Private Equity firms.

Founding member of YITP GmbH, Heidelberg and emp-basis-consult GmbH, Munich.

Prior to that:

Director Business Development CEMEA (Central and Eastern Europe), Ingres GmbH, Actian Corp. www.actian.com

First to support the transition phase (merger Thinking Instruments AG to Ingres Corp)

Main task is to define, develop, close and execute Business Development Strategies. Work very closely with key partners and key customers developing new business. Focus areas are Telcos, Service-Provider, Government and Enterprises. Establish Ingres successfully in the Public Sector in Germany and the European Commission. Setup and execute a very successful Partner Recruitment strategy (ISV's and SI's) in CEMEA. Won new strategic ISV Partners like Datamatics and Novell. In charge as worldwide Novell-Suse Alliance Manager.

Prior to joining Ingres, Reinhard Schuhmann served as Co-Founder, Managing Director and Partner/COO at **Infosim GmbH & Co. KG, Optimized Networks and Solutions, Wuerzburg and Singapore www.infosim.net** Infosim's Software StableNet is leading the OSS market by providing Service Fulfillment and Service Assurance integrated on one platform.

Reinhard Schuhmann was responsible for growing and sustaining sales for Enterprises, Carrier and Service Providers. In this role he won new strategic customers like Siemens, Lidl, BMW, T-Systems, AOK. Infosim is also MS Dynamics NAV Partner and HP Solution Partner.

Prior to joining Infosim, Reinhard Schuhmann served as **General Manager and Managing Director CEE (Central and Eastern Europe) at InfoVista www.infovista.com listed on Eurolist/Euronet**. InfoVista is the leading Service-Centric Performance Management Software Company that assures the optimal delivery of business-critical IT services. He was Founding Member and was responsible for the Central and Eastern European Market including Germany, Austria, Switzerland and all the upcoming eastern countries, now part of the European Union. During this time revenues started from scratch to 8 Million € licenses in 2 years.

In this role he accompanied InfoVista's IPO at NASDAQ and Nouveau Marche/Euronext and managed the takeover of TISS GmbH. He successfully built and developed the market for this region winning new strategic customers like Group Deutsche Telekom, BASF, Allianz, Cesky Telecom, Telefonica.

Founding Member of SEMACC GmbH, Service Management Competence Center.

Previously, Mr. Schuhmann was **Director Sales at Group INFO AG**, Hamburg, www.info-ag.de, now QSC, Köln, at that time a subsidiary of France Telecom/Transpac (now Equant/Orange) in charge of Network Services and Business Continuity Services.

Mr. Schuhmann took part at the MBO, in which the management took over 100 % of shares from FTT.

Prior to INFO AG, Mr. Schuhmann served as Regional Sales Director of **ASK/INGRES**, responsible for the Branch Offices in Berlin and Nuremberg, and **CA (Computer Associates)**, a leading suppliers in System-, Database- and Security-Management and was Head of BU Communication and PC at LOEWE AG.

Mr. Schuhmann spent more than 10 years at Nixdorf Computer AG in several Management roles. He hired at Nixdorf Computer AG at that time with a turnover of 125 Mio € in 1979 and left the company with a turnover of more than 3 Billion €.