

# CURRICULUM VITAE

**Name** Toon van Bodegom  
**Title** Drs.  
**Date of birth** 28-04-1964  
**Nationality** Dutch

**Education**

- VWO-B (1976-1983)
- Psychology, State University of Leiden (1983-1990)
- Integrale Kwaliteitszorg; Adviesbureau Kock te Tilburg (1992)
- Tick-it (ISO 9001/ 9000-3), Lead Assessor Course; European Software Institute Bilbao (1995)
- CMM (pre-requisition course), European Software Institute (1996)
- Sales & Sales Management (1995-1997 & 1999-2000 & 2002)
- Management Development Program Global ICT Company (1995-1997 & 1999-2000)

## EXPERIENCE Global ICT Company

### 2005 until now

As Managing Partner of Numa Group responsible for:

- Strategic Sourcing assignments
- Program Management
- Growth Strategies & M&A
- General Management Numa Group

The impact of our consultancy- and management assignments affects both the strategy as the senior management of our clients. We value confidentiality highly and therefore we never reveal names of our clients.

### 2003 until end of 2004

As a member of the board of directors reporting to the CEO

In 2003 a MBO of Getronics HR Solutions (RAET) takes place.

In RAET responsible for:

- Strategy & business control
- Program Management & Outsourcing Sales
- General Management of:
  - Marketing & Sales Unit (approx. 40 FTE)
  - Client Management (approx. 8 FTE)
  - Professional Services Unit (approx. 180 FTE)
  - Service Center (approx. 45 FTE)

Results:

- Acquisition and implementation (Program Management) of 2 EMEA servicing Shared Services Centers
- Financial results 2003 above plan
- Increased Customer retention and satisfaction 2003
- Increased Employee satisfaction 2003
- Increased pipeline and new business 2004

### *Summer 2002 new assignment within Getronics*

As General Manager Getronics HR Solutions reporting to Sr. Vice President of Getronics

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Responsible for:

- General Management Professional Services Unit (approx. 180 FTE, part of Business Unit of 650 FTE)
- Stop decrease of customer satisfaction
- Customer Strategy Workshops
- Defining Outsourcing proposition
- Defining (EMEA) Shared Services Concept for Payroll & Employee Benefits

Results:

- Financial results above plan
- Customer satisfaction slowly increased

## 2002

As Managing Director reporting to Sr. Vice President of Getronics

Responsible for:

- General Management and Marketing & Sales
- Cost reduction program (a.o. from 4 offices to one, reducing overhead, etc.)
- Improving bottom line

Results:

- Layoff of approx. 30 FTE (including reallocation within Global ICT Company)
- Improved billability
- ROS 0%

## 2001

As Managing Director reporting to CEO of Getronics

Responsible for:

- General Management and Marketing & Sales
- Integration of fourth, telco market oriented, Consulting Unit (approx. 140 FTE)
- Restructuring Consulting activities due to collapse of telco market
- Reallocation of (Technical) Telco Consultants to other markets

Results:

- Layoff of approx. 100 FTE (including reallocation within Global ICT Company)
- Forming of Converged Technology Unit
- Loss making

## 2000

As Managing Director reporting to Board Member of Getronics

Responsible for:

- General Management and Marketing & Sales
- Integration of three Consulting Units
- Redefining Strategy & Portfolio
- Customer Strategy Workshops

Results:

- New formed Consulting Unit of, at the end of 2000, 240 FTE
- One Consulting Portfolio
- Slowly decreased employee satisfaction
- ROS 24%

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## 1999

As General Manager of Consulting Unit reporting to the Managing Director of Division Getronics and member of the Division Management Team.

Responsible for:

- General Management and Marketing & Sales
- Facilitating Strategy workshops
- Program Management for RWS & RDW
- Employee satisfaction
- Establishing Management Team
- Preparation integration with two other Consulting units of ICT Company

Results:

- End 1999 Consulting Unit employs approx. 48 consultants.
- High customer retention and satisfaction
- High employee satisfaction
- ROS 39%

## 1998

As General Manager of Consulting Unit reporting to the Managing Director of Division Getronics and member of the Division Management Team.

Responsible for:

- General Management and Marketing & Sales
- Developing strategy & portfolio. (ICT Management, BPR and Change Management)
- Facilitating Customer Strategy Workshops
- Employee satisfaction

Results:

- End of 1998 Consulting Unit employs approx. 35 consultants.
- High customer and retention and satisfaction
- High employee satisfaction
- ROS 35%

## 1997

Responsible for:

- General Management and Marketing & Sales
- Customer Strategy Workshops
- Developing portfolio. (ICT Management and BPR)

Results:

- End of 1997 Consulting unit is chosen by 'Financial Institute' as a strategic consulting partner.
- Consulting Unit employs 23 Consultants with consulting assignments for Dutch government, Financial institutions and Telco's.
- ROS 28%

## 1996

Responsible for:

- Founding Consulting Unit as part of Getronics as of January 1st, 1996 (3 FTE).
- General Management and marketing & Sales
- Portfolio (Total Quality Management, Balanced Score Card & ICT management)

Results:

- Acquiring new customers in the ICT sector, Finance, Telco's and Public.

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- End of the year Consulting Unit employs 12 FTE
- ROS 2%

### 1992-1995

Business Consultant and at the same time Manager a.i. Quality Assurance Business Unit. Responsible for strategy workshops and developing and implementing (Total) quality systems (balanced score card) in accordance with ISO9001 at several Business Units and implementation of third party assessments at:

- Cisco Systems San Jose, USA;
- UB Networks, San Jose, USA;
- Motorola, Dublin, Ireland;
- Schroff, Straubenhardt, Germany.