
CURRICULUM VITAE

Thomas Haagendal
Senior Management Consultant



Background

Senior Management Consultant, General Manager, Project and Program Manager.
Procurement specialist, bid management EU tender specialist
Telecommunications, Engineers Society spokesperson
Specialist with more than 20 years in roll out of large/nationwide infrastructure projects for Telecommunication, IT, Energy and Transportation.
QA Manager and Process Management Specialist.
Line organisations and consulting.
Private and Public companies.

Private

Born 1961-11-11
Single
4 adult kids

Experience

Owner, Senior Consultant EURECA.DK, Denmark (2018.10 -)

- Bid Management Advanced Protection Systems
- Project Manager for implementation of Wi-Fi in Öresundstrains
- Contract Manager Swedish Öresundsrailways for Mobila Data to Train Operations.
- Senior Contract and Project Manager, nationwide Internet in Train DK and SE

Senior Consultant Netplan;

- Senior Contract and Project Manager, nationwide Internet in Train, Denmark (2016.11 -2018.09)
- Contract and Project management AINMT Holding, ICE.NET Norway (2016-01 -> 2016-11)

Implement Consulting Group, Management Consultant (2013-2015)

SKI, Senior Sourcing Specialist (2011-2013)

Execon, Senior Consultant (2005-2011)

TDC, Product Group Manager (2004-2005)

Haagendal, Managing Partner (2003-2004)

Hewlett Packard, Principal Consultant (2001-2003)

Primix Solutions, Managing Director (1999-2001)

Telia Denmark, Quality Director (1998-1999)

Ericsson Denmark, General Manager (1997-1998)

Ericsson Japan, General Manager (1995-1997)

Ericsson Sweden, General Manager (1992-1994)

Ericsson Denmark, SW Designer and Quality Manager (1987-1992)

Education

BSc in Electrical Engineering, CPH Engineering College (1987)

Certification

Ericsson Change Manager (1999)

ISO 9001 Auditor (1990)

Important experience

Define your procurement subject and your needs

Define your preferred supplier profile

Identify the prequalification criteria, award criteria and evaluation model

Then wrap it into relevant legal terms and conditions

Involve competence persons and stakeholders

Focus on use cases

Professional Brief

I am working in the interface between people and technology. I am specialized in EU tender processes, Telecommunication, Intercultural Management and making things happen, ensuring organizations to work together and making on time deliveries. Process Management, logistics, SCM and supported by Bid Management, Tender Management and Procurement Management. From contract to implementation in the organisation and from implementation to success in the organisation, with people. Having extensive experience from both sides I understand customers needs and thus understand bidders and suppliers challenges. Regarded as Telecommunications expert by IDA and Danish media.

Languages

Danish: Native language
English: Fluent, negotiation level
Swedish: Fluent, negotiation level
Japanese: Basic Level
Polish: Conversation level
German: Conversation level

Project references (Sample)

- **Öresundstrafiken**
Senior Project and Implementation Manager, Internet in Swedish trains in joint Swedish-Danish cross border operation. Executive Procurement Manager mobile broadband data backhaul for Internet connection to train. SCM responsible.
 - **DSB (Danish Railways senior consultant) (2016 -)** Bid Management and bid process design. Senior Project and Procurement manager. Sourcing of Wi-Fi solution for 350 trains including contracts with 4 mobile operators in 2 countries procurement of data backhaul. Project follows EU tender law. Contracts value approx 200 mio. DKK.
 - Project Manager, technical advisor, *Internet in trains, Version 2016*. Market analysis, strategic technology advice, contract management and implementation of nationwide Internet in trains in Denmark
 - **NTT Holding, Tokyo (2016-12)** Advisory discussions about Public Wi-Fi hot spot Consumer Meta Data analysis and Smart City initiatives
 - **AINMT Holding (2016-):** Bid manager and design of bid process for ICE net Norway Contracts. Procurement and Contract Manager for LTE Network Roll Out NO, DK, SE. Software and infrastructure, Supply Chain management. Nokia references may be given. Contracts size > 100 Mio NOK
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- **DONG Energy (2014-2015):** Procurement and Contract Manager, Installation Vessel contracts for off shore wind farms and supply chain responsible. Contracts worth > 500 mio DKK
 - **Nordic Council technical and strategy advisor, Sharegarden (2015):** Enabling cultural interchange of arts and music through fiber synchronization
 - **Viborg Kommune (2014):** *Procurement consulting, BI/DW tender.* Project Management and Contract assistance to tender processes for BI/DW implementation.
 - **CPH IT University (2014):** *Procurement consulting, ESDH tender.* Tender assistance to ESDH contract and deployment. Role: subject matter expert and senior consultant.
 - **Implement Consulting for Danish Defense (2014):** *Bid Manager and technical Bid expert on quality assurance of procurement of new fighter aircrafts.* Project Management for Bid process, design of bidding parameters based on Danish Defense award criteria. Managing external resources in bidding (lawyers, technical defense experts)
 - **E.ON (2013-2014):** *Business analysis and change Manager, Requirement specification and roll-out planning for IT system support to production platform.* Project Manager for new IT system for newproduct area for smart grid for charging of electric cars.
 - **SKI (2011-2013):** *Procurement Manager, IT solutions contract.* Project Management for Public Business software solutions and WAN for Danish Government Institutions. Tender and award of DKK 3 billion IT contracts
 - **Nokia-Siemens Networks (2012):** *Bid Manager for Nokia-Siemens Networks.* Bid management and bid quality assurance for Nokia Siemens networks tender for Danish Railways nationwide Signalling System ERTMS. (NS Networks won the tender).
 - **Danish Tele award inventor (2012):** *Chairman of board engineer society, Helene Elsass Center.* Awarded for the innovative caring cloud based solution for habilitation and training of children suffering from Cerebral Paresis.
 - **Arriva (2010-2011):** *Procurement and contract manager, Technical senior advisor, Traffic information system.* Project manager for design of requirement specification for IT system support. Contract > 50 mio. DKK.
 - **DSBFirst/Öresundståg (2009-2010)** *Project Manager and Technical Quality Advisor* Subsystem review and corrective actions on X31/X32/ET Öresundstrains aiming at improved operational stability and maintainability.
 - **DSB/Öresundståg (2008-2010):** *Procurement Manager, Mobile coverage in trains.* Project Manager and technical advisor for Repeater solution in trains.
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Project included Contract Management and roll out SE/DK. Negotiations, award and roll-out. Contract > 30 mio. DKK

- **DSB (2008-2009):** Change Manager, Analysis, identification and implementation of organisation and processes in service centre.
 - **COOP (2009):** *Procurement Manager, Tender for telecommunication.* Managing tender, negotiating and contract management. Contract >20 mio DKK.
 - **DSB (2005-2008):** *Project Manager, Internet in trains.* Market analysis, strategic technology advice, supply chain and roll-out and implementation of Internet in trains in Denmark.
 - **Danish Ministry of Employment,** Senior Project Manager, Core IT system operation and maintenance tender. Procurement of O&M suppliers for 4 year contract > 500MDKK.
 - **TDC (2004-2005):** *Blackberry.* Product group Manager. Designed and released the Danish version of RIM Blackberry including contracts, supply chain and marketing.
 - **Vestas (2003):** *Project Manager, Migration of IT platforms.* Implementation and migration of NEG Micon and Vestas, Process, and IT management.
 - **Sonofon (Bell) (2001-2002):** *Project procurement manager and Programme Manager, Customer service centre.* Management and implementation of IT platform for FWA roll out. Contract > 50 mio. DKK
 - **Telia (1998-1999):** *Quality Director, Quality, service and process certification.* Certification of Telia to ISO 9002.
 - **Stofa (1999):** *Bid management and Change Manager, Process optimisation.* Implementation of new ERP system and parallel optimisation of technical production processes.
 - **Ericsson-Denmark (1997-1998):** *General Manager, Supply Chain Management, Bid management.* Programme management of Telia's deployment and roll-out of the DCS 1800 cellular network in Denmark. Program manager TDC nationwide digitalisation. General manager Supply Division
 - **Ericsson-Toshiba Japan (1995-1997):** *Digital Phone Group.* Assistant Bid Manager and Supply Chain Manager, Deployment and roll-out of PDC.
 - **Ericsson-Transport Networks Stockholm (1992-1994):** *General Manager.* Transport Network System Verification, SDH infrastructure.
 - **Ericsson-Denmark (1987-1992):** *Software Designer, Quality Manager.* National Telecommunications solutions
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Industry experience

- IT, media and telecom: Extensive expertise and thought leadership within the sector
- Transport Air and Rail: Substantial experience within the sector
- Professional services: Extensive experience within the sector
- Government: Substantial experience within the sector
- Energy, oil and gas: Substantial experience within the sector

Domain knowledge

- Program/Project Management
 - Executive Procurement Management, EU-Tenders and Technical/Legal advice
 - Budget Control and Timeline Management
 - KPI and quality management
 - Sales, Consulting, Customer Care, Incident Management
 - Intercultural management and leadership
 - IT and telecommunications, technology, market and business
 - BSS, OSS, IoT, Cloud, WAN, WiFi
 - Implementation and infrastructure roll-out
 - Change management
 - Business design and development
 - Process Management and Business Process Improvement
 - Contract and Vendor Management
 - Negotiations
 - Infrastructure Deployment
 - Political organizations and public-private partnerships
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Credits

- IDA Connect, external media spokesperson
 - Mentor Greater Copenhagen Career Programme
 - Mentor Egmont Foundation
 - Manager, Aricraft Booking, Roskilde Air Show
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Personality

- Result oriented, keep deadlines
 - Change oriented
 - Respect individuals and diversity
 - Customer oriented, people oriented
 - Openminded and curious
 - Quality Concious
 - Structured but with the ability to quickly replan if needed
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Achievements

- My children
 - First Wi-Fi solution in danish trains 2008
 - ISO9001 Quality Certification DS/BSI 1991(Ericsson)/1999 (Telia)
 - Ericsson Best Improvement Programme 1996
 - Design and management of Danish Telepolitical Conference 2000 - present
 - Danish Telecommunication Price award inventor 2010 - present
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References:

May be provided on request

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