Michiel Verbeek: Summary Curriculum Vitae

Personal information

Name:	H.M. (Michiel) Verbeek, EMLog, ing./BSc
Date of birth:	June 24, 1972
Nationality:	Dutch
Marital status:	Married, 4 children
Address:	Aalsmeer, The Netherlands
Contact information:	Mobile: +31 6 40835386 E-mail: mverbeek@nxtstp.nl
LinkedIn	http://nl.linkedin.com/in/michielverbeeklogistics
Website	http://www.nxtstp.nl

Education

Post-grad. Logistics Mgt. (2003 – 2004)	**European Master Logistician** - EMLog post-graduate education see vlmnet.nl Similar to MTL - Master of Transportation & Logistics MSc (Diploma: EMLog)
College (1989 – 1993)	**Haagse Hogeschool sector Informatics, HEAO / HIO**, The Hague, NL Business Informatics, Majors: Information auditing and EDP Auditing (Diploma: Bachelor of Science / ing.)
Secondary (1986 – 1989)	**Herbert Visser's H.A.V.O. (similar to high school)**, The Netherlands (Diploma, focus on accounting and economics)
Elementary (1982 - 1986)	**Calvin Christian Elementary and Junior High School**, Escondido, California, USA

Languages

- **Dutch** (fluent in speech and writing)
- **English** (fluent in speech and writing)
- **German** (satisfactory in speech and writing)

Working experience - summary **contract / freelance work** (See details or browse logo's on pages 3-6)

2005 – Present FREELANCER

Michiel Verbeek: Contractor under the name 'NextStep Practical Logistics Strategies'
The bridge between your Business and ICT. Interacting with the top-floor and the shop-floor!

- Business analyst
- Information analyst
- Business process improvement
- ERP implementation & optimization
- Solution architect applications
- Functional designer
- Functional management
- MS Dynamics NAV consultant/developer
- Business ICT consultant
- Issue & release management
- Data Migration manager
- Key user coordinator & trainer
- Support-analyst
- *Enthusiastic intelligent 'go-getter'!*

Below, some recent project roles as NAV implementation consultant and MS NAV Developer

Role: *Industry:* *Application:* *Period:*	**MS BC Implementation Lead** **Fruit imp./exp. & packaging** MS NAV Business Central Aug. 2019 – Present (70%)	**MS NAV/BC Impl. Consultant** **Fresh / Retail / Finance / Manuf.** MS Dynamics NAV 2017 Sept. 2018 – Jan. 2020 (30%)	**NAV / BC Developer** **Horticulture / Trade (plastics)** Bus. Central & NAV 2009/''17 Feb. 2016 – Present (30%)
Role: *Industry:* *Application:* *Period:*	**Data Migration Manager** **Packaging, Belting** Infor ERP LN & NAV 2017 Dec. 2015 – May 2019 (50%)	**MS NAV Impl. Consultant** **Fabrics, Linnen, Agriculture** MS Dynamics NAV 2013 May 2015 – Dec. 2015 (50%)	**MS NAV Developer** **Fashion, Footwear, Apparel** MS NAV 5.0 + Pebblestone Dec. 2010 – April 2012 (100%)

Working experience – summary of **permanent employment jobs** (details on pages 6 and 7)

2003 – 2005	**Flower auction Aalsmeer:** • 2003-2005: Manager logistics services for brokered plants and flowers
1994 – 2003	**Baan Company NV: (**acquired by **Infor)** • 2001-2003 Global Marketing Director Logistics Industry **(iBaan for Logistics)** • 2001-2003 Solution & Product Mgr. Distribution & Logistics **(WMS/TMS/SCM)** • 1998-2001 Logistics Implementation Consultant & Solution Architect **(Baan NL)** • 1994-1998 Product Consultant, Pre-sales and Trainer **(Baan Development)**

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Working objective

Multinational (logistics) businesses and the ever-improving supportive ICT tools, both interest me tremendously. Hence the combination of my BSc. In ICT and my post-graduate education in logistics & supply chain management. Therefore my previous projects, and hopefully the future ones too, are executed there where business and ICT meet. From ERP, WMS, TMS and SCM, to web- and mobile applications.

All this in industries ranging from Fashion, 3PL/4PL and retail, to construction, telco's, automotive and horticulture.

Core competencies and values

Integrity is of utmost importance to me. My enthusiasm, diversity, power to convince, loyalty and endurance often result in changes for the better in business situations that call for such improvements. Due to my youth in the USA, my international working experience, and working with people at both the shop floor and the top floor, I have developed the ability to understand and see things from the perspective of people at different levels and in different cultures, without losing sight of the objectives at hand.

Courses

- Presentation and training skills (due to sales and pre-sales roles)
- Dealing with conflict situations (due to consulting and project mgt. roles)
- Goal directed project management

Computer applications and skills

- Microsoft Dynamics NAV 3.7 to 2017 and Business Central (15 Years)
- Visual Studio Code & Business Central Extensions development
- Microsoft Sharepoint (5 years, mainly as user)
- To-Increase NAV add-ons (NAV Anywhere, Connectivity, Item/Doc. LCM)
- Pebblestone Fashion (NAV add-on for fashion and apparel) (2 years)
- Biztalk EDI in combination with NAV (1 years)
- iBaan ERP 4.0 to 5.2 & Infor ERP LN (10 years)
- Supply chain design & mgt tools and transport management tools (3 years)
- Several WMS applications (EXE/Infor, LiS, MARC Global) (2 years)
- Web development topics (XML, XSD's, Wireframes, UX) (3 years)
- Radio frequency coding- and location systems (RFID)
- Expert in Office applications like MS Word, Access, Excel, PowerPoint and Excel Visual Basic (complex macros) (25 years)
- MS SQL Server 2005 and newer (7 years)
- Reporting/DWH tools: Qlikview (2 yr); Exsion (2 yr);
- Project management variants waterfall and agile (SCRUM, RUP)
- Worked at organizations with ITIL, BiSL processes

Industry experience

- Horticulture: flowers and plants; growers and trading (wholesale/retail)
- Fresh produce: packagers/suppliers of fresh produce like fruit and potatoes
- Logistics (3rd and 4th party logistics providers) (Menlo, Maersk, NYK, CNF)
- Footwear and Apparel (Asics)
- Construction Materials (CRH and Jet Gruppe)
- Industrial (Ammeraal Beltech – conveyors, and GREIF Packaging)
- High-Tech Electronics (Flextronics, Solectron)
- Aerospace & Defense (Boeing, British Aerospace, Fokker Special Products)
- Telco (Several projects at KPN, when I was working at the Baan Company)
- Smaller projects Automotive & Industrial Machinery (Ford, GM, Komatsu)

Interests & activities

I prefer to be near my wife, three teenage sons and our young daughter (who we adopted after four years of foster care). I periodically volunteer for "Stop The Traffik" & "The A21 Campaign" - organizations against human trafficking. The remaining time is spent with friends, or reading, sailing or windsurfing.

CV Michiel Verbeek – My Contractor Clients at NextStep

Feb. 2005 - Present	**NextStep = Michiel Verbeek as contractor for the following roles:**

- ✎ **NAV Implementation consultant/project manager** I have done multiple Microsoft Dynamics NAV / BC implementations in different industries - specialized in the Horticulture and Logistics lines of business.
- ✎ **NAV Developer, support-analyst and release manager**: 1st to 3rd line support for Microsoft NAV applications: issue intake, analysis, solution design and delivery incl. NAV /BC development & software modifications.
- ✎ **Business / information analyst / data migration / functional designs**: Analyzing business and information needs, and verifying them against available ICT solutions. Translating them into specifications/functional designs of the required changes. Also in the area of business intelligence where I worked with Qlikview and SQL to supply the required mgt. info.
- ✎ **Logistics consultant**: Project management and functional consultancy roles related to (re)design of logistics strategies and supply chain strategies and related ICT changes (incl. ERP and WMS and SCM tools).

Most recent clients:
Over the past 15 years, I have fulfilled above-mentioned roles for many different clients. Below are many of those clients/projects:

June 2020 – Present	✎ *BRUJ International: MS Business Central Developer & Functional consultant Bruj is a large trader in plastics components. (June 2020 – Present)*

Bruj has implemented **Dynamics Business Central** per January 2020. Their software partner could however, not supply sufficient dynamic developers for the required post-go-live changes, so they found me to **design and develop solutions** to their daily business challenges. Developments were done according to the **Business Central extensions approach in Visual Studio Code.**
I designed, developed and implemented several solutions for Bruj's multi-site logistics and their multiple VAT numbers in one NAV Company.

Aug. 2019 – Present	✎ *TFC: Tropical Fruit Company: MS NAV Business Central implementation lead TFC is a specialist in exotic fruit and vegetables. (Aug. 2019 – Present)*

TFC has decided to implement **MS Dynamics NAV Business Central**, and the **iFresh solution of ISV Axians**.
*In the role of **Implementation Lead,** I make sure, on behalf of TFC, that the team members on TFC side are accomplishing their tasks of the project, and as main contact towards Axians, I make sure that TFC's needs are met as well as possible, and we stay within budget.*

Feb. 2017 - Present	✎ *Javadoplant: MS NAV 2009 / 2017 Functional and technical consultant Javado is a European Horticulture supplier to wholesale) (Feb. 2017 – Present)*

Javadoplant is a daily supplier of top quality plants to shops, wholesale traders and a large number of garden centers in Europe.
Javado contacted me to be the liaison between the employees and the provider of their **MS Dynamics NAV 2009 / 2017** solution based on the **Greenline solution of ISV Adfocom.**
Next to making all the functional designs for the changes, I have first brought structure and reliability and monitoring to the automated tasks and am currently preparing changes to NAV and the Webshop, in order to be ready for the migration to NAV Business Central.

Dec. 2019 – June 2020	✎ *Dynamic People: MS NAV 2016 Developer and Functional consultant Dynamic People is a NAV/BC ISV and implementor. (Dec. 2019 – June 2020)*

Dynamic People is an ISV of **Dynamics NAV,** selling to many clients in several industries, including **ACT Commodities in Amsterdam**, a world leading commodity trader and financial service provider.
Due to lack of resources Dynamic People asked me to join their pool of developers/consultants for **MS Dynamics NAV 2016 / Business Central.**
I developed 3 complete new functions within the solution at ACT, for purchase budgeting, automatic processing of transactions, and tagging all transactions with their source info for reporting and BI purposes.
Due to the Covid-19 crisis, this project was cut short.

NextStep Clients Continued

Dec. 2019 – May 2020	☙ ***Broad Horizon / Abecon: MS NAV 2016 Developer and Functional consultant*** *Broad Horizon is a NAV/BC ISV and implementor. (Dec. 2019 – May 2020)* Broad Horizon is an ISV of **Dynamics NAV,** selling to many clients in several industries, including Otolift, a world leading player in chairlifts. Due to illness of the key consultant at Otolift, Broad Horizon asked me to join their pool of developers/consultants for **NAV 2016 / Business Central.** *I designed, developed and implemented a complete solution to help manage the shop floor production activities for the modular components..*
Sept. 2018 – Jan. 2020	☙ ***AXIANS: MS NAV 2017 Functional implementation consultant*** *Axians is an ISV for make & fresh produce industries. (Sept 2018 – Jan. 2020)* Axians is an ISV of **Dynamics NAV,** selling to (a.o.) packagers and suppliers of Fresh Produce products like potato packagers or fresh produce suppliers to retailers. Due to lack of resources Axians had asked me to join their pool of implementation consultants that implement **MS Dynamics NAV 2017 / Business Central.** *I functioned as the lead production/logistics NAV consultant at one of the most recent new customers of Axians.*
Oct. 2016 – May 2019	☙ ***Ammeraal Beltech : MS NAV 2013 / 2016 Data Migr. & Functional Consultant*** *AB is a Global supplier of conveyor belts (October 2016 – Present)* Ammeraal Beltech (AB),(now merged with Megadyne belting, to form AMMEGA) is one of the world's largest suppliers of conveyor belts (synthetic or modular) to industries like automotive, airports, retail (counters), food and pharma, and many more. The roll-out of AB's **MS Dynamics NAV 2013 / 2017** across the sites in mainly Europe and North America, meant moving operational and source data from the different legacy systems into NAV. This was done using the Rapid Start templates supplied by Microsoft in NAV 2013 and up. Also several new functionalities were functionally designed by me.
Aug. 2015 – May 2018	☙ ***GREIF : Infor ERP LN 10 / Baan Data Migration Consultant*** *Greif is a global supplier of packaging solution (August 2015 – May 2018)* GREIF is one of the world's largest suppliers of steel drums, IBCs (international bulk containers) and other packaging solutions. They are rolling out their **Infor ERP LN 10.x system to 100+ sites** in 27 countries. Here too I was responsible for data migration from the different legacy systems (like NAV / AX / Baan / JDE) to Infor ERP LN. *Next to the data migration / data loading tasks I safeguarded the quality of the prepared data and monitored the progress of the data gathering process. Next to the involvement in regular go-live migrations I was also made responsible for the post-migration tasks, of ensuring that spare parts are also loaded into ERP LN. This allowed for fabrication plants to not only support their primary processes in Infor ERP LN, but also their preventive maintenance and repairs processes.*
May 2014 – June 2015	☙ ***Flower Direct: MS NAV 2009 Business Analyst / Functional Consultant*** *FD is a Horti supplier to retailers and discounters (*May 2014 – June 2015) Flower Direct is an important supplier in the flower and plants segment of the European retail market (Lidl, Carrefour, LeClerc, etc.). Due to the high speed of changes in market and customer demands, Flower Direct was not able to keep the pace with regard to business processes and the underlying ICT (**MS Dynamics NAV 2009 with Role Tailored Client**). *Next to making all the functional designs for the changes, I have implemented a more structured communication with the software vendor and have ensured better coordination between (key) users and ICT team.*

NextStep Clients Continued

Jan. 2014 – June 2014	≈ _**JET Gruppe**: MS NAV 2013 Information Analyst, Data Migration Lead and key user coordinator. (Construction materials producer)_ **(Jan. '14 - June '14)** JET Gruppe is one of the largest producers of light domes and roof lights of the world. This project was part of a large multi-site and multi-country implementation of **MS Dynamics NAV 2013** where intercompany processes and centralized master data mgt. was of utmost importance. I was asked to assist the IT department with the project management for the data centralization project and to train the end- and key users and to get them involved in all aspects of the project – including data enrichment. _When I had completed my role in this project, all master data was migrated from the old system and it was now being managed centrally (and synchronized with the local sites) and all 120 key- and end-users had been trained ready for the Go-LIVE._
Nov. 2013 – July 2014	≈ _**OZ Plants, (Dutch Flower Group)**: MS NAV 2009 Functional Consultant, key user coordinator and migration manager. (Horticulture)_ **(Nov. 2013 - July 2014)** OZ Plants is one of the largest plant wholesaler of the Netherlands and part of the well-known Dutch Flower Group. Daily, hundreds of trolleys of plants are purchased, repacked and shipped from Aalsmeer to the whole of Europe. The **MS Dynamics NAV 2009** ERP system is essential for this process. OZ Plants wanted to migrate from Navision 3.7/5.1 to MS Dynamics NAV 2009 with the Role Tailored Client. The 100+ users were having a hard time adapting and so I was asked to train them in both the new functionality and the new R. This is indeed what I did and I also created simple user manuals. In this process, I also fulfilled the role of change-coordinator and functional designer for the final required changes. _The customer went live on June 22 2014, apart from some normal go-live-struggles there were no big problems and people worked confidently._
April 2012 – Nov. 2013	≈ _**Baas Plantenservice**_: **MS Dynamics NAV Functional Consultant and Support/Release Coordinator (Horticulture) (April 2012 – Nov. 2013)** Baas Plantenservice is a large trade organization of garden plants to the German market. During the peak period in the spring, hundreds of trucks with plants are received, repacked and shipped out daily. Naturally, a stable, robust and user friendly ICT system is of the utmost importance in this 24-7 business. The MS Dynamics NAV based "Q-Horti" line of business solution of Prodware formed the foundation. It was my role to coordinate all issue-resolutions and strategic changes, from the inception of the solution, all the way to the deployment in the live system. In this role I was the bridge between business (mgt.) and the Prodware software developers. _Due to my commitment, an enormous step was taken in the areas of both functionality and overall stability. As a result the spring of 2013 bore no resemblance anymore to the chaotic spring season there was in 2012._
Nov. 2011 – Feb. 2012	≈ _**GAC Business Solutions**: MS NAV Functional Designer_ **Functional Consultant (Bulbs and Horticulture) (**_Nov. 2011 – Feb.- 2012_**)** GAC is a Microsoft NAV reseller and implementation partner at CNB, a large player in the global flower bulb intermediation business. For the new to be developed bespoke solution I wrote the functional designs for all foundational parts of the new system – in close cooperation with the client on the one hand, and the software developers on the other. _Due to my 20 years' experience in ICT I knew exactly what to take into account when writing the functional designs and I was able to word this in a language that was clear for key users and developers alike._

NextStep Clients Continued

Dec. 2010 – April 2012 asics.	*ASICS Europe: Fashion, Footwear & Apparel* **(Dec. '10 .- April '12)** ASICS is one of the world's largest brands in the sports fashion and footwear industry. At the European headquarters in Hoofddorp, the ICT for the whole of ASICS Europe is guarded and maintained. New issues, that are logged through several channels, need to be taken-in and analyzed. It was my role to do this as soon as possible and to ensure periodic releases of the solved issues. In this case, this included making changes to NAV (in 3.7 & 5.0) in the NAV programming language (C/AL). *Due to my 'go-getter' mentality I have solved a great number of issues and I have challenged the IT department to start going that extra mile in serving the customer by not only solving an issue, but also getting it deployed in all eight live environments of ASICS.*
Jan. 2010 - March 2012 CRH	*Building materials: CRH Group and Bouwmaterialen Nederland* Two separate projects for two companies in the CRH Group Holding: 1. Documenting the complete set-up (1000+ parameters) of the CRH-Trade NAV system – to be used by newly taken-over companies. 2. Analyzing and documenting the business flows of multiple business units as part of the (re-) implementations of CRH-Trade.
Feb. 2005 – Dec. 2010 qurius* Heembloemex ZUREL Ciccolella group Bayview flowers	*Several Horticulture implementations: Zurel, Bayview Canada, Adomex, etc.* Several clients in the horticulture business where I fulfilled roles as (junior) developer, functional designer, solution architect, tester and implementation consultant. Mainly focused on Navision software versions 5.0 – NAV 2009 using the "Q-Horti" Navision add-on of Prodware (Qurius) at clients such as • Zurel / Ciccolella group • Heembloemex • Bayview flowers (Ontario Canada) • Baas Plantenservice *The Q-Horti solution was later acquired by MPrise, also owner of Agriware*
ADFOCOM taking IT personally bloom tfa today's flowers	Later I used another Navision software 2009 add-on, namely the "Greenline" add-on of Adfocom, at clients such as • Tele Flower Auction • Bloom Flowers / Mavuno group • OZ Plants
ADVISOR SOFTWARE SOLUTIONS MATCH ONLINE Flowers & Plants ADOMEX Bromelia specialist	Finally, I also worked with the Match-Online package of Advisor: • Implemented sales solutions at wholesalers like Adomex • Co-designed a grower solution with the Bromelia Specialist

April 2003 - Jan. 2005	*Flower auction Aalsmeer (VBA), department Marketing & Sales*

Logistics Manager MVA
(The MVA brokers long term orders between buyers and growers and ensures the logistics expectations are met or surpassed.)

Tasks and responsibilities:
- Business owner for logistical services
- Outsourcing to internal logistics service providers (LSP's) and creating and monitoring the service level agreements (SLA's)
- Accomplishing tactical improvements in logistical services and processes
- Synchronizing changes with the commercial departments of the VBA
- Coordinator of the VBA-wide standardization program related to information exchange in the flower supply chain

Key results:
- Distinction between business owner (MVA) and the process owner (LSP's)
- Operational SLA's with the logistical service providers
- Introduction of new (logistical) services to keep buyers linked to the flower auction through total customer service as opposed to just through the products
- Introduction of order monitoring to enable taking pro-active corrective measures incl. ERP and WMS tools

April 2001 -March 2003	*Baan Company N.V.,* Marketing Department

Industry Marketing Director Logistics

Tasks and responsibilities:
- People management aspects for the people in my team (dotted line)
- Global central contact for all Baan personnel responsible for the creation, sales and implementation of the logistics solutions
- Solutions range from supply chain modeling tools to operational (WMS) warehouse and (TMS) transport management systems, as sold to Baan's four core verticals: automotive, high-tech electronics, industrial machinery and aerospace & defense
- Supporting the client projects such as:
  - the Nirvana project with Exel at Ford (blue oval group) Europe
  - the Vector SCM joint venture between CNF and General Motors
  - Petroleum Development Oman – extensive bidding project
  - conducting research with the University of Tilburg in the field of optimal distribution strategies for built-up cars in Europe
- Staying in touch with LSP's and production companies to identify trends and translating them to functional solutions for the customers
- Managing and selling to strategic accounts like Boeing, Komatsu, Volkswagen, Ford, Renault, Fiat, Exel and Federal Express

Key results:
- Global launch of "iBaan for Logistics", aimed specifically at large LSP's
- Increased product scope through partner selection for 2 major global WMS players
- Sales pipeline of € 7 Million in qualified leads (60% of total pipeline of the 5 core verticals combined)
- Sales kit and trained sales force with knowledge of the new vertical and Baan's related products with both partners and the 3 regions EMEA, America's and APAC

April 2001 -March 2003	**Baan Company N.V., Development Department**

Product Manager Infor LN Distribution & Logistics

(Parallel function with previous role)

Tasks and responsibilities:
- Human resource management aspects for the people in my team
- Solution architect of Baan's transport management system(based on Infor ERP LN) that was created in close cooperation with Menlo Worldwide Logistics for automotive and high-tech electronics customers
- European contact for implementations of and improvements to the CAPS Logistics solutions for supply chain design, transport optimization and route planning (CAPS Logistics is Baan's daughter company dedicated to supply chain design, transportation optimization and supply chain planning and execution)
- Executing market and customer analysis, resulting in the roadmap prioritization for Baan's solutions for internal and external logistics management (iBaan ERP Warehousing, Distribution, Transportation and the supply chain design and management tools of CAPS Logistics)
- Creating conceptual solution documents that serve as starting point for functional and technical designs for enhancements and implementations.

Key results:
- A complete new ERP software version for LSP's based on the Infor LN ERP package as once built for the production companies
- Creation of a solution around the abovementioned package including internal and external peripheral applications, integrations, master data, implementation scripts and manuals, and sales kits to sell the solution and then install it within one day
- Familiarity with the solution amongst Baan personnel, analysts like Gartner, AMR and Forrester, and essential media companies

June 1995 -March 2001	**Other roles at Baan Company N.V.**

| Aug. 1998 – March 2001 | **Logistics Implementation Consultant & Solutions Architect** for business and application issues related to iBaan ERP Distribution, Warehousing, Logistics and Transportation |

| Jan. 1997 – July 1998 | **Product Consultant** Baan Enterprise Modeler and Workflow for iBaan ERP in the area of Baan's logistics applications |

| July 1995 - Dec. 1996 | **Trainer** in the Training & Documentation department for iBaan Logistics, iBaan DEM and Workflow and Baan's software implementation methodology |

| Sep. 1994 - June 1995 | **Product Consultant** in the Consultancy Product Development department for the package iBaan Tools 6.0 (Baan's development and deployment environment) |

Jan. 1994 - Nov. 1994	**Military draft fulfilled with the Dutch royal army**

Sergeant / Group commander of 10 to 15 privates patrolling military compounds

Feb. 1993 - Dec. 1993	**BDO Camps Obers, EDP Audit Group, The Hague**

Assistant EDP auditor, responsible for assisting the ISO certification of clients