

Curriculum Vitae: Bernd Will



Name: Bernd Will
Level: Partner
Nationality: German
Languages: German (native), English

Employment History

since 2005	Independent lawyer and Interims-Manager in Frankfurt
2005 - 2008	Hewlett-Packard GmbH, Global Supply Chain Services - Strategic Buyer / Negotiator
2004 - 2005	SAP Deutschland AG & Co. KG, Walldorf, Head of Order Management
2001 - 2003	ORACLE Germany, Frankfurt, Head of Consulting (Regional Engagement Manager)
1999 - 2001	ORACLE Germany, Hannover, Head of Country Project Office (Consulting)
1997 - 1999	ORACLE Germany, Hannover, Senior Consultant
1990 - 1997	WILL-COM GmbH, Managing Director
1986 - 1990	Bernd Will Software-Development, Owner
1981 - 1988	University Erlangen and Hannover, fully qualified lawyer - IT, economy and industrial law

Industry and Consulting Experience (Extract)

Mr. Bernd Will is an independent lawyer and Interims-Manager in Frankfurt with a main focus on IT-contracts, consulting services and IT procurement. His main industry focus is in the banking, consultancy and telecommunication industry.

Selected Engagements

Mr. Will was responsible for all kind of strategic and operational projects. Among others he was responsible for:

- Software Development and Project Management of WILL-COM GmbH (1986 – 1997)
- Project reporting of the major consulting projects of ORACLE Deutschland GmbH in the EMEA region (1999 – 2001)
- Responsibility for the Consulting Business of ORACLE Deutschland GmbH for federal states in Germany (2001 – 2003)
- US-GAAP Revenue Recognition, Sales & Consulting Contract Management of SAP Deutschland AG & Co. KG (2004 – 2005)
- Optimizing Software agreements and orders for the WestLB, ThyssenKrupp AG, Commerzbank, Procter & Gamble and Bank of Ireland outsourcing accounts of the Hewlett-Packard Company with focus on cost savings (2005 – 2008)