

Curriculum Vitae

Michael Friese

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Personal data

born on August, 17th 1960
married, 3 children

School

1966 - 70 primary school, Hagen / Westfalen
1970 - 79 Albrecht - Dürer - Gymnasium, Hagen
(general qualification for university entrance)

German armed forces

1979 - 80 Navy

Studies

Electrical engineering

1980 - 83 University of Dortmund
(intermediate diploma)
1983 - 85 Technical college, Kiel
(Diploma; focussed on energy)
1985 - 89 Technical University of Braunschweig
(Diploma; focussed on drives)

Career (Employee)

(Former) AEG Aktiengesellschaft

1989 - 97 Engineer
Project Manager
Manager of a sales office
Manager of a profit center
Main activities:
- project management
- negotiations with the customers
- contract and risk management

- controlling of the profit center
- reporting to the company's management

PCC Gesellschaft für Automation mbH

1997 - 00 Managing Director

Main activities:

- rebuilding of the organisation
- complete commercial responsibility
- expand the sales activities
- expand the turn over
- reporting to the holding

Cegelec AT GmbH & Co. KG

2000 - 04 Cegelec AT GmbH & Co. KG

Manager of a profit center

Main activities:

- reorganisation of the profit center
- negotiations with the customers
- contract and risk management
- expand the sales activities
- expand the turn over
- controlling of the profit center
- reporting to the companies management

ProfitProcess

since 2005

Running my own company,
specialised in claim and contract
management,
on the basis of 15 years of experience in
technical, commercial and contract affairs as
described above.

Major Projects

Stendal, pulp mill

“Clear up dispute regarding to the final
invoice”

When the work on site was done, there were
large disagreements between the contractor
and the employer regarding to the costs of
delays as well as to add-on orders.

First we settled the claims exactly to fix and

prove the demands.

On this basic we discussed the different demands with the employer until we found a solution both parties can accept.

Berlin, Central Station

“Support to the Project Management, especially Claim management”

My job on site was to observe and manage the correspondence including notices of obstruction as well as notices of reservation. I had to co-ordinate the generation and negotiation of the supplements, contract compliant.

Finally I organized the controlling of the realized process by comparing the target figures with the actual output

Duisburg, combined power plant (gas fired)

“Prepare the final negotiations”

The work on site was done; there was a major delay so the employer claimed large demands on delay against the contractor. The first step was the clearing of the existing supplements as well as generating additional supplements.

Rating the counterclaims was the next step. So we prepared the basic for the final negotiations.

Grevenbroich, power plant (coal fired)

“Claim and contract management on site (during erection and commissioning)”

The major tasks on site were

- observing and managing the contract-relevant correspondence on site – directed to the employer as well as to one of the different subcontractors.
- Announcing and canceling of notices of obstruction or notices of reservation.
- Generating and negotiating supplements, contract compliant.

- Organisation and controlling of the invoicing of the subcontractors.
- Controlling the process by comparing the target figures with the actual output continuously.

Hamburg, power plant (coal fired)

“Claim and contract management on site (during erection and commissioning)”
Scope of work as described in the project
“Grevenbroich, power plant (coal fired)”.

Wilhelmshaven, power plant (coal fired)

“Claim and contract management on site (during shutdown and recommissioning)”
Scope of work as described in the project
“Grevenbroich, power plant (coal fired)”,
focussed on the special conditions of a shutdown (extreme time pressure).

Cuxhaven, new factory

1st phase: “Preparation and negotiation of supplementary offers”

Main items of our scope of work

- identify changes between the scope of work agreed by contract and the actually realized work;
- define the costs as well as the delay related to these changes;
- create contract-compliant claims;
- negotiate these claims with the customer.

2nd phase: “Project Management (total project)”

Berlin, urban railway

“Preparation and negotiation of supplementary offers”

Berlin, Office Building (reconstruction and new building)

Member of the project management team, responsible for the claim- and contract-management.

Main tasks:

- contract relevant correspondences;
- defence against claims of the subcontractors;
- create and negotiate contract-compliant claims against the employer

After cancelling of the contract by the employer prepare the court case together with the engaged lawyer.

Bad Zwischenahn, June 2021