



Ruthanne Fuller
Mayor

City of Newton, Massachusetts
Office of the Mayor

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February 11, 2022

Honorable City Council
Newton City Hall
1000 Commonwealth Avenue
Newton, MA 02459

To the Honorable City Councilors:

I am pleased to appoint Michael Haueisen of 19 Churchill Terrace, Newton 02460 as a community representative member of the Design Review Committee for the Horace Mann School Project. His term of office shall expire upon completion of the building project and his appointment is subject to your confirmation.

Thank you for your attention to this matter.

Warmly,

Ruthanne Fuller
Mayor

RECEIVED
2022 FEB 14 PM 4:52
CITY CLERK
NEWTON, MA, 02459

Application Form

Profile

Michael

First Name

T

Middle Initial

Haeisen

Last Name

[Redacted]
Email Address

19 Churchill Ter

Home Address

Suite or Apt

Newton

City

MA

State

02460

Postal Code

What Ward do you live in?

Ward 1

[Redacted]
Primary Phone

Alternate Phone

Zeconomy

Employer

VP Procurement Relations

Job Title

Which Boards would you like to apply for?

Design Review Committee: Submitted

Interests & Experiences

Please tell us about yourself and why you want to serve.

Why are you interested in serving on a board or commission?

I am now living for more than 11 years in Newton and I have worked with the city in many areas. I would like to give to the community by supporting the Design Review Committee for the HM school project.

[Resume Michael Haeisen July 2021.pdf](#)

Upload a Resume

MICHAEL T. HAUEISEN

19 CHURCHILL TERRACE, NEWTON, MA 02460

Visionary Senior Supply Chain/Procurement Executive with extensive global leadership experience and proven results in strategic sourcing of direct and indirect material fields, product and project business, advanced negotiations, and change management. Consistent record of process streamlining, cost optimization, digitalization as well as anticipating and managing risk. Great ability of building and leading effective teams and generating optimal bottom-line results while exceeding corporate objectives.

EXPERIENCE

Zeconomy, headquartered in New York, NY

2021-present

Zeconomy is a Fintech AI platform that transforms complex B2B transactions and fractured processes into easy B2C like transactions with instant liquidity, extended payment terms, and lower-cost financing.

Vice President, Global Head of Procurement Relations

Responsible for managing the sale and adoption of Zeconomy Products and Services as well as driving the Company's business development and plan, oversee and execute all interactions with Zeconomy customers.

SIEMENS Smart Infrastructure, headquartered in Buffalo Grove, IL

2019-2021

Smart Infrastructure connects energy systems, buildings and industries with the business units Electrical Products (EP), Distribution Systems (DS), Digital Grid (DG), Building Products (BP) and Solutions and Service portfolio (RSS).

Vice President, Strategic Procurement Smart Infrastructure (SI) for Latin America and Canada

Responsible for Cost-Value-Engineering (CVE) for whole Americas with addressable PVO of over \$2B as well as for the operational and strategic project procurement business of SI in LA and CAN with a total PVO of ~\$200M and ~50 reports. Exceeded savings targets (CNI and CTG) in FY19, extended payment terms (PTE) by 3 days through Supply Chain Financing and created CVE value contribution of more than \$85M over 3 years.

SIEMENS Energy Management, headquartered in Alpharetta, GA

2015-2019

SIEMENS Energy Management is one of the world's leading suppliers of Intelligent Power Distribution and provides utility companies and industries with efficient and reliable power infrastructure from the power plant to the domestic outlet.

Vice President, Strategic Procurement (SPR) Energy Management (EM) for US and CAN

Responsible for the operational and strategic procurement business of EM in US and CAN with outreach into Mexico and South America in product, project and service business with a total PVO of over \$1B and 50 reports including the new Cost-Value-Engineering function. Overachieved CNI in FY15 and FY16 by 30% and 45% respectively and delivered over \$160M in net savings over 4 years. Improved cash flow by accelerating PTE for three consecutive years with +11.6 days in US and +21.1 days in CAN. Drove over 15 different digitalization projects (including RPA/EDI/ERS/ Supplier Quality performance cockpit).

Siemens Industry, Inc., headquartered in Alpharetta, GA

2014-2015

The SIEMENS Industry Sector (one out of four SIEMENS sectors) is one of the world's leading suppliers of innovative, environmentally friendly products and solutions for industry customers.

Vice President, Strategic Procurement Sector Industry NA and head of US SPR for Industry Automation

Responsible for the Industry sector (CS, DT, IA and MT) in North America (NA) with a total PVO of over \$850M and 50 reports as well as for \$800M in the direct pooling organization. Exceeded Industry FY14 budget CNI target. Initiated and led the *Winning Together* initiative to ensure capturing innovative ideas from the supplier base and improve overall cost position. Created *Buyer* and *Incoterm* training programs.

SIEMENS Water Technologies, Lowell, MA

2012-2014

Siemens (now Evoqua) Water Technologies (WT) is a leader in water and wastewater treatment products, systems and services for industrial and municipal customers.

Vice President, Strategic Procurement with worldwide responsibility for WT and US Industry Sector

Led and directed all aspects of the global procurement activities (mainly project business) with a PVO of ~\$650M

and ~50 reports. Exceeded CNI budget contributing \$16.3M in FY13, strongly driven by establishing Mexico as the preferred sourcing region. Integrated international procurement into organization and established independent sourcing group in China. Assisted WT and led the procurement organization to become part of the stand-alone new company named Evoqua.

OSRAM SYLVANIA, Danvers, MA

2003-2012

One of the two leading lighting companies in the world, serving customers in more than 140 countries, providing solutions for homes, businesses, institutions and a broad range of specialty applications.

Senior Director of Global Procurement North America

(2006-2012)

Direct sourcing and procurement activities (strategic and tactical) including global pooling for OSI (including Sylvania Lighting Services) in the NAFTA region with a PVO of ~\$950M, over 70 reports and more than 15 production sites. Successfully contributed to net income (CNI) with consistent record of year-on-year cost savings with over \$50M/ 7% savings in 2010. Centralized, realigned and upgraded purchasing organization as center of expertise. Initiated and directed improvement of global value sourcing from 20% to 34%, leading to increased CNI saving and a more diverse supplier base. Reduced suppliers by 40%, increasing speed, reducing complexity and improving supplier relationships. Initiated and drove Financial Risk Management project with the implementation of a risk monitoring tool to mitigate supply chain risk from potential supplier bankruptcies. Led OSRAM SYLVANIA into a stand-alone entity with OSRAM being listed on the German stock market.

Global Commodity Business Manager

(2003-2006)

Maintained global commodity responsibilities while relocating to Danvers, MA to strengthen US procurement organization and support the global integration of US locations into the global network. Guided the North America World Class Purchasing program, assessing operative level of purchasing and implementing continuous improvement initiatives. Generated €14M savings in three years for global material fields Technical Gases, Chemicals and Rare Earths (PVO €65M) by global value sourcing and eliminating sole source areas.

OSRAM GMBH, Munich/Augsburg, Germany

1998-2003

Global Commodity Business Manager and Team Lead Goods & Services

(2000-2003)

Global responsibility for Technical Gases (PVO €25M) as well as continental responsibility for Chemicals. Established innovative on-site method for producing nitrogen gas for plants resulting in over 30% cost reduction.

Team Leader - Goods & Services

(1998-2000)

Implemented waste management consolidation project resulting in over €250k in cost savings and streamlined process through reducing 8 suppliers to 2. Executed vendor managed inventories for key manufacturing parts.

BOEWE, Augsburg, Germany

1995-1998

World market leader for dry cleaning machines

Co-department Head

Lead of Chemical Engineering department focused on improving cleaning/solvent processes.

EDUCATION

Master in Economics (German degree Dipl.-Kfm. Univ.),

UNIVERSITY OF AUGSBURG, GERMANY (1995-2000).

Master in Chemical Engineering (German degree Dipl.-Ing. Univ.),

TECHNICAL UNIVERSITY (TU) OF MUNICH, GERMANY (1989-1995), Diploma thesis at UNIVERSITY OF BIRMINGHAM, ENGLAND (1994): "A Study of Precipitation: Mixing, Size Distribution and Morphology".

PERSONAL INTERESTS

- Vice President of the German American Business Council in MA (member since 2012)
- Bilingual-bicultural in German and English. Basic language knowledge in French
- Hobbies: Soccer coach at Newton Youth Soccer and Ski racing