

Curriculum Vitae

Hans Raadsen



Name	Raadsen, J.F.A. (Hans)
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Languages	Dutch (mother tongue), English, German
Qualification	Technical University Twente, M.Sc. in Electronics
Background	Electronics / project management / group-leader pre-development Consulting development, purchasing Consulting outsourcing of production and development

Working experience:

I started RaadsenConsult in April 2008.

Before that date I worked almost 30 years for the multinational Philips, keeping three kinds of positions, each for about ten years.

1978 – 1988	Technical development as a designer, project manager and head of pre-development in electronics
1988 – 1999	Industrial consultant for Philips business-to-business activities, focused on relationships with suppliers
1999 – 2008	Internal consultant for Philips company-wide, focused on supplier partnerships and outsourcing

During these years I became fascinated by the dynamics in supplier-relationships, especially when these suppliers contributed to Philips' (product-)innovation process. The challenge to manage the complex balance of interests and the dilemma of short notice gains and quick fixes on the one side, and long-term relationships on the other side, made me specialize in this area. The knowledge and experience I gained over these years I now make available to companies outside Philips as a freelance consultant.

What I have to offer

I have proven my capability to support strategic outsourcing decisions in practice. It is my experience that such a decision can best be based on the outcome of a value chain analysis in combination with a competence roadmap. It is a strategic decision, since it affects the long-term competitiveness of the business, and it is costly or even impossible to reverse.

Next to that, I am able to assess the innovative capabilities of an organization in combination with its development partner(s). Taking into account the short and longer term goals, I formulate recommendations for improvement for both the structure of the co-operation and the co-operation process in practice.

Improvement is fine, but 'first time right' is better. So, my contributions add the most value in those cases where the co-operation and integration process with the development partner is yet

to be established. With the (mutual) needs, ambitions and expectations in mind, I –together with the principal- design a process and implement it, leading to a supplier relation that anticipates the requirements of the dynamic business environment.

Areas of experience

Below I describe some areas of experience that contributed to what I have to offer.

Development

Through my experience in Development as a designer, as a project leader and later as a group leader of pre-development, I gathered my knowledge of development processes. I know the development environment from the inside. I integrated analogue, digital and software systems while balancing cost, throughput time, quality and ergonomics in an integral approach.

Business restructuring

My first experiences on business level I obtained during the restructuring of the Philips Product Division Industrial Electronics in the early 90's. In six months time the division was transformed into a Holding and 15 Operating Companies. I took part in the team that was responsible for this change process. It is here that I also learned the culture and way of thinking on this level, making me understand the forces that play a crucial role here.

Purchasing

Dealing with the purchasing process I became aware of the contributions of suppliers to our business. I did this, holding a position in a central service-oriented organization within Industrial Electronics. I was successfully involved in restructuring the purchasing organization of this division, and the improvement of purchasing processes on various local sites. I also initiated and facilitated a successful cross-division network of local purchasing organizations, aimed at improving purchasing processes and joint negotiations with common suppliers. It is here that I learned to deal with commercial aspects and supply chain management.

Supplier involvement in cost down

During that same period I also managed a number of cost down actions with supplier involvement. Typical results were savings between 15% and 30% of product costs.

Outsourcing and Partnering

Over the last two decades I built experience as a senior consultant, specializing in outsourcing and partnering. In cases a supplier was to be made entirely responsible for a certain capability/competence (outsourcing) I advised in making such a strategic decision. During the following implementation phase I often supported the organisation to build an effective partnership. I work through workshops, providing tools, and hands-on contributions.

Miscellaneous

Next to this I regularly contribute to the Manufacturing Excellence Programme of Mikrocentrum Nederland and give lectures a.o. at Leuven Inc. I also presented the Outsourcing Seminar of Conclusion Consulting Industry at Rhederoord in 2007. Several publications a.o. in Link Magazine.

Personal

I live in Eindhoven. I am married and have three sons.

In my spare time I like travelling, culture, walking, caravanning, reading and as a volunteer I am secretary of the Voedselbank Eindhoven.