IFIGENIA HERNÁNDEZ VELÁSQUEZ

SAP SD S/4HANA CONSULTANT

EXPERIENCE SUMMARY

I have extensive experience with SAP SD S4 HANA with over 13 years of SAP SD-OTC & cross functional experience and more than 10 years of experience in Marketing, Sales & Business Support in Manufacturing & allied industries. I have a deep knowledge of the coordination of project development for SAP implementation. Both in initial stages and in ongoing projects, +15 full cycle Implementation experience in SAP SD module using ASAP methodology: from business blue print, preparation, realisation, finalisation to go-live and support. I have developed, and practice, an empathetic and respectful leadership style. I have human resources management skills and I am an enthusiastic participant in teamwork. Similarly, I am an effective communicator with both on-site and remote teams with a proven ability in managing interpersonal relationships and roles within a dedicated project team, including client users. My professional profile has allowed me to work successfully on SAP projects in different sectors such as pharmaceuticals, hospitality, healthcare, food and industry; in countries across three continents and with staff of more than 15 nationalities. I am fortright, loyal and problem solving orientated.

PROJECTS EXPERIENCE

SENIOR SAP SD CONSULTANT - MIGRATION S4 HANA 2021. COMPUNET S.A.
VITALIS COLOMBIA Y VITALIS PANAMÁ; BOGOTÁ, COLOMBIA - APRIL TO NOVEMBER 2022.
Responsibilities:

- Planning and development of workshops and work sessions to carry out the "Business Blue Print".

- Functional design of the electronic invoicing interfaces for Colombia and Panama, following the current and specific regulations for each country.

- Configuration of organisational structures for the development of the migration project to SAP.

- Configuration of business processes for Colombia and Panama. These include service sales, product sales (make to stock), consignment sales, returns, credit notes, debit notes, among other solutions and sector needs.

- Configuration of calculation schemes and model of bonuses in kind, specific to the pharmaceutical industry and the health sector.

- Configuration of special scenarios like Inter-company sales, billing and Stock Transfer Order (STO).

SENIOR SAP SD CONSULTANT - MIGRATION S4 HANA 2020. COMPUNET S.A.
LEVAPAN S.A; BOGOTÁ, COLOMBIA - AUGUST TO NOVEMBER 2021
Responsibilities:

- Review and planning of a "simplification list" to optimise resources for the migration to SAP and design of application notes for the SD module.

- Review and correction of errors in standard transactions.

- Realisation of functional specifications for the correction of errors in execution time.

- Development of operability tests in the pilot environment.

SENIOR SAP SD CONSULTANT - MIGRATION S4 HANA 2020. COMPUNET S.A.
MARPICO S.A; BOGOTÁ, COLOMBIA - AUGUST TO DECEMBER 2021
Responsibilities:

- Review and planning of a "simplification list" to optimise resources for the migration to SAP and design of application notes for the SD module.

- Review and correction of errors in standard transactions.

- Realisation of functional specifications for the correction of errors in execution time.

- Development of operability tests in the pilot environment.

SENIOR SAP SD CONSULTANT - ELECTRONIC BILLING PROJECT. COMPUNET S.A.
COMOLSA S.A; BOGOTÁ , COLOMBIA - APRIL TO NOVEMBER 2022.
Responsibilities:

- Define XML for transmission of electronic documents, according to regulations.

- Implementation of the commercial models required by the client, following the indications and adapting them to the current legal regulations that apply to the project.

- Specify numbering development with prefixes for billing documents.

- Configuration and support of the solution developed by Compunet for transmission and management of billing documents.

- Advice on good practices and system configuration, complying with the requirements of the regulations.

SENIOR SAP SD CONSULTANT - ELECTRONIC BILLING PROJECT. COMPUNET S.A.
MICROPLAS S.A, COLDEPLAST S.A. Y LA CABAÑA S.A; MEDELLIN, COLOMBIA - APRIL TO JULY 2021.
Responsibilities:

- Define XML for transmission of electronic documents, according to regulations.

- Implementation of the commercial models required by the client, following the indications and adapting them to the current legal regulations that apply to the project.

- Specify numbering development with prefixes for billing documents.

- Configuration and support of the solution developed by Compunet for transmission and management of billing documents.

- Advice on good practices and system configuration, complying with the requirements of the regulations.

SENIOR SAP SD CONSULTANT - IMPLEMENTATION PROJECT S4 HANA 1909 AND ECC. HEALTHCARE VERTICAL I.S.H. MED BY ORACLE CERNER. COMPUNET S.A.
HOSPITAL GENERAL PLAZA DE LA SALUD; SANTO DOMINGO, DOMINICAN REPUBLIC - JUNE 2019 TO APRIL 2021.
Responsibilities:

- Design and configuration of organisational structures, such as: organization of the sales department, distribution channel, common sector, sales office and dispatch points.

- Channel and common sector configurations for customer master data transmission.

- Implementation of sales processes, such as: "make to stock" sales (sale of medicines and supplies), sale of services (non-clinical income), returns, credit notes and debit notes. Complemented with credit control, availability verification, automatic batch determination, schemes for price determination, with separate condition classes for services and products, tax calculation under current legal regulations of the Dominican Republic, schemes for the control of incomplete data, schemes for the determination of texts and schemes for the determination of income and associated accounts.

- Definition of calculation schemes for the billing process of the health vertical, contemplating price condition classes by insurer, patient category, discounts, medical fees and calculation of sales taxes (ITBIS).

- Configuration of the grouped billing model, used in the health vertical, through SD orders and invoices, defining health services as DIEN-type materials.

- Definition of the model of glosses or credit notes (SD functionality) based on the standard invoice classes NF01, used in the health vertical.

- Definition of credit notes without reference to invoice and service invoices to support the change of payer in the invoices of the health vertical, when the change is made in a different accounting period from that of the original invoice.

- Definition of the interface for the transmission of invoices through IDOC INVOIC, between the ISH environment with the ECC version and the ERP environment with the S4H version.

- Definition of printing formats (Smart Form) for invoice, credit note and debit note.

- Creation of LSMW for price loads through IDOC.

SENIOR SAP SD CONSULTANT - ELECTRONIC BILLING PROJECT / MASTERBACH COMPUNET S.A.
ESENTTIA S.A; BOGOTÁ , COLOMBIA - APRIL TO JUNE 2019.
Responsibilities:

- Design of the price determination model, contemplating the characteristics of each type of commercial negotiation, in the PPCO company.

- Definition of price, discount and surcharge condition classes.

- Define condition tables.

- Definition of access sequences.

- Definition of calculation schemes for national sales.

- Condition exclusion settings.

- Functional specifications for pricing and inventory query development, using the order creation bapi to simulate the pricing functionality and the requirements planning bapi to obtain inventory information.

- Functional specification for inventory development, using the MRP bapi, with customer specific adjustments.

- Functional specifications for the activation of "user exit" used in commercial management and price determination, such as determination of the specific TRM value (representative market rate, exchange rate of the Colombian peso with the US dollar).

SENIOR SAP SD CONSULTANT - TRADING PRICE AUTOMATION PROJECT.
COMPUNET S.A.
ESENTTIA S.A; BOGOTÁ , COLOMBIA - JUNE 2018 TO APRIL 2019.
Responsibilities:

- Design of the price determination model, contemplating the characteristics of each type of commercial negotiation, in the PPCO company.

- Definition of price, discount and surcharge condition classes.

- Define condition tables.

- Definition of access sequences.

- Definition of calculation schemes for national sales.

- Condition exclusion settings.

- Functional specifications for pricing and inventory query development, using the order creation bapi to simulate the pricing functionality and the requirements planning bapi to obtain inventory information.

- Functional specification for inventory development, using the MRP bapi, with customer specific adjustments.

- Functional specifications for the activation of "user exit" used in commercial management and price determination, such as determination of the specific TRM value (representative market rate, exchange rate of the Colombian peso with the US dollar).

SENIOR SAP SD CONSULTANT - ELECTRONIC BILLING PROJECT. COMPUNET S.A.
PRODUCTOS RAMO S.A, MOLINO LAS MERCEDES S.A, AVISA S.A., PUDINES Y RONQUES S.A, ZONA FRANCA S.A, INVERSIONES MOLANO CAMACHO S.A ; BOGOTÁ , COLOMBIA - JUNE 2018 TO CURRENT.

Responsibilities:

- Define XML for transmission of electronic documents, according to regulations.

- Implementation of the commercial models required by the client, following the indications and adapting them to the current legal regulations that apply to the project.

- Specify numbering development with prefixes for billing documents.

- Configuration and support of the solution developed by Compunet for transmission and management of billing documents.

- Advice on good practices and system configuration, complying with the requirements of the regulations.

SENIOR SAP SD CONSULTANT - ELECTRONIC BILLING PROJECT. COMPUNET S.A.
ACESCO S.A. AND ACEROS CORTADOS S.A.; MEDELLIN, COLOMBIA - JUNE 2018 TO CURRENT.

Responsibilities:

- Define XML for transmission of electronic documents, according to regulations.

- Implementation of the commercial models required by the client, following the indications and adapting them to the current legal regulations that apply to the project.

- Specify numbering development with prefixes for billing documents.

- Configuration and support of the solution developed by Compunet for transmission and management of billing documents.

- Advice on good practices and system configuration, complying with the requirements of the regulations.

SENIOR SAP SD CONSULTANT - IMPLEMENTATION PROJECT SAP AND ECC. HEALTHCARE VERTICAL I.S.H. MED BY ORACLE CERNER. COMPUNET S.A.
CLÍNICA INTERNACIONAL; LIMA, PERU - NOVEMBER 2016 TO MAY 2018.
Responsibilities:

- Design and configuration of organisational structures, such as: organization of the sales department, distribution channel, common sector, sales office and dispatch points.

- Channel and common sector configurations for customer master data transmission.

- Implementation of sales processes, such as: "make to stock" sales (sale of medicines and supplies), sale of services (non-clinical income), returns, credit notes and debit notes. Complemented with credit control, availability verification, automatic batch determination, schemes for price determination, with separate condition classes for services and products, tax calculation under current legal regulations of the Republic of Peru, schemes for the control of incomplete data, schemes for the determination of texts and schemes for the determination of income and associated accounts.

- Definition of calculation schemes for the billing process of the health vertical, contemplating classes of proration condition, co-payment discounts, calculation of sales taxes with different bases and calculation of deductions or withholdings.

- Configuration of the grouped billing model, used in the health vertical, through SD orders and invoices, defining health services as DIEN-type materials.

- Definition of the model of glosses or credit notes (SD functionality) based on the standard invoice classes NF01, used in the health vertical.

- Definition of the electronic invoicing interface with the AZURIAN provider, transmitting the information of invoices, receipts, credit notes and debit notes created in SAP.

- Definition of the development of state control and printing of invoice documents, receipts, credit notes and debit notes. The information from the provider's status and from the government control entity is received through a WS, allowing the printing of the format.

- Definition of the development of control of cancellations of invoice documents, receipts, credit notes and debit notes from the statements of the supplier and the government control entity.

- Definition of the numbering model for proof of payment (invoice and receipt), credit notes and debit notes by type of document, series and correlative, activating the invoice numbering user exit.

- Definition of the pre-printed delivery guide numbering model through the delivery numbering user exit.

- Definition of the "smart form" for the pre-printed remission guide format.

- Creation of LSMW for price loads through IDOC.

SENIOR SAP SD CONSULTANT - IMPLEMENTATION PROJECT SAP ECC. COMPUNET S.A. ARTECHPRINT S.A; MEDELLIN, COLOMBIA - APRIL TO JULY 2017.

Responsibilities:

- Design and configuration of organisational structures, such as: organization of the sales department, distribution channel, common sector, sales office and dispatch points.

- Channel and common sector configurations for customer master data transmission, price condition records and sales setup.

- Implementation of sales processes, "make to order", sale of services and returns, Complemented with credit control, availability verification, automatic batch determination, print message classes, schemes for incomplete data control, schemes for the determination of texts, scheme for the determination of income accounts, schemes for price determination, calculation of taxes, discounts, implementation of numbering with prefix in invoices and debit notes. As well as the activation of the sales information system.

- Definition of the "Smart form" for invoice formats, credit notes and debit notes.

SENIOR SAP SD CONSULTANT - SECOND ROUND IMPLEMENTATION SAP ECC PROJECT. COMPUNET S.A.

PRODUCTOS RAMO S.A, MOLINO LAS MERCEDES S.A, AVISA S.A., PUDINES Y RONQUES S.A, ZONA FRANCA S.A, INVERSIONES MOLANO CAMACHO S.A ; BOGOTÁ , COLOMBIA - JUNE 2015 TO NOVEMBER 2016.

Responsibilities:

- SD consultant for implementation of the second phase of SAP project for the companies Productos Ramo, Ramo de Antioquia, Ramo de Occidente, Avinsa and Molino las Mercedes.

- Design and configuration of organisational structures, such as: organization of the sales department, distribution channel, common sector, sales office and dispatch points.

- Channel and common sector configurations for customer master data transmission, price condition records and sales setup.

- Implementation of sales processes, "make to order", "make to stock", transfer of "intercompany stock", sale of services, returns, free samples, donations, consignment sales. Supplemented with credit control, availability check, automatic batch determination, container inventory control, print message classes, schemes for checking of incomplete data, schemes for text determination, scheme for determining accounts income, cash and associates, price determination schemes, tax calculation, discounts, exclusion of conditions, implementation of prefix numbering in orders, deliveries and invoices. Activation of the sales information system, for the five companies mentioned in the previous point.

- Definition of the sales interface between SAP and the mobile application with the provider CELUWEB for secondary logistics. The communication of information for the output and input processes was through Z tables, using programs to upload the SAP structures to the mobile solution, as well as programs (bapi) that process the sales, accounting and logistics information of the company. mobile solution to SAP.

- Definition of the sales interface between SAP and the mobile application with the provider CELUWEB for secondary logistics. The sales interface processes cash sales, credit sales, returns, cancellation of invoices and credit notes, registration of cash collection, consignments and checks and inventory transfer between warehouses, creation and modification of customers.

- Definition of the development and control reports for the closing of the seller and the sales agency.

- Definition of the interface between SAP and the information system for georeferencing, through which clients are modified, zoning and scheduling of vendor visits is carried out.

- Development of functionality to control the numbering of invoices and credit notes issued by vendors.

- Development of functionality to schedule vendor visits.

- Definition of the "Smart form" for invoice formats, credit notes, debit notes and remission notes.

- Creation of LSMW for the loading of prices and discounts through recording.

SENIOR SAP SD CONSULTANT - IMPLEMENTATION PROJECT SAP ECC. COMPUNET S.A. ZONA K S.A; BOGOTÁ , COLOMBIA - MARCH TO JUNE 2015.

Responsabilities:

- Support to the live output for the implementation project in the companies of the Zona K S.A. group, in the transfer processes of "intercompany stock", "make to stock", sales of services, verification of availability, adjustments in the schemes of calculation for the determination of prices with consumption tax and tax withholdings excluding consumption tax, development of "user exit" for numbering with prefixes of invoices and credit notes.

SENIOR SAP SD CONSULTANT. COMPUNET S.A.
ATENTO S.A; BOGOTÁ , COLOMBIA - MAY 2015.
Responsibilities:

• Development of role and profile matrices for the SD module.

CONSULTOR SAP SD. SUPPORT. GROUP. COMPUNET S.A.
BOGOTÁ, COLOMBIA - MAY 2014 A FEBRUARY 2015.
Responsibilities:

SAP SD Consultant assigned to the support group, working with requirements for clients such as: Argos Panamá, Grupo Ave Vitrofarma, Amalfi, Thomas Greg & Sons, Cerámica Italia, Freskleche, Oleoflores, Mansarovar, Getronics, Fabrica de Especias El Rey, Copetran, Dinpro, IST , Ingenio la Cabaña, Experian, Biocombustibles, Fedepapa, Continental Representations, Creative Colors, Compunet and Poultry Nutrients.

ENGINNEERING TECHNICAL ANALYST. COMUNICAN S.A.
EL ESPECTADOR NEWSPAPER, CROMOS MAGAZINE AND SHOCK MAGAZINE.
BOGOTÁ, COLOMBIA. JANUARY 2009 TO MAY 2014.
Responsibilities:

• Evolutionary support and attention to the requirements of the sales model, distribution and administration of materials.

• Administration of roles and profiles SAP model.

• SD and MM internal consultant in the sales model reengineering project (January – September 2010).

• SD and MM internal consultant in the reimplementation and migration project from version 4.7 to version 6.0 (September 2010 to January 2011).

• Support, maintenance and adjustments to the make to stock sales model, using the functionality of framework contracts, delivery plans and sales orders.

• Maintenance support and adjustments to the consignment sales model.

• Support, maintenance and adjustments of calculation schemes for intercompany sales, consignment and make to stock.

• Support, maintenance and adjustments of the interface with the mobile solution for point-to-point sales. Through which the sales route planning, cash collection, transfer of sales order information, returns and invoices is carried out to process them in SAP and return of order, invoice and return information to the mobile solution.

• Support, maintenance and adjustments of the interface with Carvajal company for the creation of sales orders from EDI orders.

• Adjustments and maintenance to the smart forms for invoice formats, credit notes, debit notes and remission guides.

- Creation of LSMW for customer master data loads, prices and discounts through recording.

- Creation, maintenance and query settings for sales reports.

- Coordination of support to the SAP model for the FI, CO and MM modules.

- Administration of support contracts for interfaces with SAP.

- Respond to the requirements of the internal audit, fiscal auditor and parent company.

- Lead user of the technology area in the international standards implementation project, from the definition with E&Y, to the implementation with EVERIS.

- Lead user of the technology area for the SAP implementation project for the companies of the VALOREM business group.

SAP SD CONSULTANT. SONDA DE COLOMBIA S.A.
EL ESPECTADOR NEWSPAPER, CROMOS MAGAZINE AND SHOCK MAGAZINE.
BOGOTÁ, COLOMBIA. JANUARY 2008 TO JANUARY 2009.
Responsibilities:

- Reengineering of the sales and distribution model (SD) of the company COMUNICAN S.A., for the change from weekly to daily distribution of the Colombian newspaper "El Espectador".

- Configuration of organisational structures.

- Configuration of the "intercompany" sales model.

- Configuration of the "make to stock" sales model, using the functionality of framework contracts, delivery plans and sales orders.

- Configuration of calculation schemes for "intercompany" sales, consignment and "make to stock".

- Support to the consignment sales model.

- Development and support of the interface with the mobile solution for point-to-point sales. Through this, sales route planning, cash collection, transfer of sales order information, returns and invoices are carried out to process them in SAP and return of order, invoice and return information to the mobile solution.

- Development and support of the interface with Carvajal company the creation of sales orders from EDI orders.

- Functional specifications for invoice formats, credit notes, debit notes and remission notes.

EDUCATIONAL QUALIFICATION

BUSINESS UNIVERSITY FOUNDATION OF THE BOGOTA CHAMBER OF COMMERCE – **BACHELOR'S DEGREE IN BUSINESS ADMINISTRATION**, 2003-2007.

DISTRICT UNIVERSITY "FRANCISCO JOSE DE CALDAS". FACULTY OF SYSTEMS ENGINEERING. – **COMPUTER PROJECTS SPECIALISATION**, 2012-2013.

CERTIFIED SAP TRAINING

ACADEMIA **SAP R3 SALES & DISTRIBUTION**. SAP ANDINA Y DEL CARIBE. NOV. 2007

ACADEMIA **SAP R3 MATERIAL MANAGEMENT**. SAP ANDINA Y DEL CARIBE. SEP. 2010

ACADEMIA **SAP SALES CLOUD 1911**. SAP. DEC. 2020.

SAP FUNCTIONAL EXPERIENCE

- SAP Implementation, Roll-outs, Application Development & Support.

- Requirements & Scope, Gap Analysis, Blueprint, Build, Testing & Defects, Training, Deployment,
  Cut Over, Go Live and Support, Changes Requests, Enhancements.

- System Integration with external systems, databases & middleware.

LANGUAGES

SPANISH

BILINGUAL OR NATIVE PROFICIENCY

ENGLISH

LIMITED BUSINESS COMPETENCE (B1 - B2)

PROFESSIONAL REFERENCES

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