



Duisburg, 8 July 2009

## Reference

Mr Themistoklis Rafailidis, the Managing Director of OptimalCore, has been an external consultant of ThyssenKruppSteel AG for more than four years. He was a significant member of the factory planning team, a group of the order planning division of the organization. The scope of the factory planning project encompasses all manufacturing facilities and products across the entire company.

During his engagement Mr Rafailidis took on various responsibilities including the analysis of business requirements, the development of solution architecture designs and the parameterization and customization of i2's planning tools. In addition, he had an important contribution in complex software upgrades and delivered quality user training and documentation.

More importantly, he was instrumental in a number of solution improvement workshops that led to the delivery of a custom factory planning workflow which significantly improved the quality of the planning results.

Mr Rafailidis has a strong set of analytical skills, a thorough knowledge of processes and a broad experience with the various technologies used for supply chain planning. He is persistent in asking the right questions in order to analyze complex business requirements and synthesize quality solutions.

Moreover, Mr Rafailidis works effectively with peers, ensures high level of communication within the team and provides the necessary visibility when issues occur. He is eager to accept ownership of complex and critical tasks and ensures that the right results are delivered in time.

Mr Rafailidis is very organized and has an admiring passion and focus for what he does, which he demonstrates both when being on-site and when working remotely from his office. Furthermore, he demonstrates an honorable behavior and ability to handle confidential information appropriately.

In summary, we believe that Mr Rafailidis is an outstanding supply chain expert. His skills and experience will be beneficial to any supply chain planning initiative.

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