



DHL Service Parts Logistics
1 De Kleetlaan
Diegem B-1831
Belgium

Reference for David Jones

17/12/13

To whom it may concern,

In summer 2012 DHL Service Parts Logistics, (SPL), a division of DHL Supply Chain, based in Brussels, Belgium determined to review its approach towards procuring Warehousing and time critical Sameday services from its partners internal and external across EMEA; initially focusing on the 10-12 largest countries by volume.

It was decided that this was such a sensitive business transformation project that it needed to be developed and implemented by a procurement specialist from outside the organisation to guarantee impartiality for internal providers and to bring professional procurement expertise to the role. In July 2012 David Jones was appointed Interim EMEA Supplier Development & Procurement Programme Leader

Working closely with regional operational leaders and DHL & Deutsche Post Group procurement stakeholders in Brussels, Madrid, Milan, London, Bonn, & Paris, David developed a collaborative approach to supplier relationship management, with a win-win focus on cost rather than margin reduction. Specifically this involved:

- Benchmarking key cost-drivers of incumbent suppliers' across EMEA.
- Researching national markets and leading local supplier engagement activities to assess DHL's in-country competitiveness.
- Collaborating with regional DHL procurement stakeholders to leverage wider Group spend
- Configuring and leading *e-Sourcing* events using Ariba and Emptoris platforms


This programme is now established as a permanent feature within the business with a track record of delivering double-digit percentage savings. David also:

- Worked with the VP of Risk & the Senior Legal Counsel – Europe to develop model contracts for the time-critical transportation and warehousing categories.
- Negotiated a **€ 16m** contract working with the CEO of DHL Express during the sale of a business unit.

David's six month contract was twice extended; to eighteen months. In that time he has demonstrated a willingness to get involved at all levels of the project sharing his expertise and knowledge with the team and has made a significant contribution to developing, implementing and delivering a different procurement model for business with commitment and integrity

Having worked with David over the last 18 months I would have no hesitation in recommending him for any senior procurement role.

Yours sincerely



17 - DEC - 2013

Marc VANBROEKHOVEN
VP Network Operations (EMEA)