

Herrn
Christian Schweighofer
Jesuitenbachweg 3

A-2441 Mitterndorf an der Fischa



To whom it may concern

Mr. Christian Schweighofer was responsible as a consultant to run a project integrated into the deployment of BSS convergent solutions. His assignment as a Program Manager Billing Solutions started on 03.01.2005 and terminated as planned on 26.06.2009.

Herein, Mr. Schweighofer was responsible to build up and manage a billing integration and support team across the NSN regions to analyze requirements, elaborate integration concepts and to ensure the deployment in time and in budget. This required intense cooperation with regional teams to implement and execute the projects. He has successfully accomplished the tasks as follows:

- Implementation of a process based implementation and description framework (PDA - Process Driven Approach) showing business processes in a business process system starting at the process landscape level and diving deep into technical requirements.
- Definition of an integration framework based on the PDA taking into consideration CMMI & ITIL requirements for project management, system engineering and service management
- Alignment of the integration framework with known integration partners like Accenture, IBM and others
- Setup of an integration team in India to perform integration and customization of the Enterprise Billing system
- Performing consulting activities for various customers interested in the Enterprise Billing Solution
- Support Sales during proposal and quotation phases of Billing and Billing integration projects
- Point of contact for local sales and customer project team (translation Technical to Commercial)
- Proactively engage existing customer regarding Billing solutions and possible migration which requires consulting.
- Support Sales Team with customer solution scoping
- Cost Planning
- Identify proactively opportunities and plan sales initiatives
- Prepare account plan for consulting lead sales models
- Design solution compliant with requirements
- Project Management for convergent Billing solutions on the basis of the NSN portfolio
- Quality and Project tracing for existing Billing projects

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- Requirements specification (Analysis, Scoping, Implementation, Maintenance and Operations)
- Product and Project Business Case calculation
- Integration partner negotiation
- Consulting regarding the definition of a Enterprise Billing System architecture and implementation with strong focus on a SOA based integration between our charging and billing platform "charge@once unified" and Oracle Siebel (CRM) and eBusiness Suite (ERP)
- Evaluation and answering of RfQ and RfE documents in co-operation with Sales Management Service (SMS)
- Responsibility for the Service Parts of the offer (costs, margin, time, risks)
- Cost controlling

Mr. Schweighofer carried out every aspect of his work to the highest possible standard. On the basis of his remarkable professional experience in the field of business processes he was a valuable member of the team. He showed a deep involvement in his activities and made exceptional achievements. His systematic and methodical approach in the establishment of concepts, his customer orientation and his business understanding resulted in optimum solutions.

Mr. Schweighofer's interpersonal skills were remarkable. He was respected by the team as well as his peers for his friendly, unbiased, and open-minded character. His behavior has always reflected integrity.

I have no hesitation in recommending him to any future employer. We would be pleased to reemploy Mr. Schweighofer. Should you wish to speak to me personally about him, please feel free to contact me anytime."

Sincerely yours,



Franz Reichl