

# \* Team & Mission \*

## Team

Our Function has been active since June 2020 and is under the Supply Chain organization (VP Julien Gena)

- **Alex Schevsky** for Global Coordination
  - **Nora Zhu** for Asia (China, India and APEIC)
  - **Charlotte Cornemillot** for EMEA
  - **Amanda Norcini** for NAM
  - **Andrew Oreskovich** - Global Pricing & Contract Manager, plus LAM Support
    - **Niti Basher** supporting monthly activities (SFDC troubleshooting, monthly VC updates)

## Missions

### Asset Profitability Optimization

- Develop, roll-out, track and keep updated plans **to optimize GBU assets loading and profitability**. Work with Markets and Industrial to ensure an adequate balance between Market strategies and asset optimization needs.
- **Validate customer contracts, sourcing contracts and make-or-buy analyses** to ensure full alignment with profitability optimization objectives (eg, duration of commitments, use of pricing formula, commitment to capacity reservation etc.).
- Challenge and build **CAPEX business plans** (0,35<2M€) with Markets and Industrial, track delivery of volume and profitability, work with Markets to develop corrective measures in case of deviations. (>2M€ TAS)
- Develop **capacity allocation framework & rules** for assets that are fully utilized in order to support allocation management by S&OP
- Negotiate and execute **deals with partners and co-producers** to opportunistically optimize asset loading and profitability.

### Product Portfolio and Profitability Optimization

- Own **product lifecycle** management process. Develop and enforce criteria for **new product creation**. Develop and drive **product rationalization** plans.
- Regularly review **pricing** with Markets and recommend price changes to optimize product profitability. Develop **pricing floor** guidelines by product (to be used by Markets in pricing policy).