

## **FEDERICO PAZI**

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Citizenship: Italian  
Date of birth: February the 7<sup>th</sup>, 1983

## **WORK EXPERIENCES**

**ALSTOM Transport SpA, Bologna, Italy**

**June 2018 – to date**

Position:

**Site Sourcing Manager**

Responsibilities:

**Sourcing responsible for Italian signalling sites (Bologna, Firenze, Bari)**

- Team management (local buyers and sourcing leaders) in terms of workload assessment, company rules and processes compliance, competencies and skills development and targets (quality, cost and delivery) achievement;
- Sourcing performance management: budget definition, saving action plan and saving achievement status;
- Definition and deployment of commodity strategies in cooperation with the Commodity Managers;
- Sourcing plans definition and cost reduction initiatives identification to contribute on projects profitability;
- Promote and lead LCC resourcing actions;
- Support local buyers on technical, commercial and economical negotiations;
- Definition of contractual frames and general conditions;
- Supplier management: regular performance meetings, quality audit campaign, supplier improvement initiatives;
- Purchase Orders approval and signature.

**ALSTOM Transport SpA, Bologna, Italy**

**October 2017 – May 2018**

Position:

**Mechanical, Trackside and Installation Sourcing leader**

Responsibilities:

**Sourcing responsible for the Mechanical, Trackside and Installation commodities:**

- Team management (local buyers) in terms of workload assessment, company rules and processes compliance, competencies and skills development and targets (quality, cost and delivery) achievement;

- Sourcing performance management: budget definition, saving action plan and saving achievement status;
- Definition and deployment of commodity strategies in cooperation with the Commodity Managers;
- Identification and boosting of LCC initiatives;
- Support local buyers on technical, commercial and economical negotiations;
- Definition of contractual frames and general conditions;
- Supplier management: regular performance meetings, quality audit campaign, supplier improvement initiatives.

**ALSTOM Transport SpA, Bologna, Italy**

**October 2012 – October 2017**

Position:

**Tender and Project Sourcing Manager**

Responsibilities:

**Sourcing responsible within Tender/Project teams and coordination of all sourcing activities for Tenders/Projects assigned:**

- Contribution on definition of sourcing strategy;
- Promoting co-design and early supplier involvement;
- Identification of LCC initiatives;
- Identification and managing gaps versus "standard" solutions during Tender phases;
- Issuing Tender Sourcing commitment through Tender Sourcing Plan;
- Definition and deployment of commodity strategies inside Projects and Tenders;
- Leading of technical, commercial and economical negotiations;
- Definition of contractual frames and general conditions;
- Functional management of buyers team with the goal of achieving the Tenders/Projects targets (quality, cost and delivery).

Main tenders and projects:

- **Italy:** IXL Nodo di Roma, ERTMS L2 Milano Monza Chiasso, ARST Rete Sarda;
- **North Europe:** F-Bane, and Aarhus station (Denmark);
- **Eastern Europe:** Bekescsaba and Szekesfehervar station (Hungary), Kumanovo - Beljakovce (Macedonia), Dugo Selo - Krizevici and Zapresic - Zabok (Croatia);
- **CIS:** Angren - Pap Kokand (Uzbekistan), Almaty station (Kazakistan);
- **MEA:** Etihad Railway\_2 (Abu Dhabi), Beni Suef - Asyut, Delta Line and Asyut – Naga Hammady (Egypt);
- **National TMS:** Sweden, Norway, France and UK.

**SAIPEM SpA, Milano, Italy**

**October 2010 – October 2012**

Position:

**Subcontract Engineer**

Responsibilities:

**Buying services and managing relevant contract on behalf of the company:**

- Definition of sourcing strategy;
- Managing of requests for Offer (RdO) on the basis of purchasing requests (RdA);
- Collaboration in defining project Vendor List;
- Offers assessment, issuance of technical-economical tabulation and subcontractor recommendation;
- Leading of technical, commercial and economical negotiations;
- Definition of subcontract conditions and issuance of contracts, in line with Company guidelines and Group policies;
- Managing of claims, variation orders and contract revisions in line with project requirements/needs and Company guidelines.

Main projects:

- Shah Gas development project, UAE. Value of Tenders managed up to 100 M\$;
- Kima ammonia/urea, Egypt. Value of Tenders managed up to 50 M\$;
- Staatsolie refinery expansion, Suriname. Value of Tenders managed up to 60 M\$;
- Sonatrach 3GNL, Algeria. Value of Tenders managed up to 50 M\$;
- Booster Station 171, Kuwait. Value of Tenders managed up to 160 M\$.

**CJV - Chiyoda, CB&I and Saipem JV, Perth, WA**

**May 2011 – May 2012**

Position:

**Subcontract Coordinator**

Responsibilities:

**Saipem representative inside the subcontract team for Browse LNG project:**

- Tender and Subcontract management and coordination;
- Coordination and liaison with project teams and Saipem head office.

Main projects:

- Browse LNG development project (FEED and proposal stage), WA. Value of Tenders managed up to 2.000 M\$.

**FINSOFT, Bologna, Italy**

**December 2007 – October 2010**

Position:

**Construction Engineer at Alstom Transport, Bologna**

Responsibilities:

- Technical support to proposal department during Tender phase;
- Coordination and supervision of installation activities;
- Planning and progress control of installation activities;
- Verification of the Health and Safety standards;
- Checking the proper flow of materials on construction site;
- Verification and approval of Works Progress (SAL).

Main projects:

- AV/AC Milano-Bologna;
- AV/AC Bologna-Firenze;
- AV/AC Roma-Napoli, Italy;
- Modena Multistation system.

**CO.PRO.B., Bologna, Italy**

**August – September 2002, 2003**

Trucks receptionist.

**CUP, Budrio, Italy**

**August – September 2001**

Hospital clerk for documentations filing.

## **EDUCATION AND TRAINING**

**Università degli studi di Bologna**

**2007**

I have successfully completed the State exam for the certification to practice as an engineer (section A), industry (B), in the second session of 2007.

**Università degli studi di Bologna**

**October 2005 – July 2007**

Second level degree in Engineering Management with final thesis entitled "Exploitation of biomasses. Analysis of cogeneration plants". Graduated in July 2007, with average rating of 27/30 and final result 100/110.

The main topics are: renewable and fossil fuels energy systems, cogeneration plants, pollution treatment systems, environmental impact concepts and general topics, safety and maintenance of production systems, project management, supply chain management, logistic management.

**Università degli studi di Bologna**

**September 2002 – October 2005**

First level degree in Engineering Management, with final result 104/110 and average rating of 26/30. The title of the final discussion was: "Measurement of business performance. The balanced scorecard and marketing KPI".

The main topics are: renewable and fossil fuels energy systems, cogeneration plants, project management, supply chain management and logistic management.

**Liceo Scientifico G. Bruno – Budrio (BO)**

**1997 – 2002**

Final result 86/100.

## **PERSONAL SKILLS AND COMPETENCES**

### **Languages**

- Italian (mother tongue);
- English (fluent);
- French (school level).

### **Software:**

- SAP, Microsoft Word, Excel, Outlook, Power Point, Project.

### **Other information:**

- Excellent ability to organize my work, in compliance with deadlines and requirements;
- Proven reliability and commitment to agreements taken;
- Purchasing process management and technical-commercial negotiations;
- Contract management;
- Technical skills of railway signalling: Interlocking, ERTMS, TMS, Track products, signalling infrastructures.

## **PERSONAL INTERESTS**

- Sport: I occasionally play football;
- Music: I play bass guitar in a semi-professional band.

*I hereby authorize the processing of my personal data according to Dlgs. 30/06/2003 n. 196*