

VALUE OF A „PIMS ACADEMIST”

HOW PIMS ACADEMIST POTENTIAL CAN BE CONVERTED INTO
HIGH VALUE ACTIVITY

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Béla Kelemen

Senior Vice President of MOL Group Supply Chain Management

53 years old, married, two daughters

I am Chemical Engineer and have a PhD in Physical Chemistry.

I spent 5 years in Research TU in Budapest, another 5 years in Trading working for a Hungarian-American JV.

1997 I joined MOL as LPG sales manager, then being Bitumen Sales Director.

2001. I was the first SCM manager of MOL .

2002-2007 I was relocated to Slovnaft holding different top managerial positions.

2007-2011 VP for Refining in MOL Group

2011-2013 VP for Ref. & Mark. MOL Group

2013- VP for SCM MOL Group



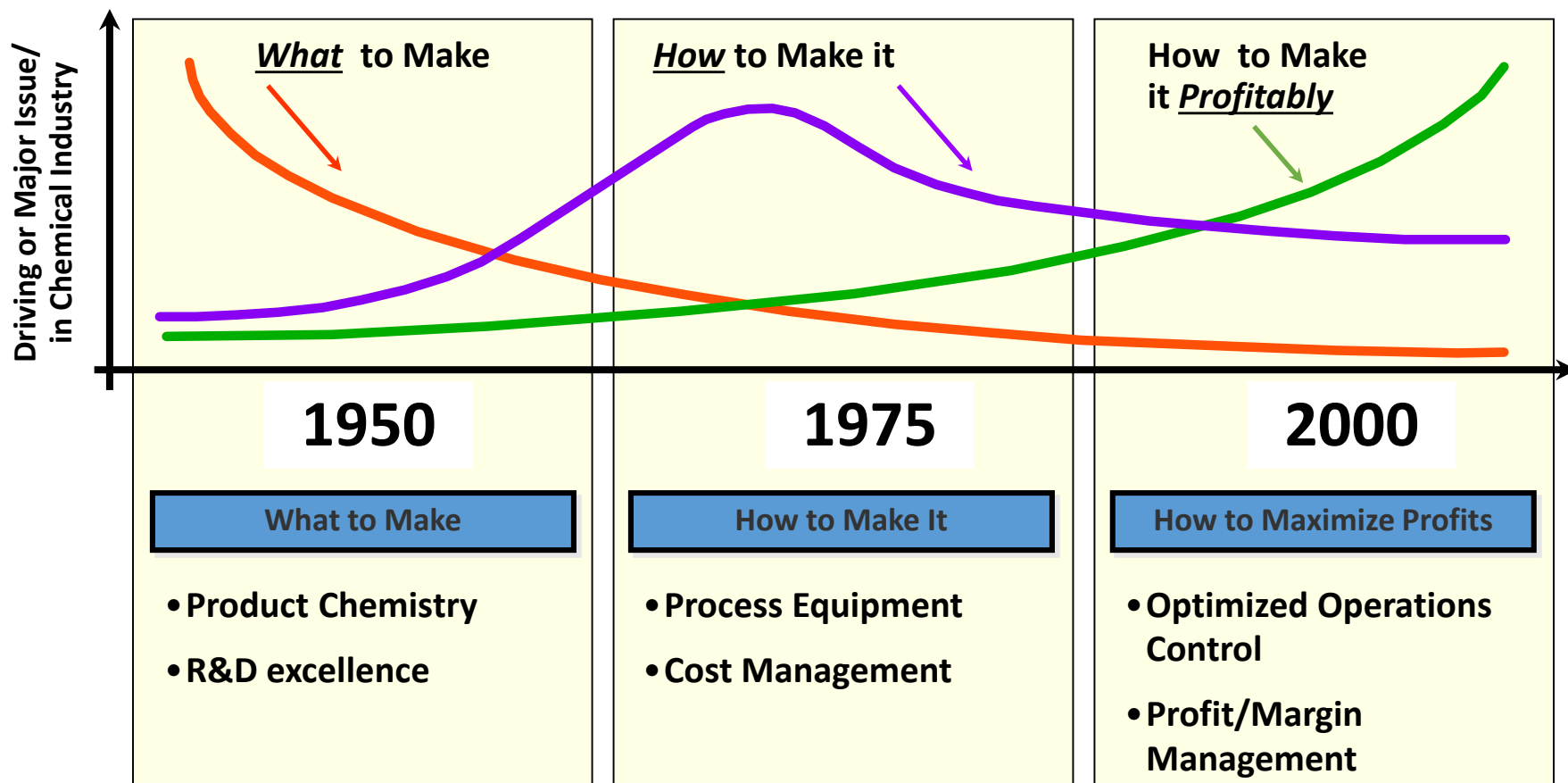
PIMS Academy – Why? How? What?

„The **PIMS Academy’s** goal is to **educate specialists** in petroleum industry for MOL Group, who are able to **deal with supply chain management (SCM)** business activities, modeling and **optimizing the entire value chain**, exploiting the maximum capabilities of refining, logistics, commercial and petrochemicals.”

This is the official reason

but there is more behind...

A bit of a history...



Real issues on the table

- More and more sophisticated tool which requires high level of user skills

Tool



- Experts becoming older
- No concrete succession plan
- No real career path

Users



- Far from reality: more mathematics than engineering
- Very specific

Knowledge



- On the job was not enough anymore
- No rotation (coming, learning, doing, moving)

Training



Why PIMS academy?

*„In theory there is no difference
between theory and practice;
in practice, there is.”*

- Chuck Reid -

Why PIMS academy?

Theory



Practice



Theory in
practice

Theory and practice MUST GO hand-in-hand!

The magic 3 from company perspective

Process

Tools

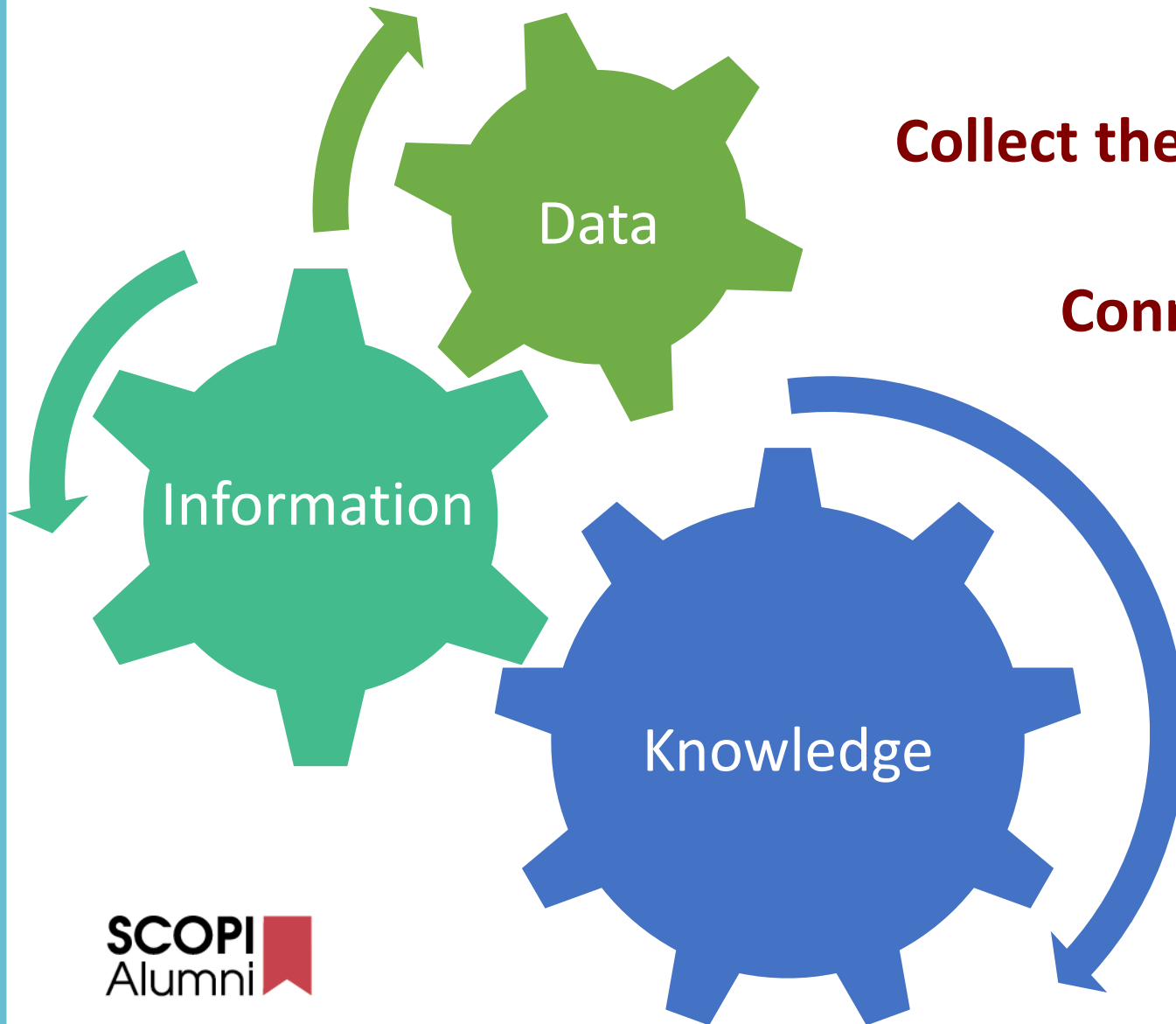
People



Three pillars of business operations



People create value



**Collect the dots
&
Connect the dots**

**Experience is
really what
we learn
from past
mistakes**

What's the value of a PIMS academist?

Competency

Deep business understanding

Communication skills

Special user of a special tool

Value

Define and show the right direction

Spread understanding

Develop tool and knowledge

One more thing.... the SCOPI Alumni



Common fight in the „military bootcamp“ => strong relations which is to care



Same interests & same problems => keep together the society



Power of networking => key success factor of XXI. century operation

**THANK YOU
FOR YOUR ATTENTION**

Enjoy your time together!

