

DEBORAH LEE-ANN BORN

Principal SAP S/4HANA Transportation Management Consultant |
Pre-Sales | TM Integration (SD/MM)

• Germany

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■ MARKET POSITIONING

Primary roles

Principal SAP TM Consultant |
SAP Logistics Pre-Sales Consultant

Core value

Bridges business process, SAP solution design, and customer value communication.

Delivery style

Practical, structured, and international - from discovery and demo through design, testing, and rollout

■ CORE CAPABILITIES

- SAP S/4HANA Transportation Management and SAP TM process design
- Pre-sales, discovery, value communication, proposals, and system demonstrations
- TM integration with SAP SD, MM and FI/CO; broader integration exposure to PS
- Order-to-Cash process design, configuration, and optimization
- Transportation planning, freight orders, execution, carrier selection, and tendering
- Charge calculation, rate structures, freight settlement, and cost distribution
- SAP Business Network for Logistics, Freight Collaboration and Global Track and Trace
- Fit-to-Standard workshops, blueprinting, solution architecture, testing, and quality reviews
- Global template rollout, carve-in / carve-out and cross-cultural project collaboration

■ SAP LEARNING & PROFESSIONAL CREDENTIALS

- [Implementing SAP Business Network for Logistics - Course Completion](#) - Course Completion - SAP, June 2026
- [Implementing SAP S/4HANA Cloud Public Edition, Transportation Management - Record of Achievement](#) - SAP, June 2025
- [Managing Clean Core for SAP S/4HANA Cloud](#) - Record of Achievement - SAP, February 2025
- [Exploring SAP S/4HANA Supply Chain for Transportation Management](#) - Record of Achievement - SAP, December 2024
- [Certified Solution Consultant for SAP SD and CRM](#) - Professional certification
- [Certified NLP Practitioner](#) - Additional professional qualification

■ PROFESSIONAL SUMMARY

Principal SAP logistics and Transportation Management consultant with 25 years of SAP experience, spanning SAP SD, Order-to-Cash, logistics integration, global template rollouts, and transportation. Combines hands-on solution delivery with customer-facing pre-sales, value communication, Fit-to-Standard workshops, solution architecture, and system demonstrations. Career experience includes SAP, Siemens / Nokia Siemens Networks, SAP partner BEEMACS, independent consulting and enterprise projects across multiple industries and four continents.

Transportation experience includes SAP TM 9.0 landscape configuration and testing, Customer Zero product and feature validation, and current specialist focus on transportation planning, freight orders, carrier collaboration, charge calculation, freight settlement, SAP Business Network for Logistics, Global Track and Trace, and TM integration with SD, MM and FI/CO.

■ CAREER HIGHLIGHTS

- 25 years in SAP logistics and SD, with transportation-focused experience extending from SAP TM 9.0 validation to current S/4HANA TM topics.
- Delivered or supported 7 major and 5 minor SAP programmes across telecommunications, logistics, utilities, chemicals, mining, government, media, beverage, and oil & gas.
- Built customer-facing SAP Logistics and TM value stories, presentations, and demonstrations for an SAP supply-chain partner.
- Led country coordination, SD teams and process ownership in Siemens and Nokia Siemens global-template environments.
- Published SAP TM Freight Settlement Explained with Espresso Tutorials and founded SAP TM & Logistics Innovators, a LinkedIn community with 2,000+ members at the time of audit.

■ PUBLICATIONS & COMMUNITY LEADERSHIP

- [SAP TM Freight Settlement Explained](#) -Espresso Tutorials, July 2026, practical coverage of charge master data, calculation logic, settlement documents, and cost distribution.
- [Freight Order Management in SAP TM](#) - sapperment SAP TM Hub article.
- [SAP TM Newsletter](#) - Editor and author.
- [SAP TM & Logistics Innovators](#) - Founder and host; 2,000+ members at the time of the public audit.

■ EDUCATION, LANGUAGES & ONLINE EVIDENCE

University of South Africa (UNISA). Languages: English (native); German (basic); French (basic). Based in Germany with international project and relocation experience across four continents.

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■ INDUSTRY EXPERIENCE

Logistics | Telecommunications
Utilities | Mining | Oil & Gas
Government | Media | Beverage
Manufacturing

■ PROGRAMME EXPERIENCE

- SAP TM 9.0 product validation
- Global SAP templates
- Order-to-Cash
- Logistics integration
- Carve-in / carve-out
- Transportation training
- Quality assurance and go-live support

■ RELEVANT DELIVERY EVIDENCE

SAP AG: TM 9.0 configuration and validation

Transnet: transportation implementation support

Siemens / Nokia Siemens Networks: global template, process ownership and country coordination

■ PROFESSIONAL EXPERIENCE

Founder & Principal SAP TM Practitioner | **sapperment**

2023 - Present | Karlsruhe, Germany

- Leads the practitioner track of the SAP TM Hub, translating complex transportation processes into clear business journeys, diagrams and consultant guidance.
- Develops content on freight orders, planning, carrier collaboration, SAP Business Network for Logistics, tracking, charge calculation and freight settlement.
- Founded and hosts SAP TM & Logistics Innovators and edits the SAP TM Newsletter.
- Published SAP TM Freight Settlement Explained with Espresso Tutorials in 2026.

Pre-Sales Consultant - SAP Logistics & TM Solutions | **BEEMACS**

Recent SAP partner experience

- Articulated the value of SAP Logistics and Transportation Management solutions in customer-specific business language.
- Created presentations and system demonstrations designed to influence buying decisions by explaining both the "why" and the "how".
- Supported solution architecture across SAP Logistics and TM, aligning scope and integration to business requirements.
- Applied integration knowledge across SD, MM, FI/CO, PS and TM in retail, CPG and other industry scenarios.

International Relocation & Independent Consulting | **GLOBAL**

2012 - 2023

- Maintained involvement in SAP logistics advisory, pre-sales, solution positioning, demonstrations and customer workshops during international relocations.
- Continued SAP Logistics and Transportation Management solution design, industry research and professional development.

Sales & Distribution Principal Consultant | **SAP**

2007 - 2012 | South Africa / regional projects

- Completed 7 major and 5 minor SAP projects across different regions and industries.
- Configured and optimized Order-to-Cash processes and SAP SD integration.
- Executed Customer Zero product and feature validation for Logistics and Transportation Management.
- Participated in SAP project quality assurance reviews to assess solution quality and compliance.
- Supported testing, training, blueprinting, implementation and go-live activities across transportation, telecommunications, logistics, utilities, chemicals and government.

SAP Principal Consultant for Logistics / SD Process Owner | **Siemens & Nokia Siemens Networks**

2001 - 2007 | South Africa / global template

- Supported the global Spiridon SAP template rollout, harmonizing and standardizing logistics processes across Siemens businesses.
- Implemented SAP logistics and SD processes for Telecommunications, Building Technologies and Medical.
- Supported Automation and Drives, Transportation Systems and Power Generation business units.
- Handled carve-in and carve-out scenarios, including SAP data integration and migration.
- Progressed through SD Consultant, Team Lead, Country Coordinator and SD Process Owner / SAP Support Centre responsibilities.