

Thales Alenia Space

Pascal Gielen, Chief Procurement Officer



Result driven international oriented general manager in the field of procurement, logistics and 'commercials' with both operational and strategic view / skills. Strong commercial sense. "Getting things done with a vision"

Experience in the field of (strategic-) BoM and NPR purchasing & sourcing and Key Supplier Account Manager-ship. Proven track record in supply base optimization, commodity management, cost reductions (design for costs), risk management and value engineering. Team shaper.



Thales Alenia Space leverages a unique combination of skills, technological expertise, and industrial capabilities to deliver innovative solutions for telecommunications, navigation, Earth observation, defense, exploration, science, and orbital infrastructures—drawing on a 50-year renowned experience. Institutions, governments and private industry rely on Thales Alenia Space to design satellite-based systems that provide anytime, anywhere, connections and positioning, monitor our planet, enhance management of its resources, explore our Solar System and discover the mysteries of the Universe. Embodied by its Space for Life purpose, Thales Alenia Space sees Space as a new horizon, helping to build a better, more sustainable life on Earth and beyond.

DEPARTMENT BREAKDOWN

WHAT ARE YOUR KEY DEPARTMENTAL OBJECTIVES OVER THE NEXT 6 TO 12 MONTHS?

- Risk management & competitiveness
- Cost optimization
- Demand forecasting
- Sustainability & compliance

WHAT IS YOUR CURRENT TECHNOLOGY STACK?

Oracle, AI & ML platforms, IoT

HOW MANY PEOPLE REPORT TO YOU (BOTH DIRECTLY AND INDIRECTLY)?

300

WHO DO YOU REPORT TO?

CEO

WHAT IS YOUR TOTAL BUDGET OVER THE NEXT 12 MONTHS PERIOD?

€25 to €50 million

PROJECT INSIGHTS

PROJECT OR INITIATIVE DESCRIPTION

Leverage AI analytics to uncover cost-saving opportunities in procurement & logistics. Additionally looking to strengthen demand forecasting to ensure supply aligns with customer needs

WHAT 3RD PARTIES ARE YOU HOPING TO MEET WITH?

AI & Risk mgt topics

WHAT IS YOUR TIMELINE FOR IMPLEMENTATION?

8 months

WHAT IS YOUR BUDGET FOR THIS PROJECT?

€7-€10 million

What technology/services are of strategic importance to you in the next 12 months?

Please indicate level of need/importance below.

We realize everyone has priorities, so we asked the delegates theirs. This is so that we can create a more personalized experience for all our attendees.

Optimize mobile self-scanning performance and AR-driven shelf management	A
Leverage AI and advanced analytics to help forecast demand accurately, evaluate and pivot in real-time, and fulfill customer demand	B
End 2 end Visibility platform that can track inventory and shipments throughout the entire journey	E
Revolutionizing Retail with POS	B
Onboard new suppliers into a company's supply chain network	E
Real-time Transportation visibility platform	A
AI, analytics, & the Cloud's role in managing supplier risk monitoring & resolution	E
Building an end-to-end warehouse solution to navigate continued supply chain challenges & disruptive force	A
Enabling the customer experience through technology to create a competitive advantage	D
Automating processes and adding the power of artificial intelligence to nurture customer relationships, add situational awareness to purchase history, and create opportunities to interact with customers regularly	C
Leveraging quantum can lower costs & energy through more efficient routing and improve customer service and speed to market, resulting in performance advantages that can impact marketing claims	D
Using twins allows retail decision-makers to test and validate a complete set of strategies and objectives across teams and make smart decisions to improve the customer experience and maximize profitability	D
Using 3PLs to grow e-commerce & hybrid markets	A
End-to-end warehouse solutions that will boost productivity & help you manage your workforce's warehouse activities in real-time	D
Unlocking the cloud's potential to make strides in pricing & margin management, website & recommendation-engine personalization, loyalty program management, & more	D