

Savaş is skilled in new tech-based offering development and business execution: Two market leaderships in the last three years.



ANIL SAVAŞ KILIÇ, Ph.D.

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Developed & lead Robotics Process Transformation (RPA) business in EY, resulting in market leadership.

A high-performing facilitator (feedback score: 4.8/5) in EY's Global New Seniors Program. Lectures in reputable universities.



Led Istanbul Smart City Vision, Strategy, and Roadmap Project



Highlights



Developed OT security business in EY, resulted in market leadership.



Developed an OT security solution for GE & EY global to become a global IP.





Energy Sector Leader role in EY Turkey Advisory



3 years in global teams, focusing on emerging technologies and IoT

He's been holding regional roles in EY since 2014. He has a Ph.D. Degree in management engineering. He is an academican in İstinye University.

EDUCATION

 İTÜ B. Sc., Industrial Engineering
 İTÜ MIAM Master's degree Music Business & Management and Sound Engineering & Design
 İTÜ Management Engineering Ph.D.
 Academican **ISTINYE UNIVERSITY**

HOBBIES

Album release (personal)
[n-Closer. Colors of Julia](#)



 CFL 3rd place
 CFL Champion
 Corporate Games Basketball 5th place
 Album release (personal)
[Extreme parking](#)

1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018

CAREER


 Software Developer
 SET Bilgi İşlem
 Software Engineer



 Artist Management
 Representative


 Music Entertainment
 General Manager


 Senior Consultant


 Manager


 CSE OT
 Competency
 Center
 Turkey
 Leader

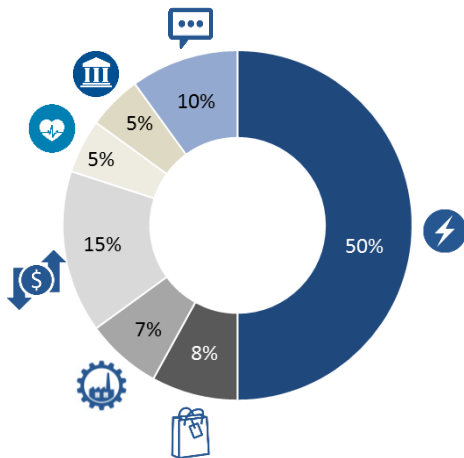

 Senior Manager,
EMEIA
Advisory
Center - IoT
 EY Turkey
 Advisory
 Energy Leader


 Senior Manager,
EY Turkey
RPA Leader
 EY Turkey
 Advisory
 Energy Leader

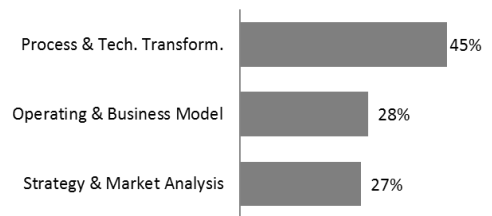
Savaş has delivered projects in a variety of sectors & themes; namely digital (smart city, I4.0, Robotics), energy, finance, consumer & industrial goods, etc.

Projects involved - Summary

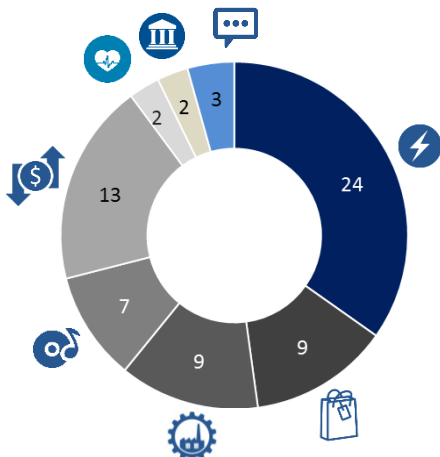
Projects by industry (based on project size)



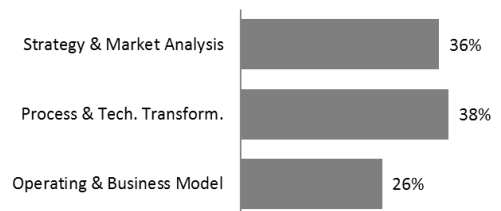
Project types (based on project size)



of projects by industry



of projects by project types



See his detailed career history for more information...

Detailed Career History

EY Turkey, Technology Advisory, Senior Manager RPA Leader, Advisory Energy Sector Leader

June 2017- Current

www.ey.com

Responsibilities

- Developing and leading Robotics Process Automation Business
- Developing Global Smart City Offering (Purpose Led Cities)
- Developing digital offerings
- EY Turkey GE Alliance responsible
- EY Turkey member of EY Global IoT Network

Projects

- 20 RPA Proof of Concepts
- 6 RPA pilots
- 1 RPA roll-out
- Many RPA process identification workshops

EY EMEA Advisory Center, IoT/Digital, Senior Manager EY Turkey Advisory Energy Sector Leader

June 2016- June 2017

www.ey.com

Responsibilities

- Developing and delivering IoT/Digital projects, including R&D, in the region
- Developing Digital/IoT use cases with technology partners
- Contributing to EY's global IoT offering development
- Contributing to EY's global thought leadership reports on IoT

Name	Client (Generic)	Industry	Sub-Industry	Relative size	Date
Turkey Industry 4.0 Strategy	Ministry of Science, Industry and Technology	Public	Manufacturing		2017
Istanbul Smart City Vision, Strategy, and Roadmap	Municipality of Istanbul	Public	Service Industry		2017
R&D Advisory	Large construction company	Industrial Goods	Construction		2016
R&D Advisory	Global e-commerce company	Consumer goods	e-commerce		2016
R&D Advisory	Packaging products manufacturer	Industrial Goods	Packaging		2016
R&D Advisory	Global Energy Management Products Company	Industrial Goods	Energy Management		2016
IoT / Digital Business Model Development	A French Pharma Company	Healthcare	Remote healthcare		2016
R&D	TUBITAK	Healthcare	Remote healthcare		2016
R&D	TUBITAK	Other	Energy Management		2016
R&D	TUBITAK	Energy	Cyber security		2016
Technical Due Diligence	A large Saudi Arabian energy company	Energy	Oil & gas		2016

Detailed Career History cont'd

EY CSE, Operational Technologies Competency Center Turkey Leader (Advisory)

Nov 2014- June 2016

www.ey.com

Responsibilities

- Led CSE (Central South East Europe) region's OT business in Turkey, directly reporting to CSE, **accomplished the success of OT Security services leadership in Turkish Energy Sector**
- Turkey OT business development: Developing industrial IoT services, building partnerships with technology firms, sales, and delivery
- EMEA learning & development team member (voluntarily)

Name	Client (Generic)	Industry	Sub-Industry	Relative size	Date
IT & OT systems unbundling for distribution and supply	Large incumbent gas utility	Energy	Oil & gas		2015
IT & OT security ISMS implementation based on ISO 27001	Large incumbent electricity utilities	Energy	Oil & gas		2015
IT & OT security ISMS implementation based on ISO 27001	Large incumbent electricity utilities	Energy	P&U		2015
IT & OT security ISMS implementation based on ISO 27001	Turkey's largest power generators	Energy	P&U		2015

EY Turkey, Manager (Advisory / PI / Power & Utilities)

Feb 2013 – Nov 2014

www.ey.com

Responsibilities

- Business development, sales, and project delivery
- EMEA learning & development team member (voluntarily)

Projects

Name	Client (Generic)	Industry	Sub-Industry	Relative size	Date
Market & consumer analysis and strategic direction	Turkey's 2nd largest incumbent power utility	Energy	P&U		2014
Strategy study, process & tech. transformation	Turkey's 3rd largest incumbent power utility	Energy	P&U		2014
Market research & analysis	Turkey based int. call center co.	Other	BPO		2014
Regulatory dd	Czech Rep. based international energy group	Energy	P&U		2013
Financial dd review support	France based international energy group	Energy	P&U		2013
Financial model review	Genco for a 55 MW wind energy plant	Energy	P&U		2013
Strategic road map development	Turkey based international companies: Poultry company (local leader), men's apparel brand, women's apparel brand	Consumer goods	Other		2013
Strategic road map development	Turkey's leader transmission tower manufacturer (TR leader)	Industrial Goods	Manufacturing		2013
Strategic business plan & road map development	Turkey's leader PVC joinery company	Industrial Goods	PVC joinery		2013

Detailed Career History (cont'd)

Deloitte Turkey, Senior Consultant (Consultancy / S&O / Energy & Resources)

Oct 2010 – Feb 2013

www.deloitte.com

Projects

Name	Client (Generic)	Industry	Sub-Industry	Relative size	Date
M&A Integration Services	O&G giant	Energy	Oil & gas		2012
Tech. & process transformation	Global leader in floating power plants	Energy	P&U		2012
Tech. & process transformation	Turkey's largest power dist. and retail group	Energy	P&U		2012
Utility Unbundling & Last Resort and Social Tariff Design	Association of Electricity DisCos	Energy	P&U		2012
Commercial dd for electricity wholesale / retail	Germany based international energy group	Energy	P&U		2012
Copper market analysis	Turkey's telco giant	Energy	Metals & Mining		2011
Hydropower Investment Promotion Program	US agency for regional development	Energy	P&U		2011
Commercial and financial dd of a power utility	Large construction & energy company	Energy	P&U		2011
Tech. & process transformation	A large energy & mining company	Energy	P&U		2011
Tech. & process transformation	A large energy group	Energy	P&U		2011
Deployment of PMO dashboard and database	A large energy group	Energy	P&U		2010

Tasoda Music Entertainment, General Manager

Nov 2003 – Oct 2010

www.tasoda.com

Operational responsibilities

- Developed and executed the marketing strategy for Tasoda and its artists, working with all parties to execute.
- Managed the entire product (album) life cycles, teams working in music production, marketing, sales, and distribution.
- Executive producer, producer, arranger and songwriter of various records (see www.tasoda.com/referanslar.htm).
- Managed sponsorship activities such as potential sponsor analysis, negotiations, contract management, and communication. Major sponsors were; Patos (Kraft), Doritos (Frito-Lay), Nokia, YKM, and MTV.

Achievements

- Executed the establishment and emergence of Tasoda.
- Badem was selected by Blue Jean readers as No. 1 at all categories Badem was nominated in.
- "Muzigin Doa'si (feat. Ceza)" became the world's 22nd most viewed music video in April 2008 with 1.000.000 hits/month on Youtube.
- 110 – Sifir is the Turkey's first USB memory formatted physical album.
- The music video "Senin Hala Bu Kalp (Badem – 3B) is the Turkey's first 3D music video.

Project-based responsibilities

Name	Client (Generic)	Industry	Sub-Industry	Relative size	Date
Digital music distribution company business model	Large music distributor	Entertainment	Music		2009
Strategy development and execution	N/A	Entertainment	Music		2003 - 2010

Detailed Career History (cont'd)

Charmenko, Artist Management Representative

Sep 2002 – Oct 2003

www.charmenko.net

Operational responsibilities

Coordinated product management and marketing activities including record and concert promotions, itinerary management, activity planning, etc. for Laibach (Mute Records - UK) and Spearmint (Hitback Records - UK).

Charmenko is a UK based concert booking & management agency focusing its business on East-Europe, including Turkey.

Gordion Bilgi İşlem, Software Developer

Nov 2000 – Sep 2002

www.gordion.com.tr

Projects


Name	Client (Generic)	Industry	Sub-Industry	Relative size	Date
ERP software development & implementation	Numerous jewelry manufacturers	Consumer Goods	Jewelry		2000 - 2002

SET Bilgi İşlem, Software Engineer

Sep 1999 – Oct 2000

www.gordion.com.tr

Projects

Name	Client (Generic)	Industry	Sub-Industry	Relative size	Date
Corporate electronic banking software implementation	Local HQs of numerous multinational banks	Finance	Banking		1999 - 2000

Detailed academic background

Istanbul Technical University Institute of Pure and Applied Sciences Ph.D. in Marketing, Management Engineering, Dissertation subject: "Determinants of Switching in the Electricity Retail Market"	Oct 2006 – Sep 2015
Istanbul Technical University Center for Advanced Studies in Music M.Sc. in Music Business and Management & Sound Engineering and Design	Oct 2001 – Jun 2004
Istanbul Technical University * Faculty of Management B.Sc. in Industrial Engineering	Oct 1994 – Jun 1999
Besiktas Ataturk Anatolian High School	Sep 1987 – Jun 1994

Selected trainings

- 2016 EY Robotics Process Automation Training
- 2014 EY EMEA Learning & Development – Facilitators Development Workshop
- 2013 Makro Consultancy - PMP
- 2012 Deloitte Academy - Analysis of the Financial Statements
- 2012 Deloitte Academy - Understanding and Interpreting Economic Data

Detailed personal profile

Date & place of birth

November 30, 1976 – Istanbul / TURKEY

Marital status

Single

Driving License

Class B (1994)

Hobbies

Playing piano, keyboard, guitar, and drums

Doing sports regularly including fitness, football, and basketball.

Personal music albums

n-Closer. | Colors of Julia (available on Spotify)

Extreme Parking | Extreme Parking (available on bandcamp)

Memberships & activities

Musical Work Owners' Society of Turkey membership

Played as a licensed goal-keeper at Bakirkoyspor (1st league) junior team

Played for;

- Deloitte Turkey football team (Corporate Football League - 3rd place 2011-2012, 1st place 2012-2013)



- Deloitte Turkey basketball team (Corporate Basketball League - 1st place 2010-2011)



Language

English

TOEFL computer-based score: 260. Equivalent to 620 of paper-based, 105 of internet-based

Turkish
Native

Currently playing for;

- EY Advisory basketball team (Corporate Games - 5th place 2013)



- Ayazma (Turkish football team of writers and artists)



References available upon request