

## CURRICULUM VITAE

**Andrei Ionut DAMIAN**

<http://linkedin.com/in/AndreiIonutDamian>

1. Nume familie: DAMIAN
2. Nume botez: IONUT ANDREI
3. Data nasterii: 26-Jan-1976
4. Nationalitate: ROMANIAN
5. Educatie:

Institutie [ De la – pana la ]	Diplome obtinute
“Dimitrie Cantemir” Computer Science College 1991-1995	Programator certificat Diverse diplome la concusuri nationale si internationale
Polytechnic University of Bucharest 1995-2000	Inginer Diplomat Master in Stiinta Calculatoarelor
Polytechnic University of Bucharest 2008-2009	Doctorand in Stiinta Managementului de Proiecte
Università Bocconi 2014-2015	Private Equity and Venture Capital
Stanford University 2016	Machine Learning by Stanford University  Verified certificate url: <a href="https://www.coursera.org/account/accomplishments/certificate/DDPEZPKSLV25">https://www.coursera.org/account/accomplishments/certificate/DDPEZPKSLV25</a>
University of Toronto 2017	Neural Networks for Machine Learning by University of Toronto  Verified certificate url: <a href="https://www.coursera.org/account/accomplishments/records/9W7F23AAEFYM">https://www.coursera.org/account/accomplishments/records/9W7F23AAEFYM</a>
Johns Hopkins University	Executive Data Science, a 5-course specialization by Johns Hopkins University

2016	Verified certificate url: <a href="https://www.coursera.org/account/accomplishments/specialization/certificate/7VG4APS9YWMY">https://www.coursera.org/account/accomplishments/specialization/certificate/7VG4APS9YWMY</a>
Johns Hopkins University 2016	Practical Machine Learning by Johns Hopkins University  Verified certificate url: <a href="https://www.coursera.org/account/accomplishments/certificate/V6FT4LSJDADX">https://www.coursera.org/account/accomplishments/certificate/V6FT4LSJDADX</a>
Columbia University 2016	Statistical Thinking for Data Science and Analytics by Columbia University  Verified certificate url: <a href="https://courses.edx.org/certificates/a5123434da4d4188a9809f28b24e9ad0">https://courses.edx.org/certificates/a5123434da4d4188a9809f28b24e9ad0</a>

#### 6. Limbi straine: de la 1 minim la 10 maxim

Language	Reading	Speaking	Writing
English	10	10	10
Italian	9	10	8
French	7	5	5
Romanian	10	10	10

#### 7. Membru in organizatii sau asociatii, certificari:

- Project Manager Professional / Project Management Institute
- Microfot Proffesional Certificate in Data Science (license: d9629bf3-f0e1-4278-9292-a2f0dfdbb5a9)
- Member of IEEE Computer Society (The Institute of Electrical and Electronics Engineers) Member #87020164
- Member of ISOC Internet Society;
- Romanian Association for IT&C Industry – ARIES, ANIS.
- Certified Information Systems Security Auditor ISO 27001; Certified Delphi Programmer; Certified Java Programmer; Certified RDBS Specialist; Certified Project Manager; Certified Novell Engineer ID #6469519
- Certified Investments Consultant 25/24.04.2014
- Private Equity and Venture Capital Certificate by Università Bocconi
- Expert al Comisiei Europene (ID: EX2002B070337) in Software Systems Engineering si tehnologii de tip Cloud Computing si Big Data;

#### 8. Diverse aptitudini:

**Experienta diversa fata de pregatirea academica de baza:**

- i. Experienta in managementul noilor divizii corporative, start-up si spin-off:
1. Pregatirea **tezelor de investitii coerente** impreuna cu un **modele de afaceri** eficiente prin metodologii moderne (cum ar fi nine-builingd-blocks)
  2. Machetarea si schitarea **proceselor de afaceri** prin metode moderne de tip free-hand sketching
  3. Managementul complet al procesului de creare a **entitatii cu personalitate juridica**
  4. Managementul complet al procesului de **brevetare/patentare/licentiere** a tehnologiilor folosite sau nou create
  5. Managementul complet al **procesului de recrutare**
  6. Negocieea **investitiilor si bugetelor de pornire** sau dezvoltare
  7. Identificarea si obtinerea de oportunitati de **finantare nerambursabila** precum si managementul implementarii **absorbtiei fondurilor nerambursabile**
  8. Managementul **proiectelor tehnice** pe tot ciclul de viata
  9. Dezvoltarea **strategiei de marketing** (in special online)
- ii. Experienta in piete financiare si modelare de afaceri:
- a. Piete Financiare:
    - Expert in piete financiare –medodologia “value investing”
    - Expert in **Private Equity** si **Venture Capital**
    - Experienta si expertiza in analiza tehnica si analiza financiara pe piete de capital si piete monetare
    - Diverse cursuri si certificari in produse derivat pe actiuni sau monetare inclusiv atestat CNVM/ASF de consultant in investitii
  - b. Modelare si administrare de afaceri:
    - i. Consultanta BPM - Business process management - atat metode clasice cat si metode moderne (9-building-blocks, etc)
    - ii. Experienta in sisteme de productie si afaceri cu model pe baza de productie
    - iii. Experienta in afacari bazate pe lanturi de distributie si vanzare cu amanuntul (sisteme B2B si B2C)
    - iv. Experienta in piata real-estate: materiale de constructii, proiecte de constructii
    - v. Experienta in productia si comercializarea de sisteme informatice hardware si software
- iii. Stiinta Managementului de proiecte:
- a. Experienta in standarde internationale si practici variate ca SEI:CMM, PMI, IPMA, PRINCE, IEEE 1058
  - b. Doctorat in preparare (Managementul Proiectelor in domeniul Tehnologiei Informatiei)
  - c. Carte in curs de finalizare (Optimizarea Proiectelor TIC)

d. Variate articole in publicatii academice si comerciale in domenii orizontate si verticale:

- Cloud Computing
- Internet-of-things
- Computer Aided Management and Design of Industrial Processes

**Experienta relevanta pregatirii academice de baza:**

1. Data Scientist / Machine Learning / Deep Learning
2. Software Development Project Management Professional –PMP(PMI) - (Chief of Software Engineering Process Group - former).
3. Software Capability Maturity Model - CMM, Project Management book author and researcher
4. Systems architecture and analysis/requirements engineering: OMT-UML, multiple MDE approaches;
5. Software applications implementation (C/C++/Java/ASP.NET/PHP/Delphi/etc);
6. Expert/Auditor certificat in Securitatea Sistemelor Informatice (ISO 27001)

**9. Ultima pozitia detinuta in cadrul unei institutii publice/private:** Consilier al Ministrului Comunicatiilor si Societatii Informationale

**10. Experienta totala:** 20 ani;

**11. Aptitudini cheie sumarizare :**

- Experienta si expertiza in Stiinta Informatiilor (Data Science) si in Machine Learning
- Experienta in dezvoltarea noilor entitati juridice: divizii, start-up, spin-off
- Experienta si expertiza in Private Equity si Venture Capital
- Expertiza si experienta in lucrul cu echipe multiple atat in zona de servicii (consultanta de afaceri, etc) cat si in zona de productie si tehnologie (productie software, implementare tehnologii, etc)
- Expertiza si experienta in bugetarea veniturilor, cheltuielilor si a cash-flow-urilor asociate, analiza eficientei corporative operational-financiare precum planificarea financiara (non-contabil - la nivel de management)
- Expertiza si experienta orizontala completa in analiza, proiectarea, dezvoltarea si implementarea multi-ciclu a proiectelor mari in domeniul tehnologiei informatiilor si comunicatiilor precum si in alte domenii de tehnologie
- Experienta si expertiza orizontala completa in domeniul **evaluarii si selectiei proiectelor** in domeniul tehnologiei informatiilor si comunicatiilor precum si a programelor si proiectelor in domenii adiacente sau conexe.

- Experienta si expertiza in domeniul strategiilor si a stiintelor asociate cu dezvoltarea societatii informationale - expertiza majora in zona tehnologiilor TIC state-of-the-art (Data Science, Machine Learning, Procesare masiva paralela (Hadoop), Internetul viitorului, Internet of Things, Cloud computing, Super-computing, Big Data, ingineria avansata software, etc)
- Experienta si expertiza in piete financiare de capital – burse de actiuni – analize, si strategii de investitii
- Experienta si expertiza in piete monetare
- Experienta si expertiza de manager/antreprenor in domeniul companiilor de software si hardware
- Experienta si expertiza de manager/ antreprenor in domeniul companiilor de productie industriala
- Experienta si expertiza de manager/antreprenor si analist de afaceri in domeniul companiilor furnizoare de logistica de distributie, transporturi, depozitare
- Experienta si expertiza de manager/antreprenor si analist de afaceri in domeniul companiilor bazate pe lanturi de vanzare retail
- Experienta si expertiza de manager/antreprenor in domeniul companiilor de dezvoltare imobiliara si servicii anexe
- Experienta si expertiza in domeniul analizei modelelor de afaceri si a optimizarii proceselor prin tehnologii TIC
- Experienta si expertiza in domeniul finantarii si a proiectelor finantate din fonduri UE
- Experienta si expertiza **in domeniul monitorizarii, evaluarii, auditarii si managementului** proiectelor UE
- Manager de proiect certificat
- Certificari in domeniul implementarii tehnologiei informatiei si comunicatiilor: Certified Software Engineer, Software Architect, DBS Specialist, Delphi Programmer, Java Programmer, Network Engineer; Auditor Securitatea Systemelor 27001;

## 12. Experienta profesionala

Data de la pana la	Location	Companie	Pozitie	Descriere
2015-	Romania	Venture Capital Romania SRL	Fondator	Lansarea unei companii de consultanta pentru determinarea oportunitatilor, pregatirea planurilor de afaceri si implementarea proceselor de angel-investing si venture-capital in general, pentru

				start-up-uri din orizontul tehnologiei informatiilor sau adiacent
2012-	Romania	Knowledge Investment Group SRL	Director Strategie	Dezvoltarea companiei fondate in 2007 in noua directie a cercetarii si dezvoltarii de produse inovative in zona tehnologiei informatiilor. Multiple brevete depuse si publicate spre aprobare.
2011-2012	Romania	Ministerul Comunicatiilor si Societatii Informationale	Consilier al Ministrului	Consilier al Ministrul Comunicatiilor si Societatii Informationale
2009-2011	Romania	Centrul National de Management pentru Societatea Informatiionala	Presedinte	Presedinte al CNSMI, operatorul SEAP (e-licitatie.ro), SEN (e-guvernare.ro), Ghiseul.ro, si altele.
2009-2009	Romania	CN POSTA ROMANA SR	Director Planificare Strategica si TIC	Director al directiilor de Planificare, Strategie de Restructurare, Proiecte, Tehnologia Informatiilor si Comunicatii. Responsabil de planul de restructurare al CNPR, planificarea de produse/proiecte noi, resurse, proiecte si sisteme interne si externe TIC.
2009-2009	Romania	Ministerul Comunicatiilor si Societatii Informationale	Consilier al Ministrului	Consilier al Dlui Ministru Gabriel Sandu, Ministrul Comunicatiilor si Societatii Informationale
1998-2009	Romania	SC 4E Software SRL	CEO, Managing Partner	Presedinte si CEO al 4E Software – Companie de consultanta si dezvoltare de solutii informatice cu clienti in Romania, United States, Germany, Luxembourg, France, Greece, Great Britain, Slovakia, Belgium, etc.  Tipuri de proiecte: Security Exchange, Pharma, Real Estate etc- distribution, retail, etc.

2006-2009	Romania	SC Knowledge Investment Group SRL	President, Managing Partner	Presedinte al Knowledge Investment Group – Incubator de proprietati intelectuale IT, consultanta si fond de investitii pe piete de capital and si dezvoltator/investitor pe piata imobiliara
2004-2008	Romania	SC Smart Card Systems SRL	CTO, Managing Partner	Presedinte al companiei Smart Card Systems – dezvoltator de solutii de securitate computerizata de ultima generatie
1996-1998	Romania	SOROS FOUNDATION	Automation Director	Director General Automatizari si Procese Informatice
1994-1996	Romania	DANEC COMPUTERS	Technical Director	Director Tehnic

### 13. Publicatii, carti, profile online, etc :

1. Damian Ionut A., Zaharia S. E. Atanasiu M. (1997) Mechanics Electronic Manual, Ingenieur 2000, Proceedings IGIP'97, Leuchtturm-Verlag, Austria.
2. Damian Ionut A., Zaharia S. E. Atanasiu M. (1998) Internet in Computer Aided Education, Proceedings of CALISCE'98, International conference in Computer Aided Learning and instruction in Science and Engineering, Goteborg
3. Ionut Damian Andrei., Sorin Eugen Zaharia, Jean Uebersfeld, Mihai Atanasiu , (2000) Multimedia Aided Education
4. Ionut Damian Andrei (2006-in revision) Software Project Management
5. Ionut Andrei DAMIAN (2013), Economic Empowerment through New Technology Adoption, Romanian Economic Journal, ISSN (print) 1454-4296, ISSN (online) 2286- 2056
6. [www.andreidamian.ro](http://www.andreidamian.ro)

#### 14. Proiecte majore (lista partiala):

**Perioada:** 06/2014-

**Locatie:** Brussels

**Proiect:** Evaluarea proiectelor cadru ICT Call 1  
HORIZON 2020 - Cloud Computing si Future  
Internet

**Beneficiar:** Comisia Europeana – DG Connect

**Pozitia avuta:** Expert international – Specialist in  
Cloud Computing, Future Internet, Advanced  
Software Engineering

**Descriere proiect:** Analiza propunerilor de proiecte  
depusse in vederea finantarii in cadrul FP7 pentru  
variate teme din domeniul tehnologiilor de cloud  
computing pentru Europa, serviciile internet-ului ale  
viitorului bazate pe realitate augmentata si viitorul  
dezvoltarii sistemelor informatice in zone UE

**Monitorizare si evaluare** proiecte de investitii in  
zona de cercetare-dezvoltare finantate de CE

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**Perioada:** 01/2013-04/2013

**Locatie:** Bruxel

**Proiect:** Evaluarea proiectelor cadru Call 10 FP7 -  
Cloud Computing

**Beneficiar:** Comisia Europeana – DG Research /  
DG INFOS

**Pozitia avuta:** Expert international – Specialist in  
Cloud Computing, Future Internet, Advanced  
Software Engineering

**Descriere proiect:** Analiza si evaluarea propunerilor  
de proiecte TIC depuse in vederea finantarii in  
cadrul FP7 pentru variate teme din domeniul  
tehnologiilor de Cloud Computing si Big Data pentru  
Europa

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**Perioada:** 02/2012-12/2012

**Locatie:** Bruxel

**Proiect:** Evaluarea proiectelor cadru Call 8 FP7 -  
Cloud Computing si Future Internet

**Beneficiar:** Comisia Europeana – DG Research

**Pozitia avuta:** Expert international – Specialist in  
Cloud Computing, Future Internet, Advanced  
Software Engineering

**Descriere proiect:** Analiza si evaluarea propunerilor  
de proiecte TIC depuse in vederea finantarii in  
cadrul FP7 pentru variate teme din domeniul  
tehnologiilor de cloud computing pentru Europa,  
serviciile internet-ului ale viitorului bazate pe realitate  
augmentata si viitorul dezvoltarii sistemelor  
informatice in zone UE

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**Perioada:** 12/2009-02/2010

**Locatie:** Bucuresti

**Proiect:** On-the-spot monitoring visits on  
implementation of 22 PHARE projects in Romania

**Beneficiar:** Comisia Europeana

**Pozitia avuta:** Expert international – Evaluator  
Proiecte Europene

**Descriere proiect:** Evaluarea in locatie a unui  
numar de 22 proiecte cu componente TIC  
implementate in Romania de catre institutii  
guvernamentale in perioada 1998-2004. Evaluarea  
sistemelor a inclus proces complet de analiza,  
monitorizare si raportare.

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**Perioada:** 11/2009-12/2009

**Locatie:** Bruxel

**Proiect:** Evaluarea proiectelor de Supercomputing si tehnologii de virtualizare in cadrul FP7

**Beneficiar:** Comisia Europeana – DG Research

**Pozitia avuta:** Expert international – Specialist in SuperComputing

**Descriere proiect:** Analiza si evaluarea propunerilor de proiecte TIC depuse in vederea finantarii in cadrul FP7 pentru variate teme din domeniul tehnologiilor de virtualizare, internet-ul viitorului, servicii avansate pentru dezvoltarea afacerilor

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**Perioada:** 01/2008 - 02/2009

**Locatie:** Bucharest

**Proiect:** Design and Implementation of a Monitoring and Evaluation System for the Knowledge Economy Project

**Beneficiar:** Ministerul Comunicatiilor si Tehnologiei Informatiei, Unitatea de Implementare a Proiectului Economia bazata pe Cunoastere, World Bank

**Pozitia avuta:** Technical & Team Leader, Consortium partner

**Descriere proiect:** Monitorizarea si evaluarea rezultatelor proiectului Economia Bazata pe Cunoastere -Knowledge Economy project – monitoring and evaluation  
ICT Consultancy, software development and systems implementation services:

- project management, technical leadership
- e-business consultancy
- system architecture engineering, system

requirements engineering, system coding

- training

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**Perioada:** 01/2008 - 12/2008

**Locatie:** Bucharest

**Proiect:** EuropeAid/123623/D/SER/RO - Technical Assistance for strengthening the Ministry of Economy and Trade capacity for co-ordination and Management of Structural Funds, Romania

**Beneficiar:** Ministerul Economiei si Finantelor, Ministerul Comunicatiilor si Tehnologiei Informatiei, European Commission

**Pozitia avuta:** International Key Expert, Priority Team Leader

**Descriere proiect:** Asistenta tehnica pentru absorbtia fondurilor structurale in Romania - Structural funds technical assistance project.  
Structural funds consultancy and ICT consultancy  
- Beneficiaries assistance  
- Procedure development  
- Training

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**Perioada:** 05/2007- 06/2007

**Locatie:** Brussels- Belgium

**Proiect:** European Framework Projects 7

**Beneficiar:** Comisia Europeana

**Pozitia avuta:** European Commission Expert (Evaluator)

**Descriere proiect:** Evaluare si selectie de proiecte TIC europene framework - e-Business, e-Government, e-knowledge project appraisal, Evaluation of research proposals (ICT research projects) for Framework Projects 7

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**Perioada:** 10/2006 - 08/2007

**Locatie:** Romania

**Proiect:** EvoVision 2

**Beneficiar:** Vienna Investment Trust, Finans  
Securities, 4E Software

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Tranzactii online pe Bursa de  
Valori Bucuresti, E-Business project related to stock  
exchange market. Full project lifecycle for  
development of online stock exchange  
trading system

ICT Consultancy, software development and  
systems implementation services:

- project management
- BPM
- system architecture engineering
- system requirements engineering,
- system coding,
- training

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**Perioada:** 01/2006 - 07/2007

**Locatie:** Romania / Germany

**Proiect:** G-Cash – Retail chain system and  
Management Information System

**Beneficiar:** Celos Software Gmbh.

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Proiect de informatizare a  
lanturilor de magazine e-Business project with  
various ERP related components. Full development  
lifecycle of business process automation / Retail  
chain system and Management Information System  
/

ICT Consultancy, software development and  
systems implementation services:

- project management
- BPM

- system architecture engineering
- system requirements engineering,
- system coding,
- training

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**Perioada:** 09/2006 - 08/2007

**Locatie:** Romania/ Germany

**Proiect:** DrillForge - 3D Drill CAD System

**Beneficiar:** Celos Software Gmbh.

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Sistem de proiectare  
echipamente bazat pe computere - Full  
development lifecycle of 3D/2D Computer Aided  
Design system for drilling tools.

ICT Consultancy, software development and  
systems implementation services:

- project management
- BPM
- system architecture engineering
- system requirements engineering,
- system coding,
- training

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**Perioada:** 10/2006 - 07/2007

**Locatie:** Romania

**Proiect:** Advanced Data-Brokerage Expert System

**Beneficiar:** Mr. Bricolage

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Sistem de asistenta si urmarire  
a tranzactiilor in lanturile de magazine ,  
Development of universal data-broker based on  
XML based script language / expert systems / open  
database architecture.

ICT Consultancy, software development and

systems implementation services:

- project management
  - BPM
  - system architecture engineering
  - system requirements engineering,
  - system coding,
  - training
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**Perioada:** 03/2007

**Locatie:** Romania

**Proiect:** Information systems audit

**Beneficiar:** CFCU

**Pozitia avuta:** IT Expert / IT PM

**Descriere proiect:** Auditare si supervizare de sisteme si lucrari in domeniul tehnologiei informatiilor si comunicatiilor incluzand raportare cu privire la analiza sistemelor si monitorizarea functionarii., e-Government solution - IT Audit and supervision services. ICT Consultancy consisting in system audit and evaluation.

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**Perioada:** 01/2005 - 12/2006

**Locatie:** Romania

**Proiect:** SAPARD Agricultural Price Datawarehouse

**Beneficiar:** Ministry of Agriculture / SAPARD

**Pozitia avuta:** IT Project Manager Project Chief Architect

**Descriere proiect:** Proiectare, implementare si punere in functiune a Bazei de Date de Preturi Agricole SAPARD, Structural funds related project – on site solution design and implementation, Development of on-line datawarehouse for agriculture services and machinery reference prices for evaluation and monitoring purposes (ERDF

related project).

ICT Consultancy, software development and

systems implementation services:

- project management
  - system architecture engineering
  - system requirements engineering,
  - system coding,
  - training
- 

**Perioada:** 01/2005 - 05/2006

**Locatie:** Slovakia

**Proiect:** Technical Assistance (TA): Development of On-Line Information System

**Beneficiar:** Ministry of Construction and Regional Development SLOVAKIA

**Pozitia avuta:** Project Manager & Project Chief Architect

**Descriere proiect:** Proiectarea, implementarea si punerea in functiune a sistemului de urmarire, monitorizare si raportare a granturilor de fonduri structurare acordate in Slovacia, Structural funds related project – development of SF support ICT systems. Proiectul a inclus identificarea nevoilor, analiza si monitorizarea proceselor si sistemelor existente, identificarea proceselor optime si a metodelor software de eficientizarea a acestora. Development of structural funds / grant schemas evaluation and monitoring automation system (on-line grant evaluation and monitoring) for Ministry of Construction and Regional Development SLOVAKIA – Bratislava. E -business development architecture. Services included process analysis and optimization, existing systems evaluation, new systems architecture and implementation. ICT Consultancy, software development and systems implementation services:

- project management
  - systems monitoring and evaluation
  - BPM
  - system architecture engineering
  - system requirements engineering,
  - system coding,
  - training
- 

**Perioada:** 01/2005 - 01/2006

**Locatie:** Romania

**Proiect:** BUZDUGA123BIS – PHARE –RO-PAO/  
CFCU Supervision Services for the Installation of a  
Road Traffic Monitoring System (Video Surveillance  
System on DN1)

**Beneficiar:** Road Traffic Police, Ministry of  
Transports European Commission

**Pozitia avuta:** IT Project Manager , IT Systems  
Auditor

**Descriere proiect:** Monitorizarea, auditarea si  
evaluarea solutiei implementate TIC pentru proiectul  
"Video Surveillance System on DN1"

e-Government solution monitoring and control -  
Supervision Services for the Installation of a Road  
Traffic Monitoring System and Video Surveillance  
System on DN1 (system implemented by Alcatel)  
(ERDF project).

ICT Consultancy consisting in system audit and  
evaluation according with BS 7799/ ISO 17799. Also  
provided system architecture engineering services,  
software project management and QA.

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**Perioada:** 01/2004-12/2005

**Locatie:** Romania

**Proiect:** Pharma Business process automation /  
Retail chain system / Medical Management

Information System

**Beneficiar:** A&D Pharma SA, SensiBlu, MediPlus

**Pozitia avuta:** Project Manager & Technical Leader

**Descriere proiect:** Proiectare, implementare si  
punere in functiune de sisteme informatice pentru  
retele de vanzare retail; Full e-Business solution  
development

Business process automation / Retail chain system  
and Management Information System / for the  
biggest pharmaceutical/medical company in  
Romania. (B2B, B2C, CRM)

ICT Consultancy, software development and  
systems implementation services:

- project management
  - BPM
  - system architecture engineering
  - system requirements engineering,
  - system coding,
  - training
- 

**Perioada:** 01/2003-12/2004

**Locatie:** Romania

**Proiect:** Knowledge Management System and  
Medical Data-warehouse

**Beneficiar:** Glaxo-Smith-Kline

**Pozitia avuta:** Project Manager & Technical Leader

**Descriere proiect:** Implementare de solutie de  
marketing si suport de marketing , e-Health solution  
development and systems implementation  
Medical document/knowledge management system  
and medical/pharma data-warehouse based content  
management system developed for on of the biggest  
pharma/medical companies worldwide with full CRM  
features (B2B, CRM, CMS).

ICT Consultancy, software development and  
systems implementation services:

- project management
- system architecture engineering
- system requirements engineering,
- system coding,
- training

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**Perioada:** 01/2002-01/2003

**Locatie:** Romania

**Proiect:** Management Information System

**Beneficiar:** National Health Insurance House  
(Valcea County)

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Analiza si Proiectare de solutie informatizata pentru sanatatea publica; e-Health project

Centralized database using client-server technology based on existing decentralized system (ERDF related project).

ICT Consultancy, software development and systems implementation services:

- project management
- system architecture engineering
- system requirements engineering,
- system coding,
- training

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**Perioada:** 01/2004- 01/2005

**Locatie:** Romania

**Proiect:** Research for the development of Personal Health insurance Card

**Beneficiar:** National Health Insurance House  
(Bucharest)

**Pozitia avuta:** IT Expert / IT PM

**Descriere proiect:** Proiectare specificatii sistem evidenta asiguratii bazat pe carduri inteligente; e-

Health solution research (Personal Medical Record)

System analysis and architecture proposal for

Personal Health Insurance Card based on Smart-Card technology (tender/system requirements engineering only).

ICT Consultancy services: system requirements engineering and system architecture engineering.

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**Perioada:** 08/2004- 10/2004

**Locatie:** Romania

**Proiect:** Extended Decentralisation of the Phare and ISPA Programme – EDIS Gap assessment

**Beneficiar:** European Commission

**Pozitia avuta:** IT Project Manager & Project Chief  
Architect

**Descriere proiect:** Analiza si auditarea sistemelor TIC incluzand sistemele de monitorizare si raportare a acordarii granturilor PHARE/ISPA/SAPARD din institutiile publice Romane in vederea trecerii la faza post-aderare. Procesul a inclus analiza fluxurilor, analiza sistemelor informatice, monitorizarea functionalitatilor si a datelor centralizate, identificarea solutiilor de imbunatatire si formularea recomandarilor prin raportare. e-Government solutions and systems monitoring and control - IT Systems gap assessment (Evaluation/Audit – BS7799 ISO17799) for all Phare / ISPA / SAPARD agencies within Romania.

ICT Consultancy services consisting in system audit/evaluation based on ISO 17799, IEEE 1058, IEEE 829.

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**Perioada:** 01/2004- 12/2004

**Locatie:** Romania

**Proiect:** Compliance of Romanian Agricultural Statistics with the Norms and Standards of the

European System - PHARE Twinning Project No:  
RO2000/IB/OT/02 - Contracting Authority – ISMEA

**Beneficiar:** National Institute for Statistics

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Project Twinning Romania-Italia;  
e-Government solution development  
Web-based data-warehouse query system with  
OLAP features.

ICT Consultancy, software development and  
systems implementation services:

- project management
- BPM
- system architecture engineering
- system requirements engineering,
- system coding,
- training

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**Perioada:** 01/2003- 12/2004

**Locatie:** Romania

**Proiect:** Query System for General Agriculture  
Census - PHARE PROJECT RO 6.13 – Subproject  
RO 6.13-04 01-04 – “Design and Implementation of  
a Query System for Dissemination of General  
Agricultural Census and Farm Structure Surveys  
data”

**Beneficiar:** Romanian Government – Ministry of  
Agriculture, National Institute for Statistics

**Pozitia avuta:** IT Project Manager & Project Chief  
Architect

**Descriere proiect:** Sistem informatizat destinat  
Recensamantului General Agricol 2002  
e-Government solution development /  
implementation  
OLAP system for dissemination of 2002 General

Agriculture Census and Farm Structure Survey.

ICT Consultancy, software development and  
systems implementation services:

- project management
- system architecture engineering
- system requirements engineering,
- system coding,
- training

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**Perioada:** 01/2004- 12/2004

**Locatie:** Romania

**Proiect:** National wide data-warehouse/OLAP  
system implementation

**Beneficiar:** ROMANIAN NATIONAL INSTITUTE  
FOR STATISTICS

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Sistem informatizat destinat  
analizei avansate de date statistice in cadrul  
Institutului National de Statistica  
National wide data-warehouse/OLAP system  
implementation  
ICT Consultancy and software development  
services: project management, QA, system  
requirements engineering, system architecture  
engineering, coding using Borland Delphi, Oracle 8i,  
UML

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**Perioada:** 01/2001 01/2002

**Locatie:** Romania/ Germany

**Proiect:** Data interface between ASICUDA system  
and customs/warehouse/transport MIS

**Beneficiar:** Karl Heinz Dietrich Intl

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Sistem de management logistic,

transporturi si vama

SME MIS development and business analysis -

Special information system that correlates / transfers  
data between ASICUDA customs information

system and MIS of one of the biggest East Europe  
customs operator (B2B, e-business, intranet)

ICT Consultancy services: system requirements  
engineering and system architecture engineering.

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**Perioada:** 01/2001- 12/2002

**Locatie:** Romania

**Proiect:** PHARE PROJECT RO9703-01 Subproject  
DBSI (2.3.1.) Modernization of Dissemination

Process for Statistics and Orientation towards the  
Satisfaction of the Users' Needs - subproject 2.3.1.

"Database on Synthetic Statistical Indicators - DBSI"

**Beneficiar:** National Institute for Statistics

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Sistem informatizat destinat  
analizei avansate de date statistice in cadrul  
Institutului National de Statistica  
e-Government full solution development and related  
systems implementations

Intranet based OLAP systems with GIS capabilities

ICT Consultancy, software development and  
systems implementation services:

- project management
  - system architecture engineering
  - system requirements engineering,
  - system coding,
  - training
- 

**Perioada:** 01/1997 12/2000

**Locatie:** Romania

**Proiect:** PHARE PROJECT RO9703-01 Subproject

TSDB

**Beneficiar:** National Commission for Statistics

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Sistem informatizat destinat  
analizei avansate de date statistice in cadrul  
Institutului National de Statistica  
e-Government full solution development and related  
systems implementations

Multi-tier enterprise system for the entire statistics  
system of Romania (OLAP / data-warehouse)

ICT Consultancy, software development and  
systems implementation services:

- project management
  - system architecture engineering
  - system requirements engineering,
  - system coding,
  - training
- 

**Perioada:** 01/1996- 12/1998

**Locatie:** Romania

**Proiect:** Enterprise Intranet

**Beneficiar:** SOROS FOUNDATION ROMANIA

**Pozitia avuta:** IT Project Manager & Project Chief  
Architect

**Descriere proiect:** Sistem de management si  
urmarire a granturilor acordate de Fundatia Soros  
e-Business solution design and implementation  
Automation of all internal processes within this  
organization (multiple sites connected over Internet -  
4 Sites and over 150 simultaneous users in system  
– (B2B, CRM, CMS, intranet/internet project)

ICT Consultancy, software development and  
systems implementation services:

- project management
- system architecture engineering

- system requirements engineering,
- system coding,
- training

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**Perioada:** 01/2002- 12/2003

**Locatie:** Romania/ Italy

**Proiect:** Full business automation system

**Beneficiar:** ROMITPLAST- MATTEL® TOYS

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Management si informatizare de procese industriale de productie  
Total business automation system for the biggest MATTEL factory in Eastern-Europe. Full CRM features based on 4E Software Synchrony® CRM (B2B, B2C, B2E, CMS, CRM).

ICT Consultancy and software development services: project management, QA, system requirements engineering, system architecture engineering, coding using Borland Delphi, MS SQL

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**Perioada:** 01/2003 12/2003

**Locatie:** Romania

**Proiect:** ERP

**Beneficiar:** ELECTROMAGNETICA SA

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Management si informatizare de procese industriale de productie  
ERP/CRM (B2B) sub-system for a major Romanian industrial production company and its branches (SME).

ICT Consultancy and software development services: project management, QA, system requirements engineering, system architecture engineering, coding using Borland Delphi, MS SQL

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**Perioada:** 01/1999- 12/2002

**Locatie:** Romania

**Proiect:** Warehouse/transport/customs full automation system

**Beneficiar:** KARL HEINZ DIETRICH

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Automatizari de depozite, transporturi, logistica de distributie  
Warehouse/transport/customs full automation system with barcode tracking solution (hardware+software). SME B2B automation / warehouse system.

ICT Consultancy and software development services: project management, QA, system requirements engineering, system architecture engineering, coding using Borland Delphi, MS SQL

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**Perioada:** 01/2002- 12/2004

**Locatie:** Romania

**Proiect:** Contract Management and Accounting automation system

**Beneficiar:** MINISTRY OF TRANSPORTS  
CONSTRUCTION AND TURISM

**Pozitia avuta:** Project Manager & Project Chief  
Architect

**Descriere proiect:** Sistem management financiar in administratia publica; e-Government solution - Automated system for contract management and tracking and governmental accounting  
ICT Consultancy, software development and systems implementation services:

- project management
- system architecture engineering
- system requirements engineering,



- system coding,
  - training
- 

**Perioada:** 01/2003- 12/2004

**Locatie:** Romania

**Proiect:** Advanced Project Management system

**Beneficiar:** MINISTRY OF TRANSPORTS

CONSTRUCTION AND TOURISM

**Pozitia avuta:** Project Manager & Project Chief

Architect

**Descriere proiect:** Management de

proiecte/contracte; e-Government solution

Multi-tier system designed to provide specialized

Project Management for MTCT technical

contracts/projects

ICT Consultancy and software development

services: project management, QA, system

requirements engineering, system architecture

engineering, coding using VS.NET, Oracle 9i