Andreas Jenzer
CHIEF TECHNOLOGIST - Hewlett Packard Enterprise (HPE)

Bozeman, MT - Email me on Indeed: indeed.com/r/Andreas-Jenzer/ed9b31778449d8a2

Authorized to work in the US for any employer

WORK EXPERIENCE

CHIEF TECHNOLOGIST
Hewlett Packard Enterprise (HPE)   -   Bozeman, MT - 2015 to Present

Reassigned to assume control of a $121M US per year Information Technology outsourcing contract with a Fortune 500 client and a mandate to exponentially grow the business.
• Rapidly built strong rapport with the client's CIO to gain an understanding and document issues, generating buy-in for more detailed dialogue about the client's strategic intention and priorities.
• Facilitated intense brainstorming highlighting the CIO's reticence on how to support the company's digital transformation with limited ability to respond to swift changing business demands.
• Secured a mutual agreement to launch Mode 2 incorporated into crowdsourcing to expedite rapid prototyping and drive Minimal Viable Products within weeks.
• Provided a compelling business case on Hewlett Packard Enterprise's support engaging a broker to access the crowdsourcing community shielding the customer from complexity, a radical departure from the status quo in client management as a notable change in workforce allocation.
• Currently monitoring the initiative working towards assisting the client's CIO with the digital innovation portfolio and transformation, dramatically altering the client's perception of Hewlett-Packard Enterprise's innovation capacity.
• Handpicked to take the lead to develop a template and content for the company to broaden opportunities in the life sciences industry.
• Uncovered and recommended the account innovation agenda be actionable to drive additional sales and grow within each account, culminating in an EMEA-wide initiative targeted at boosting account growth in the top 150 accounts by identifying business and technology disruptors per industry.
• Initiated an external view of life sciences, documenting 60+ industry and business specific innovation drivers, grouping into four categories: business models, R&D, manufacturing, and commercialization.
• Utilized the innovation drivers to detect industry related topics with the data used as a source of input with various Hewlett Packard Enterprise account leadership teams to further develop sales pipeline.
• Identified opportunities in 7 life science top accounts forecasted at a $200M total contract value.

ACCOUNT CHIEF TECHNOLOGIST
Hewlett Packard Enterprise (HPE)   -   Zuerich, Switzerland - 2010 to 2014

Captured and managed a legacy datacenter to cloud a $50M US transformation contract with a Fortune 500 company, swiftly turning an existing customer into a lobbyist and referenceable customer.
• Developed and presented a high-level, facts-based business case to a Fortune 500 client to address the CIO's key priorities, highlighting notable cost savings in moving from a legacy datacenter service to cloud as the CIO shifted to "reposition the IS brand" and "deliver better user experience".
• Created a high-level cloud adoption roadmap and transformation schedule, gaining the CIO's buy-in to perform a cloud assessment on 600 applications to align the business case with the work.
• Confirmed business case won the RFI and RFP to transform the legacy datacenter into cloud, currently in progress with a forecasted completion in 2017.

• Challenged to execute a 5% cost reduction on an $86.8M outsourcing contract for a major client plus save an additional $3M combined with an aggressive 13% growth target on the account.
• Supported the Account Executive in building the pipeline, uncovering opportunities during an account evaluation creating a number of business cases to transform customer branch sites or upgrade their legacy datacenter services to cloud.
• Flooded and maintained a $109M USD sales pipeline, 4x above 2015 First Fiscal Year Revenue target.
• Assumed leadership in partnership with the Global Account Executive engaging in exhaustive negotiations with a key sole source outsourcing client to secure a 7-year extension.
• Employed an HP outside pursuit team working with the Enterprise Architect on the HP vision, strategy and roadmap for contracted services.
• Navigated through complexity for 9 months delivering numerous customer presentations to win the $670M US 7-year contract, generating accolades from the client's CIO.
• Formed the Office of the Account Chief Technologist with 8 Architects to fortify contract execution, creating a 3-year transformation roadmap, allowing for increased transformation and change ability.

ACCOUNT CHIEF ARCHITECT
Hewlett Packard Enterprise (HPE) - Boulder, CO - 2009 to 2010

Planned and implemented a strategic, forward-looking enterprise computing roadmap for a 7-year, $675M outsourcing contract to standardize and consolidate the client's enterprise computing domain.
• Used the enterprise computing roadmap as a vehicle to align the client's standardization and consolidation objective with HP's solutions and managing Account Technology Plan Enterprise
Architecture governance between the client technology office and HP's Technology Council.
• Piloted, at the account level, the hosting strategy solution for Enterprise Computing. IP drafted became the de-facto standard for many HP outsourcing customers requiring technology roadmaps.

LEAD ARCHITECT and PROGRAM MANAGER
Hewlett Packard Enterprise (HPE) - Boulder, CO - 2008 to 2008

Selected by the VP to build a pre-sales team with a mandate to swiftly identify new leads and nurture the leads into fully qualified opportunities as HP experienced a weak sales funnel.
• Devised and executed an SAP Attack Program across HP Americas to consolidate pre-sales and sales.
• Pursued an innovative approach, collaborating with representatives from multiple HP business units to improve the value proposition and promote the unique industry-leading holistic solutions.
• Boosted the combined sales funnel to $69M US with $8.5M in orders within the first two quarters.

SAP SOLUTION ARCHITECT and PROJECT MANAGER
Hewlett Packard Enterprise (HPE) - Boulder, CO - 2006 to 2007

Nominated to lead a team of Architects and Subject Matter Experts to design and implement a SAP Event Management System and integrate into a client's backend environment for 170 instances.
• Overcame technical challenges with SAP's dual-stack environment with an ABAP and Java instance.
• Crafted the innovative Event Management solution to address HP OpenView shortcomings, launching a hybrid solution capturing Java-related alerts and forwarded to the SAP Central Event System.
• Drove a 45% reduction in Event Management costs and elevated client's SAP availability contributing to a change in the customer's perception of HP consulting after a previous negative impression.
• Tasked by the Account General Manager to lead the due diligence to position HP as the premier contender for a high value contract with a Fortune 500 company to transition a SAP legacy system into a state-of-the-art platform competing with a major contender as the main vendor.
• Compiled data to author a compelling business case and offer providing the technical direction for the client's platform change from PA-Risc to Itanium, simplifying complexity, defining and assigning tasks, and minimizing risk.

• Recognized as the instigator in securing the competitive $4.5M consulting services deal with a further $15M in pull-through for hardware, technical services and software.
• Worked closely with HP TSG Marketing documenting the success in an interview with the HP Account General Manager, later used for internal inspiring and educational material for 80 sales professionals.
• Amassed a reputation for devising persuasive client solutions, acting as the conduit between multiple stakeholders to craft and present winning deals to fortify HP's brand as a vendor of choice in a saturated and price-driven market.

SAP SOLUTION ARCHITECT and PROJECT MANAGER
Hewlett Packard Enterprise (HPE)   -   Zuerich, Switzerland - 2001 to 2005

SAP CONSULTANT
Hewlett Packard Enterprise (HPE)   -   Zuerich, Switzerland - 1999 to 2001

EDUCATION

Master of Arts in Service Management
Berne University of Applied Sciences
2004

Graduate Engineer in Information Technology
Technical College Winterthur
1998

Diploma in Electrical Engineering
BBZ Academy
1994

SKILLS

IT Strategy (5 years), Enterprise Architecture (7 years), Cloud Computing (5 years), Analytics (4 years), Digital Strategy (1 year)

LINKS

http://www.linkedin.com/in/andreasjenzer

AWARDS

Hewlett Packard Enterprise Innovators at Heart
September 2016
Recognized for shifting the HPE life sciences business to a deeper industry leveraged business

Hewlett Packard Enterprise Innovators at Heart
April 2016
Recognized for driving a winning customer event in healthcare

Hewlett-Packard Top Achievers Award
December 2013
Outstanding performance in the role of Chief Technologist, resulting in increased revenue and better net promoter score.

Hewlett-Packard Enterprise Services Rock Star Award
December 2013
Recognized as Primus Inter Pares. Single handedly developed business case for major datacenter to cloud transformation, resulting in securing $150 million in total contract value.

Hewlett-Packard Distinguished Technologist
2011
Promoted to Distinguished Technologist, the elite group of HP's top technologist, recognized for continuous and extraordinary technical contributions. Awarded to <0.2% of all HP employees.

CERTIFICATIONS/LICENSES

Master Certified IT Architect | The Open Group
2010

Manager's Certificate in IT Service Management | Examination Institute for Information Science
2005

PUBLICATIONS

Digital Transformation changing the shape of the Life Sciences industry
http://www.linkedin.com/pulse/digital-transformation-changing-shape-life-sciences-industry-lefever
March 2017
The drive to Digital is a powerful business transformation, forcing Life Sciences companies to rethink and potentially reshape the fundamentals of their businesses to extend, defend, create and disrupt their position within the healthcare ecosystem.

Key Steps to Becoming an Amazon of Life Sciences
https://www.linkedin.com/pulse/key-steps-becoming-amazon-life-sciences-andreas-jenzer
July 2016
The digital revolution has contributed to the rise of 'quantified selves' – that is, people who want to take control of their own health destiny and wellness. Every moment counts and all aspects of their daily lives are measured with technology.

What Will the New Amazon of Life Sciences Look Like?
https://www.linkedin.com/pulse/what-new-amazon-life-sciences-look-like-andreas-jenzer-1
June 2016
The role of analytics in personalized healthcare

Who Will Become the New Amazon of Life Sciences?
https://www.linkedin.com/pulse/who-become-new-amazon-life-sciences-andreas-jenzer
May 2013
In my work as a technologist for HPE and as an 18-year IT veteran with experience in life sciences and other verticals, I am extremely curious about the strategic role of data analytics in today's personalized healthcare environment. I'm sure that Atul Butte, Professor, Stanford University, is correct in saying that "Hiding within those mounds of data is knowledge that could change the life of a patient, or change the world."

Your IT Fabric: The Basis For Promoting Digital Assets Rapidly
https://www.linkedin.com/pulse/your-fabric-basis-promoting-digital-assets-rapidly-andreas-jenzer
April 2016

Disruption is ahead—whether we like it or not. For some, disruption is an opportunity. For others, it is like falling off a cliff. Disruption as such isn't new. The speed of disruption, however, is different. Acceleration is everywhere, impacting the entire value chain from ideation through to the final product or service.

HPE life sciences point of view on how to deliver value "beyond the pill"

https://www.hpe.com/h20195/v2/GetPDF.aspx/4AA6-4346ENW.pdf

April 2016

To support life sciences companies' increased focus on the patient, what strategic themes and value chain capabilities will drive their IT organizations toward overcoming the common thread—the convergence of the life sciences industry and technology—and enable them to deliver value "beyond the pill" in the era of "digital everything?"

Maximizing the Value of Cloud for Small-Medium Enterprises

http://www.opengroup.org/cloud/cloud_sme/p11.htm

2012

This section describes the typical workloads applicable for Small-Medium Enterprises (SMEs) and an analysis of these workloads to determine the suitability of leveraging different Cloud delivery and deployment models to fulfill the requirements.

Developing the Annual Technology Plan

2010

HP knowledge network

SAP Implementation Unleashed

2009

Pearson Education Inc

Sam's Teach Yourself SAP in 24 Hours

2008

Pearson Education Inc

SAP Event Management

2007

HP Transform Your Enterprise