

Alan Silberman  
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#### Vital statistics

- Born November 4, 1968, in Buenos Aires, Argentina.
- Married.
- Austrian and Argentinian citizenship.

#### Education

- PhD candidate in Economic Sciences from Universidad de Buenos Aires.
- Graduated in 1995 from Universidad de Belgrano as Master in Software Engineering.
- Graduated in 1995 from Universidad de Buenos Aires as Licentiate in Economics.
- Graduated with honors (1<sup>st</sup> GPA School of Technology) in 1990 from Universidad de Belgrano as Licentiate in Information Systems.
- Graduated in 1988 from Universidad de Belgrano as Systems Analyst.
- International post-graduate work:
  - Instituto Politécnico do Rio de Janeiro (Rio de Janeiro Polytechnic Institute), Universidade do Estado do Rio de Janeiro (Rio de Janeiro State University), Brazil, 1991.
  - Wirtschaftsuniversität Wien (Vienna University of Economics and Business Administration), Austria, 1991.
- Post-graduate work and executive education:
  - Universidad Nacional de San Martín, 2007.
  - Universidad del CEMA, 2008.
  - Instituto para el Desarrollo Empresarial de la Argentina, 2008.

#### Languages

- Spanish: mother tongue.
- English: fluent (First Certificate in English, Certificate of Proficiency in English, Test of English as a Foreign Language, Test of Written English, Graduate Record Examination).
- German: fluent (Deutsches Sprachdiplom der Kultusministerkonferenz, erste und zweite Stufe).

#### Career highlights

- Universidad de Belgrano (2009-2011): Chief Information Officer.
  - Definition of IT strategy, infrastructure and operation of all information systems. IT budget generation, management and control. Responsible for development and maintenance of all information systems and software packages implementation. Responsible for technical support for all internal and external users. Leader of a dedicated team of 25 FTEs.
- Aluar Aluminio Argentino S.A.I.C. (2004-2009): Information Systems Coordinator.
  - Project leadership of business intelligence software development and software package implementation projects. In charge of a hardware and software technology infrastructure optimization project. Profit and loss responsibility. Leader of a dedicated team of 5 FTEs.
- Select Technology (1998-2004): Services and IT Manager / Senior Partner.
  - In charge of information technology, marketing (presales activities, demonstrations) and client services (technical consulting, training, technical support) for software products that the company distributes in Latin America. Profit and loss responsibility. Leader of a dedicated team of 20 FTEs.

- Oracle Argentina S.A. (1995-1998): Senior Product Manager / Senior Sales Consultant.
  - Product management (presales activities, demonstrations and technical consulting) of all Oracle technology products (database server, development tools, OLAP & Internet-related products) for Argentina, Uruguay, Paraguay and Bolivia. Sales quota achievement. Promoted from Product Manager to Senior Product Manager and Senior Sales Consultant.
- APS (1993-1994): Senior Systems Analyst.
- Citibank N.A. (1992-1993): Programmer Analyst.
- Organización Levín S.A. (1991-1992): Programmer Analyst.

#### Fast facts

- Expert witness in Information Technology and Economics for the Judiciary Power (1995, 2002-2004, 2006, 2008-2011).
- Teaching activities for several universities (1991-1995, 1997-2003) at Universidad de Belgrano, Universidad de Buenos Aires, Instituto de Tecnología Ort II and Instituto Tecnológico de Buenos Aires.
- Numerous awards and scholarships given by Instituto Pestalozzi, Universidad de Belgrano, Fundación Bolsa de Comercio de Buenos Aires, NCR, Rotary Club de Belgrano, Consejo Profesional de Ciencias Económicas de la Ciudad Autónoma de Buenos Aires.
- Participation in numerous professional and academic societies: Argentinian Society for Informatics and Operations Research, Professional Council of Informatic Sciences, Circle of awarded by the Buenos Aires Stock Exchange Foundation, Association for Computer Machinery, Professional Council of Economic Sciences of Buenos Aires, Argentinian Association of Information Technology and Communications Users, Professional Council of Telecommunications, Electronics and Computer Engineering, Professional Council of Informatic Sciences of Buenos Aires Province.

#### Publications

- Books
  - "La economía de Internet en la Argentina. Presente y futuro." ("Internet economics in Argentina: present and future."), I.S.B.N. 950-9497-47-9.
- E-books (Kindle edition)
  - "Oracle PL/SQL tuning".
  - "The use of Oracle Designer to support the DOD-STD-2167A".
  - "Application of an unbalanced growth economic model to analyze the IT industry".
  - "La Teoría General de Keynes 75 años después" ("Keynes' General Theory 75 years after its publication").
  - "Breve historia del pensamiento económico hasta David Ricardo" ("Brief history of economic thought up to David Ricardo").
  - "Breve reseña histórica de la macroeconomía" ("Brief historic review of macroeconomics").
  - "Estrategias competitivas e innovación en el mundo global" ("Competitive strategies and innovation in the globalized world").
- 70+ papers about Information Technology and Economics in congresses in Argentina, Chile, Bolivia, Paraguay, Brazil, Uruguay, Colombia and USA, resulting from research experience.