# EDGARDO DANIEL SCRIMAGLIA

Cell: +54 911 6958-3295
Email: edgardo.scrimaglia@gmail.com
CORDOBA, ARGENTINA

## SKILLS AND AREAS OF STRENGTH

Software Development - Networking Design - Network Automation - Partnership cultivation Strategic Visioning - Innovation Skills - Problem-Solving - Self-Motivation -Teamwork and Collaboration - Decision-Making - People and Culture - Results Orientation - Analytical and Critical Thinker - Research and Development - Relationship and Team Building

## WORK EXPERIENCE

**09/21 – CURRENT**      **OctUPus**
CO-FOUNDER & AUTOMATION STUDIO VP
- R+D Manager
- Creator of Oction+ (automation framework) and other automation tools
- Automation product strategy
- NetDevOps Educator
- Innovation mentor
- Python & Pydantic developer

**01/17- 07/21**      **LOGICALIS ARGENTINA**
R+D ENGINEER.
- Innovation, Programmatic vision of networking practice
- NetDevOps Engineer
- New products development based on APIs programming and scripting (IaC, CaC, NaC)
- Creator of NEP@L (Network Programmability Automation framework).

**01/15 – 12/16**      **ITALTEL PERU/COLOMBIA.** (WWW.ITALTEL.COM)
ENGINEERING DIRECTOR
- Manager of Systems Engineers, Consulting Engineers, Pres Sales Engineers, post sales engineers, Support Engineers and PMO areas.
- P&L Control and people management (+40 people), New Alliances and new technologies strategy.
- Business Development on New Technologies like Long Term Evolution (LTE), Hosted Collaboration System (HCS), Cloud and Internet of Things (IoT).
- Goal:  create Business and Readiness KSF.
- Evaluation Metrics: Revenue, Booking and projects profitability.

**01/12 – 12/14**      **AVANETWORKS**
*Entrepreneur, Founder*
- Born in Cordoba, Argentina, AvaNetworks is a startup focused on delivering very high value and innovative Software and Hardware solutions, like Access Control and IP Telephony.
- Wireless Network design in urbans areas.

**11/10 – 10/11**      **GRUPO GALMES**

CTO – Chief Technology Officer
- Full responsibility on the following areas: presales, post sales, Services, Infrastructure and portfolio management on networking and IT technologies.
- The position includes P&L and people management, new alliances, and vision over strategic business (Data Center, Video Surveillance, Digital Media System, etc.).

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| 07/09 – 10/11 | **INTERWAVE GLOBAL** |

Consulting Engineer/Business Development Manager.
- Responsible for developing InterWAVE´s VAS Channels and Business Partners network as well as OEM and Investors relationship.
- Responsible for developing business on new and innovative VAS/SaaS Mobile technologies like Unified Communication, Mobile applications (Mobile Games, Banking, mWallet, Logistic, Health Care monitoring, LBS GPS Positioning/Tracking, Streaming), VoIP Solutions and Wireless Solutions available for cellular platforms.Responsible as Partner Manager for defining the engagement rules with global partners: VARs, Cellular Carriers and Business Partners on each Start Up (Target Markets, Target Technologies, Business Plan, Sales Strategy)
- Responsible for InterWave´s new technologies Marketing and Sales strategies (Market Segmentation, Revenue, Funnel/Forecast, P&L, etc.)

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| 02/05 - 06/09: | **Hewlett Packard, Inc** |

Alliance Manager, Latin America region.
- Responsible as Channel Manager for developing Cisco and HP Business relationship in Latin America (Networking, Blades Servers, and Storage Business Units)
- Responsible for developing business on Advanced Technology areas: Unified Communication and Data Center (Business Development) focused on Enterprise, Public Sector and Telcos markets.
- Responsible for defining Unified Communication's and Data Center Channel strategy in a multivendor environment (Procurve, Microsoft & Cisco System alliances)
- Responsible for Managing Alliance's Funding, Funnel/Forecast and Business Plan execution.
- Main goal: to maintain and increase the operation in the LA region according to the financial & operational metrics (Customer Satisfaction, Delivery, Pre Sales, Revenue and Gross Margin)

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| 01/02 – 08/03 | **Cisco Systems, Chile** |

*Consulting Engineer*
- Focused on Enterprise/Service Provider Solutions and involved on High-End Multiprotocol Routing & Switching and Convergence Virtual (WW) Teams
- Convergence Specialist for South America region
- Data Center Infrastructure Specialist for South America region

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| 10/97 – 12/01 | **Cisco Systems, Argentina** |
| | *Systems Engineer/Consulting Engineer* |

- Focused on Enterprise/Service Provider Solutions and involved on High-End Multiprotocol Routing & Switching and Convergence Virtual (WW) Teams
- Switching and Multilayer Field Specialist focused on Core Technologies for South America region.
- Catalyst 6500 and Metro Ethernet Field Specialist South America region
- Wireless LAN specialist for South America region
- QoS and Infrastructure for IP Telephony Design Specialist

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| 6/95 – 10/97 | **Logicalis, Argentina** |
| | *Team leader/Consulting Engineer/Instructor* |

- System engineer dedicated to presales, post sales internetworking. Designing, installing, maintenance, troubleshooting and monitoring multiprotocol and multiservice LAN/WAN networks
- Network Consulting in Argentina and border countries. Providing professional services and technology expertise to customers for all phases of their network life cycle. Analysis, Design, Re-engineering and tuning networks. Proven experience in X25, Frame Relay, ATM, LAN switching, TCP/IP, IPX, Apple Talk, BGP, OSPF, RIP, IGRP, EIGRP, SNMP, SNA, Bridging, RSRB, DLSW+
- Certified Cisco Systems Instructor for ICRC, ACRC, CID y Switching Technology (CLSC)
- Design, Satellite network based on TCP/IP, IPX/SPX, OS/2 protocols.

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### EDUCATION

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| 05/2007 | **Universidad Austral IAE – Executive Marketing Program** |
| | Marketing in Action |
| | Implementing & Executing a Commercial Plan |
| | Commercial Strategy |
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| 1985 -1991 | **Universidad Tcnológica Nacional, Regional Córdoba** |
| | System Analyst. |

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### TOP TECHNOLOGIES

- OOP (Object Oriented Programming)
- C++
- Rest API
- Python
- Python Django
- Network Automation
- Ansible
- NetDevOps
- CI/CD (Jenkins)
- Dockers
- Azure Cloud
- Elasticsearch
- Logstash
- Nginx

- Pydantic
- FastApi

- Programmability on the business context. Cisco Live 2019, Cancun, Mexico, 2019
- Automation in the context of networks. TIC Forum 2019, Argentina, May 2019
- Programmatic interfaces, Automation. International Telecom Seminar. Argentina, March 2019
- Network Programmability and Automation at Telco Day, Argentina, December 2018
- Network Programmability, Cisco DevNet, Argentina, October 2018
- LTE in-a-box (private LTE) & OTT applications, Argentina, Abril 2017
- L2 Telco Infrastructure for new services, USA, Feb 2010
- HP vision of Unified Communication, Networkers Argentina, Nov 2008
- Business Productivity Improvement, Unified Communication, Colombia, July 2006
- Business Productivity Improvement, Unified Communication, Peru, February 2005
- Metro Ethernet Networks, Structure and Services, Peru, October 2002
- Metro Ethernet Networks, Structure and Services,Chile, August 2001
- Metro Ethernet Networks, Structure and Services, Argentina, June 2001
- Large Network Design, CCIE Bootcamp, Brazil November 1999
- Cisco Enterprise Solutions, Argentina, March 1999
- Switching Architecture, Argentina, October 1998

## ACADEMIC PROFILE

- Professor, Networking Academic, UTN – Facultad Regional Cordoba:

- Course CCNA 2 (2nd half, 1st year): Routing Protocols
- Course CCNA 3 (1st half, 2nd year): Switching Technologies – protocols.
- Course CCNA 4 (2nd half, 2nd year): WAN Technologies – protocols
- Course Advanced Networking (1st half, 3rd year): Advanced algorithms and protocols, CCNP level.

## PROFESSIONAL CERTIFICATIONS

- CCIE Cisco Certified Internetwork Expert #2101
- Cisco Systems, San José – CA, USA; August 1996
- Cisco Systems, San José – CA USA 1998 & 2000 ATM/LAN switching Track.
- 2004 Routing & Switching Track.
- 2006 Routing & Switching Track
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- Certified Cisco Systems Instructor #97068
- Cisco Systems, San José - CA USA; June 1997
- Courses ICRC, ACRC, CID, CLSC
- Cisco Sales Specialist
- IP Communication Sales Specialist
- Meraki Certified

## RELATED COURSES

- Azure Fundamentals & Architecture
- Software Testing, April 2022
- Kubernetes, Jun 2021
- Advanced Ansible Automation, February 2019

- AWS Architecture, September 2018.
- Meraki Boot Camp, October 2017.
- WiMAX, Structure AND FUNDAMENTALS, August 2009
- ProCurve interoparability, Feb 2009
- ProCurve Mobility Manager, March 2009
- Procurve Data Center Solutions, April 2009
- Cisco IP COMMUNICATION BOOT Camp, Campbell, CA, Set 2000
- CCIE Technical Training Conference, San José, CA, Ago 1998
- Cisco ATM Solutions, GeoTrain Corporation, San Mateo, CA, May 1998
- Cisco LAN Switching Configurations, Colorado Comp. Training, Boston, MA, May 1998
- Cisco SNA Configuration for Multiprotocol Administrators, Geo Train, Los Angeles USA, March 1997
- Cisco Internetwork Design, Protocol Interface San Mateo USA, March 1997
- Managing People Theory and Practice, Andersen Consulting, 1996
- Presentation Skills and Time Management, Andersen Consulting, 1996
- Advanced Cisco Router Configuration, SoftNet S.A. Argentina, July 1995
- Introduction to Cisco Router Configuration, SoftNet S.A. Argentina, June 1995
- Project Evaluation and Management, Arthur Andersen Argentina, March 1995
- Netware 3.1x Administrator (Novell Education Certificate), BKO Argentina, April 1994

## ACCOMPLISHMENT AND SKILLS

- Spanish and conversational English

- For personal references, please see the URL below under "view full profile"
  http://www.linkedin.com/in/edgardoscrimaglia

## CITIZENSHIP

- Argentina
- Italian, European Union