

## EDGARDO DANIEL SCRIMAGLIA

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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 Entropy (CM), Fedele (SoT), CLI-Automation and other automation tools.
  - Product strategy and innovation mentor.
  - NetDevOps Educator
  - Python developer
  - AI Model Control Protocol 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.).

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.)

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)

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

10/97 – 12/01	<b>Cisco Systems, Argentina</b> <i>Systems Engineer/Consulting Engineer</i> <ul style="list-style-type: none"> <li>• Focused on Enterprise/Service Provider Solutions and involved on High-End Multiprotocol Routing &amp; Switching and Convergence Virtual (WW) Teams</li> <li>• Switching and Multilayer Field Specialist focused on Core Technologies for South America region.</li> <li>• Catalyst 6500 and Metro Ethernet Field Specialist South America region</li> <li>• Wireless LAN specialist for South America region</li> <li>• QoS and Infrastructure for IP Telephony Design Specialist</li> </ul>
6/95 – 10/97	<b>Logicalis, Argentina</b> <i>Team leader/Consulting Engineer/Instructor</i> <ul style="list-style-type: none"> <li>• System engineer dedicated to presales, post sales internetworking. Designing, installing, maintenance, troubleshooting and monitoring multiprotocol and multiservice LAN/WAN networks</li> <li>• 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+</li> <li>• Certified Cisco Systems Instructor for ICRC, ACRC, CID y Switching Technology (CLSC)</li> <li>• Design, Satellite network based on TCP/IP, IPX/SPX, OS/2 protocols.</li> </ul>

#### EDUCATION

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

#### 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

#### **SPEAKING ENGAGEMENTS**

- 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, April 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 interoperability, 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