

## EDGARDO DANIEL SCRIMAGLIA

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### SKILLS AND AREAS OF STRENGTH

- Extensive business and technology experience with the ability to help organizations and clients understand how investments in Technology based solutions benefit their business through cost savings, competitive advantage, and/or new service opportunities.
- Ability to conduct end-to-end international Business (software, sales & technical marketing) in large Technology and Services corporations leading outstanding revenue increases.
- Over 20 years of experience in Networking and Information Technology. Extensive knowledge on Consulting and hands-on experience with a broad range of networking products, technologies, Network Programmability and Automation.
- Ability to work cross functionally, domestically and internationally, interacting with group leaders and individual contributors in order to meet objectives.
- Ability to lead a team, to mentor, and to work as an individual contributor.

### WORK EXPERIENCE

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|----------------|---|
| 01/17- CURRENT | <b>LOGICALIS ARGENTINA</b><br>NETWORK PROGRAMMABILITY ENGINEER. <ul style="list-style-type: none"><li>• Innovation, Programmatic vision of networking.</li><li>• New products development based on APIs programming and scripting.</li></ul>  |
| 01/15 – 12/16  | <b>ITALTEL PERU/COLOMBIA.</b> (WWW.ITALTEL.COM)<br>ENGINEERING DIRECTOR <ul style="list-style-type: none"><li>• In charge of Systems Engineers, Consulting Engineers, Pres Sales Engineers, post sales engineers, Support Engineers and PMO.</li><li>• P&amp;L Control and people management (+40 people), New Alliances and new technologies strategy.</li><li>• Business Development on New Technologies like Long Term Evolution (LTE), Hosted Collaboration System (HCS), Cloud and Internet of Things (IoT).</li><li>• Goal: create Business and Readiness KSF.</li><li>• Evaluation Metrics: Revenue, Booking and projects profitability.</li></ul> |
| 01/12 – 12/14  | <b>AVANETWORKS</b><br><i>Entrepreneur, Founder</i> <ul style="list-style-type: none"><li>• Born in Cordoba, Argentina, AvaNetworks is focused on delivering very high value and innovative Software and Hardware solutions, like Access Control and IP Telephony.</li><li>• Wireless Network design in urban areas.</li></ul>   |
| 11/10 – 10/11  | <b>GRUPO GALMES</b><br>CTO – Chief Technology Officer <ul style="list-style-type: none"><li>• Full responsibility on the following areas: presales, post sales, Services, Infrastructure and portfolio management on networking and IT technologies.</li><li>• The position includes P&amp;L and people management, new alliances and vision over strategic business (Data Center, Video Surveillance, Digital Media System, etc.).</li></ul>   |

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/Business Development 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 defining Unified Communication and Data Center Marketing Strategies
- 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

**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

6/95 – 10/97

**Logicalis, Argentina**

*Team leader/Consulting Engineer/Instructor*

- System engineer dedicated to pre sales, 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)

7/94 – 5/95

**Banco Mercantil y Caja de Ahorro, (Buenos Aires, Argentina)**

*Networking Project Leader*

- Designing a 300 branch offices multiprotocol network (TCP/IP, SNA, IPX/SPX)
- Installing, administering, monitoring and troubleshooting a LAN/WAN multiprotocol network (TCP/IP, SNA, IPX/SPX). Connectivity between Novell Netware, SNA and Windows for Workgroups environments.

6/91- 6/94

**OSDE – National Health Care Company (Buenos Aires, Argentina)**

*Networking Project Leader*

- Designing a Wide National Network based on IBM AS/400 equipment
- Design, maintenance and support of Token Ring corporate network based on TCP/IP, IPX/SPX, OS/2
- Providing training classes to employees on TCP/IP and SNA applications.

3/88- 4/91

**Georgalos Hnos S.A. – (Buenos Aires, Argentina)**

*IT Manager & Networking Project Leader*

- IT Manager.
- In charge of Operation and Programming groups
- IBM AS/400 corporate network design
- Design, Satellite network based on TCP/IP, IPX/SPX, OS/2 protocols

## EDUCATION

2007

**Universidad Austral IAE – Executive Marketing Program**

Marketing in Action

Implementing & Executing a Commercial Plan

Commercial Strategy

1985-1991

**Universidad Tecnológica Nacional, Regional Córdoba**

Analista de Sistemas Career.

1975-1979

Colegio Nacional, Prov. de Córdoba, Argentina

## SPEAKING ENGAGEMENTS

- Automation in the context of networks. TIC Forum 2019, Argentina, Mayo 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

**1985 - 1991:** Course assistant in the track “Languages de Programacion I (Pascal)”, Computing Science Universidad Tecnológica Nacional.

**2010 – 2014:** Professor, Networking Academic, UTN – Facultad Regional Cordoba:

Course CCNA 2 (2<sup>nd</sup> half, 1<sup>st</sup> year): Routing Protocols

Course CCNA 3 (1<sup>st</sup> half, 2<sup>nd</sup> year): Switching Technologies – protocols

Course CCNA 4 (2<sup>nd</sup> half, 2<sup>nd</sup> year): WAN Technologies – protocols

Course Advanced Networking (1<sup>st</sup> half, 3<sup>rd</sup> year): Advanced algorithms and protocols, CCNP level.

## PROFESSIONAL CERTIFICATIONS

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

**ACADEMIC TRAINING:** Academic assistant in the course “Languages de Programación I (Pascal)”, Computing Science Universidad Tecnológica Nacional.

## RELATED COURSES

- 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, MARHC 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 fluent English

For personal references, please see the URL below under “view full profile”

<http://www.linkedin.com/in/edgardoscrimaglia>