

My name is Andrea De Capitani.

I have over 23 years of experience in the Technology and Management Consulting field, both as a consultant and as a manager, with a successful track record in advising customers and leading teams and service lines. I've been a Partner in KPMG since 2017, where I hold a number of roles.

1. I lead KPMG's Cloud Enablement service line. We deliver consulting and implementation services on Cloud and Business applications, specifically the implementation of Azure based solutions and integrations; full stack Microsoft software development; implementation of Dynamics 365 CE/marketing/Sales; implementation of Microsoft Cloud for Sustainability, and more. As part of my role I work extensively with strategy, business development, people management, recruitment, developing client relationships, and overseeing project teams and contracts. I am also a member of KPMG's Technology Consulting leadership team.

2. I am EMA Microsoft Alliance lead (Europe + Middle East + Africa & India) and work towards ensuring KPMG continues to be an EMA leader in the sale and delivery of Microsoft advisory and solutions. I work closely with KPMG's and Microsoft's top leadership globally and in EMA, with focus on advancing our business relationship and delivering on a winning go-to-market strategy.

3. As CTO for Advisory I help drive our technology processes, portfolio, and strategy. This includes developing processes and policies for bringing new technologies into our portfolio, introducing new software and alliances to enhance our services to clients, and incorporating new technologies and tools internally to improve our employee's productivity.

I have also been working internationally as a Technology and Management Consultant since 2001, primarily as a project or program manager on complex business/technology transformation projects. This is a role I continue to hold in addition to my leadership responsibilities.

Favourite quotes:

- Listen up guys, ikke sant
- Customer always comes first
- Guys, please submit timesheets by 21:00
- Sales is really fun
- Vacation in July!