



Jeff Antoniotti

SOLUTION ENGINEER

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"Science is a predictive tool."

Pre-Sales Skills

Lead Qualification	Support Sales rep while lead qualification: lead's organisation scan, identification of pains and key people
Bid	Writing of solution, architecture & sizing. May help on project cost too (man-hour)
Communication	Deliver highly technical speech to mixed audiences, formed with A-level and technical people
Purchase Process	Knowledge of Request For Participation & Purchase Processes, on the end-user side
Languages	English, French, some Italian understanding

Technical Skills

Programming & Building	JAVA, Haskell, InterSystems' Caché Object Script, SQL, Shell, Source Control, Test-Driven Dev, CI
Application Design & Architecture	REST-style Architecture, OO Design Patterns, J2E framework (Spring, Struts, Log4j), JSON
Application Integration	InterSystems' Message Oriented Enterprise Service Bus , HTTP, FTP, DNS, SNMP, NFS, SSH, LDAP, RBAC
NoSQL	InterSystems' Caché , the enterprise-graded, multimodel NoSQL DataBase & application server
Analytics	InterSystems' Analytics integration that allows analytics on mixed, structured and unstructured datas
Natural Language Processing	InterSystems' IKnow, the NLP solution on operational datas
Live Environments	Go-Live, Deployment Automation & Documentation, TroubleShooting

Experience

InterSystems - Software Vendor

SALES ENGINEER

Courbevoie, FR, 92

Sep.2014 - PRESENT

InterSystems' **Data Platform** allows end-users to capture, share, understand and eventually act upon their operational data, in near real-time. Its unified, solid-as-a-rock architecture is a huge step towards success for those of our customers that are facing today's constantly evolving data challenges.

- Pre-Sales:
 - Strategic POC at St Quentin which demonstrate usefulness and rapid deployment of the **HealthShare Enterprise Master Patient Index** solution.
 - Involved into the first French sale of **HealthShare Enterprise Master Patient Index**, at Nice's CHU.
 - Negotiation and signing of CH Roanne's Enterprise Service Bus service contract.
 - Involved in our succesful bid for AFNOR's Enterprise Service Bus.
- POC & Demo:
 - Supervised learning: succesful POC on islamist tweets classification.
 - Predictive Model integration** into our Data Platform: guessing competitor's incentive to new customers.
- Post-Sales
 - Hôpital Foch**(1000 appointments/day) that sits in Suresnes(92) is one of the three members of the **Paris Hospital Foundation**.
 - Upgrade of the **Messages-oriented Middleware**, that is the backbone of the Foch's Information System.
 - Deep involving with key users which are typically "very busy at other projects".
 - Static code analysis tools development - Evaluate the upgrade complexity and track its progression.
 - Refactoring hence non-regression testing and UAT.
 - Complete reboot of Ops procedures: automated installation, failover, backup, supervision and Go-Live.
 - Implementation of real-time insights.

French Ministry of Finance, Payroll National Operator - End User

Paris, FR, 75

ENTERPRISE ARCHITECT

Sep. 2012 - Aug. 2014

One of the government's Top 3 projects, with three millions civil servants concerned, Payroll National Operator's main purpose was to build the new "Fonction publique d'Etat" payroll. The vision was: offer IaaS to contractors, SaaS to end-users, and eventually chargeback. I had personal responsibility for our servers infrastructure and was hands-on lead for global IT coherence through normalization, technical coordination and solution design or validation.

- Datacenter design and organization:
Worked in close relation with Network, Storage & System teams.
Definition of private DNS domain & sub-domain.
Blueprint & technical presentation of machine virtualization project to security officers.
- Strong support to contractors along solution implementation:
Horizontal scaling and failover by means of network load balancers.
SSL endpoints, LDAP directory and SSO, secure communication between servers.
Application build and deployment: automation, continuous integration, synchronisation of artefacts repository.
- Request For Proposal writing:
3-year x86 server procurement cycle.
Relations with Law Department and purchasing service.

Bull SAS - System Integrator

Les Clayes-Sous-Bois, FR, 78

APPLICATION & TECHNICAL ARCHITECT

Feb. 2008 - Aug. 2010

I have been involved into a vast range of IT activity from pre-sales to go-live: software integration, Proof of Concept, technical lead on fixed-price software projects, documentation, customer's project manager interaction.

- **Mediavision**
Backoffice App audit by means of code review and static analysis tools.
- **French Customs Intranet**
Overall design and architecture.
LDAP-based authentication & identification.
Portal mashups: widget & API / HTML-embedding by means of iframes / browser's new tab.
- **Naval Group FREMM**
Tech Leader for a 7 software engineer team.
Components' interfaces definition & implementation.
Best practice enforcement: test-driven development, frequent and respectful commit, test suite runs.

Atos Integration - System Integrator

Paris, FR, 75

APPLICATION & TECHNICAL ARCHITECT

Feb. 2005 - Jan. 2008

I worked as an engineer then as an architect for Atos, mainly on the design and the implementation on big Java web apps.

Examples of such apps are: Agrippa (French weapon owners tracking), Minos (overspeed fines), Cassiopée (French Civil lawcourt processing application)

- **Cassiopée**
Tech Leader for a 8 software engineer team(600 publishing templates delivered).
Publishing framework conception & development.
Unit and integration testing: extensive testing coverage policy; continuous integration (Ant + Junit / DBUnit + Cruise Control).
- **Minos**:
Maintenance and extension of the publishing framework.
XML schema-based technical specification, POJO marshaling, XML serialization & transformation.
Third-party printing tools integration.

EBP - Software Vendor

Rambouillet, FR, 78

SOFTWARE DEVELOPMENT ENGINEER

Sep. 2004 - Jan. 2005

EBP is a billing+payroll+accounting specialist with a strong focus on small & very small businesses.

- Information System Department: global cartography of the overall company's business processes
- Reboot of the Enterprise's Knowledge management system:
Left-pane, Explorer-like, navigation menu.
Role-based display of items: from public (internet, general documentation) to technical and commercial support (intranet), through various intermediate levels (customer or partner-specific package).
- Maintenance of the marketing department's Content Managing System.

French Ministry of Sports, FNDS - End User

SOFTWARE DEVELOPMENT ENGINEER

Paris, FR, 75

Sep. 2002 - May 2004

FNDS (now **CNDS**) promotes the "sport for all" vision, distributing financial aids to many local, regional and national associations. FNDS' budget was 248 MEUR for year 2004. Recipients logged into the existing public web app and filled in the details about their expenses in relation with the aid they received.

- Data agregation and sharing:
Extranet conception, development & deployment (200 users on the whole territory).
Data reformatting & uploading towards FNDS local officers's FTP.
Data agregation & HTML reporting towards national officers.
SQL Server 2000 to Excel & ACCESS by means of Microsoft's ETL solution Data Transformation Services.
ASP.NET / IIS, T-SQL, stored procedures.
- Experts, developers and users coordination.
Users Documentation & Teaching.
User feedback collecting.

The École Normale Supérieure, HyperNietzsche - End User

SOFTWARE DEVELOPMENT ENGINEER

Paris, FR, 75

Sep. 2001 - Jun. 2002

Nietzsche Source is a publishing web site addressed to researchers in Humanities. Typical open source project: great remote team (Munich, Pisa, Paris) + innovative ideas implementation + scarce resources.

- **Nietzsche Source**:
Web site architecture, development and maintenance.
Data access layer: classes' constructor/destructor by means of view and triggered associated stored procedure.
Development of online translation module.
The «html2php» sed program used to transform the Germany-based designers' html pages into php pages.
Three releases during a 7-months mission.

Paris 7 Denis Diderot University, Computer Science Dpt

RESEARCH & TEACHING FELLOW

Paris, FR, 75

Sep. 1996 - Aug. 2001

- Teaching duties:
Conception/evaluation of graduating student's final projects: protocol safety & liveness, race conditions.
System design & model checking, database design, Object Oriented Programming.
C/C++/Java/ORACLE, MAPLE.
Other specific, model-checking, languages and tools: PROMELA/SPIN, SMV, MEC.

The Direction Générale de l'Armement, Perception For Robotic Lab

RESEARCH FELLOW

Montrouge, FR, 92

Sep. 1995 - Aug. 1999

My domain thesis was about using some well known computer science tools (automata, model-checking) into the robotic field. As an example I have defended [this article](#) at a Stanford University AIIL conference.

Education

Denis Diderot University

PHD IN ALGORITHMIC

Paris, France

Sep. 1995 - Dec. 1999

Got a join DGA+CNRS Scholarship. DGA(resp. CNRS) is the French equivalent of DOD(resp. NSF)

Denis Diderot University

MASTER IN LOGIC AND COMPUTER SCIENCE

Paris, France

Sep. 1994 - Aug. 1995

Aix-Marseille I University

GRADUATE IN PURE MATHEMATICS

Marseille, France

Sep. 1993 - Aug. 1994

Aix-Marseille I University

UNDERGRADUATE IN PURE MATHEMATICS

Marseille, France

Sep. 1992 - Aug. 1993

Hobbies & Others

Beach Volley - Swimming - Good books, Art Museum, Music & Cinema - Travel.