Martin Georgiev

martin@martingeorgiev.com |tel: + 359 898 4 666 89 | martingeorgiev.com

Distinctive professional who translates business requirements into End-to-End IT solutions. Proposes and designs solutions in line with technical architecture, which fit business requirements and organisational change. Accountable for the solution in operation, responsible for the solution design descriptions, service design and user experience design. Contributor to the project portfolio. Shaping Transition & Transformation aspects of customer solutions as well as planning the implementation of new and existing services and support models

I am also enthusiastic about data and have more than five years of practical first-hand experience in automated data analysis, Linux hacking, effective database setup and querying. Expert in SQL, Visual Basic for Application, Power Query with several years of day-to-day design and development in the automation context. C#, .NET Framework/Core with two years of practical experience, Bash scripting, Azure CLI, IaC - Terraform

Work Summary & Experience

Systems Design Expert at FUJITSU TECHNOLOGY SOLUTIONS (LUXEMBOURG) S.A.- *May 2020 – present*

My responsibilities include solution development and leadership during pre-study, conception, analysis, design, build, deploy and test. On top of the previous responsibilities my tasks include:

- Support the migration of on-premises solutions to the cloud by assessing the current architecture, functional/non-functional requirements, data sources and interfaces and evaluating the approach (Rehosting, Replatforming, Rearchitecting)
- Define, plan and deliver modern solutions and cloud-based enterprise architectures
- Realize or lead proof of concepts
- Design and deploy proprietary PAAS solutions based on IaC
- Help the teams in developing Azure Cloud skills and capabilities.

Major achievements:

- Created an analytical and reporting solution based on Power BI, Power Query, Azure DevOps.
- Created and maintained 2 basis repositories used for IaC deployments that increased the standartisation of the delivery to ~65%
- Created 4 types of pipelines that were used in 15 landing zones

Technologies used:

- Azure CLI

- Terraform
- ARM templates
- AKS
- Azure DevOps
- Azure IAAS
- Azure PAAS

Solution Architect at a Raiffeisenbank (Bulgaria) EAD - *December 2019 – April 2020*

My responsibilities include solution development and leadership during pre-study, conception, analysis, design, build, deploy and test. On top of the previous responsibilities my tasks include:

- Examination and interpretation of business requirements
- Establishing solution intent and alignment with the technical architecture
- Obtain stakeholder's approval
- Risk and Issues identification and management
- Support the implementation and migration

- Operation within the budgetary framework to validate the financial impact of design decisions
- Identification of innovation opportunities
- Planning technology roadmaps
- Coaching of the development team.

Major achievements:

- Completed projects concerning regulatory and compliance and anti-fraud.

Lead Offering Solution Architect at DXC Technology - *June 2015 – November 2019*

My responsibilities include solution development (service start-up, technology and process transformation, ongoing refresh), competitive costing, business case alignment, value proposition. Transferred to DXC technology during the merger of HPE ES with CSC. On top of the previous responsibilities my tasks include:

- Examination and interpretation of business requirements
- Establishing solution intent
- Aligning the solution with the technical architecture
- Identification of potential technical design risks
- Supervision of the built-in quality

- Operation within the budgetary framework to validate the financial impact of design decisions
- Identification of innovation opportunities
- Planning technology roadmaps
- Areas of expertise include Public and Private cloud.

Sales support specialist/Deal Delivery assurance at HP - *July 2011 - May 2015*

Responsible for the end-to-end service management and process and tools solution during pre-sales. Verified that the proposed solution is "fit for purpose" and in line with the contractual obligation. Contributed to the definition of Service Level Agreements (SLAs), Operational Level Agreements (OLAs) contracts and Key Performance Indicators (KPIs), Quality Performance Indicators and technical proposal.

Main tasks:

- Verify Service requirements
- Negotiate SLA / OLA
- Maintain and contribute to the creation of the service budget
- Obtain stakeholders approval

I applied subject matter knowledge to solve common and complex business issues within established guidelines and recommends appropriate alternatives. I worked on problems of diverse complexity and scope. I identified technical risks and challenges the customer should expect to encounter with the solution. Tools used: HP SM (including all the ITIL modules), HP Operations Manager, Enterprise Service Portal, Reporting, Run Book Automation, HP Server Automation, multiple case exchange technologies, and 50 other internal tools logically grouped in the HP Standard Reference Architecture.

Major achievements:

- Worked on ~ 130 opportunities - and never had a customer rejection of the service line.
- Integrated presales tools
- Generated reporting and analysis that was instrumental for higher management decision making.

Technologies used:

- HP SM (including all the ITIL modules)
- HP Operations Manager
- Enterprise Service Portal
- Reporting
- Run Book Automation
- HP Server Automation
- multiple case exchange technologies
- 50 other internal tools logically grouped in the HP Standard Reference Architecture.

Change Manager at Hewlett-Packard - *December 2007 - June 2011*
As a Change Manager I had to ensure that projects/change initiatives meet objectives on time and on budget. My focus was on the people side of change – including changes to business processes, systems and technology, job roles and organization structures. The primary responsibility was to create and implement change management strategies and plans that maximized success rate and minimized risk of service disruption. The main goals were:

- to drive faster change adoption;
- to drive higher ultimate utilization and greater proficiency of the changes that impact employees;

- to increase benefit realization, value creation, ROI and the achievement of results and outcomes.

As an MSI change manager I had to execute the above responsibilities on behalf of the customer in his multi-supplier environment and make sure that the suppliers adhere to the agreed process. On top of the regular Change Advisory Boards (CAB) I also chaired operational review meetings.

Major achievements:

- Automated the reporting that reduced the time to generate from 4 hours to under 5 minutes - on a daily basis.
- Automated the Technical Advisory Board (TAB) and Change Advisory Board agenda verification and generation. On top of the time saved this increased the quality and reduced the errors from ~ 10 per week to 1 per month.
- Designed, implemented and supported a combined Operational and Decision support system that shared the same set of data. This facilitated the tracking and improvement of 5 to 25 KPIs and provided historical data analysis.
- Facilitated the integration of various Service management tools.

Technologies used:

- HP Service Manager
- ESL
- Visual Basic for Application

Reporting Specialist at Sofica Group - *May 2007 - November 2007*
Contractor at Hewlett Packard. My role was to ensure that all service level agreements (SLAs) across the organization were delivered according to specifications. This includes developing, managing, and administering service management best practices.

Major achievements:

- Automated the generation of around 70 reports that reduced the time to produce them from three weeks to 4 hours and increased the quality and reliability.
- This allowed the time previously used for data gathering and aggregation to be devoted to analysis, which increased the quality of the service and the customer satisfaction.

Technologies used:

- HP Service Manager
- ESAR

- ESL
- Visual Basic for Application (VBA)

Supervisor at Sofica Group - *July 2005 - May 2007*
As a supervisor I was managing a team of call centre agents. I had to be available for my agents if they need assistance: to answer agent's questions, to take calls that they could not handle. I had to motivate them through positive communication and feedback.
Major achievements:

- Designed the algorithm that presented the scripts. This reduced the effort required by the agents 10x times.

Technologies used:

- Visual Basic for Application (VBA)
- SQL

Skills

Systems analysis

Systems Design

Reporting and Warehousing using SQL:

- Pivoting a Result Set into One Row
- Pivoting a Result Set into Multiple Rows
- Reverse Pivoting a Result Set
- Reverse Pivoting a Result Set into One Column
- Suppressing Repeating Values from a Result Set
- Pivoting a Result Set to Facilitate Inter-Row Calculations
- Creating Buckets of Data, of a Fixed Size
- Creating a Predefined Number of Buckets
- Creating Horizontal Histograms
- Creating Vertical Histograms
- Returning Non-GROUP BY Columns

- Calculating Simple Subtotals
- Calculating Subtotals for All Possible Expression Combinations
- Identifying Rows That Are Not Subtotals
- Using Case Expressions to Flag Rows
- Creating a Sparse Matrix
- Grouping Rows by Units of Time
- Performing Aggregations over Different Groups/Partitions
- Simultaneously
- Performing Aggregations over a Moving Range of Values
- Pivoting a Result Set with Subtotal

BI:

Various Reports created using Power BI are available for review upon request.

Main tasks: Storytelling using data – composition, relationship, distribution trends.

Data miners: practical experience with Orange 3 / Splunk Machine learning to perform

- Characterization;
- Frequent / Rare patterns;
- Cluster Analysis;
- Outliers Analysis;
- Correlation;
- Discrimination

Python and SPL (Splunk's query language for big data analysis) with less than a year experience.

Specialties: Automation for data analysis, data modelling, data visualisation, data driven decisions, information retrieval, exploratory data analysis.

Work Projects
(in the last 24 months)

<u>Europe's first private satellite operator – consultant.</u>

Portfolio – on-premises and cloud. Transition activities: rehosting, platforming, rearchitecting.

Challenges – migrate infrastructure comprised of thousands of virtual machines to Azure public cloud. Design and deploy PoCs. Design DevOps processes. Help the teams develop cloud skills and capabilities.

<u>Leading bank in Bulgaria, part of a multinational banking organization – in-house.</u>

Portfolio – on-premises and cloud. Transition activities: rearchitecting.

Challenges – due to business drivers the fulfilment of regulatory requirements was delayed and had to urgently be solved. Areas: regulatory reporting, anti-money laundering (AML), anti-fraud.

<u>Leading manufacturer in the Nordics region – contract renewal.</u>

Portfolio – workload and cloud. Transition activities: retaining, rehosting, replatforming.

Challenges – due to business drivers the customer did not focus on the IT environment which resulted in multiple application reaching their end of life at the same time. I inherited the project after multiple attempts to close it were made. I had to overcome lack of credibility. As the deadline approached rapidly, I conducted a workshop with the customer followed by PoC and a pilot. The contract was signed for another five years.

<u>Semi-Government health agency in the Benelux region – contract renewal.</u>

Portfolio – workload and cloud, applications modernization. Transition activities: rehosting, replatforming, revision.

Challenges – migrating an environment that does not fit my company's portfolio to Microsoft Azure. I had to obtain stockholder approval (both internal and external). Identified the gaps and proposed mitigation actions. Conducted a PoC. The contract was signed within the existing MSA.

<u>Government pensions agency in the Nordics region – contract renewal.</u>

Portfolio – workload and cloud, applications modernization. Transition activities: rehosting, replatforming, revision, rearchitect. Building container management platform based on RedHat OpenShift.

Challenges –Due to business drivers – pensions schema change it was determined that the existing rules-based system cannot be changed fast enough to meet the requirements. A solution to enable CI/CD and speed up the application development, deployment and operations was designed. The customer has a bias towards Mainframe and IBM technologies. I conducted a workshop with the customer, followed by PoC. The contract was signed for another five years. The

customer was so happy with the outcome that the contract contains projects to migrate existing applications to the platform and to create a new persistence platform based on DB2 LUW.

Demonstration Projects

Randomness tests: a collection of interview questions that are related to randomness.

Technologies: Blazor, Azure Functions, Azure Container registry, JavaScript, Terraform, GitHub Actions. Implementation on Azure storage account static web site. Deployed via Github actions. Consists of a blazor front page and a collection of azure functions.

Contoso University showcase project for .Net Framework based on the Microsoft MVC tutorial. My implementation uses different approaches compared with the suggested by Microsoft as I find their approach risky for production deployment when using code first migrations.

Technologies: .Net Framework, Bootstrap 4, Entity Framework, Microsoft SQL. Implementation on Azure WebApp + Azure SQL.

EC-TH – Property management platform. The service uses a combination of Razor Views and REST APIs to demonstrate how to modernize applications for scalability and cloud and how to expose services via APIs, what is the difference between XML and JSON, Pascal and Camel notations, Code First vs Database First migrations etc.

Technologies: .Net Framework, Bootstrap 4, Entity Framework, Microsoft SQL, jQuerry. Implementation on Azure WebApp + Azure SQL.

The application was replatformed to use . .Net Core, and the latest version of Bootstrap, EF Core 6. Implementation – Docker containers and SQL as a Docker container or Azure WebApps + Azure CDN + Azure SQL.

FLEET MANAGEMENT – database applications using Oracle 11 XE and Application Express 5. Database design (adherence to DB Normal forms), starts and snowflakes. Creation of tables, indexes, triggers, procedures, sequences, UI. The application is exposed for desktop and mobile. As this version does not support HTTPS a reverse proxy server based on Apache was deployed and configured as a SSL off-loader. Certificates are based on Let's Encrypt. Similar applications include utilities and finance management. All applications feed to a read-only reporting server based on MySQL. Visualisations are created using Power BI.

Showcase projects are available on my Github repository and access to restricted repositories could be granted upon request.

SQL (and Oracle APEX): 5 stars rating on Hackerrank. Username: mggeorgiev. The solutions are available for review.

Certificates

I have a number of professional certificates also available on my LinkedIn profile:

Microsoft Certified: Azure Solutions Architect Expert
Certification Date: Jun 2019 – Expires in December 2023
Microsoft Certified Professional: Architecting Microsoft Azure Solutions
Certification Date: Jun 2018 – No Expiration date
Microsoft Certified: DevOps Engineer Expert
Certification Date: February 2021 - February 2023
Microsoft Certified: AZ-400 Designing and Implementing Microsoft DevOps Solutions
Certification Date: February 2021 - No Expiration date
Microsoft Certified: Azure Security Engineer Associate (AZ-500)
Certification Date: July 2021 - Expires on 13 July 2023
Microsoft Certified: Azure Developer Associate (AZ-204)
Certification Date: March 2021 - Expires on 26 March 2023
Microsoft Certified: Azure Administrator Associate (AZ-104)
Certification Date: Jan 2021 - Expires on 13 January 2023
HashiCorp Certified: Terraform Associate
Certification Date: Mar 2022 - Expires Mar 2024
ITIL® Intermediate Service Transition
Certification Date: Feb 2014 – Present License 1002013033
ITIL V3 Foundation
Certification Date: May 2010 – Present License 00136963
MTCNA - Mikrotik
Certification Date: Sep 2017 – Sep 2020 License 1709NA1759
Splunk Certified User
Certification Date: Mar 2018 – Present License Cert-231017

Intermediate Python for Data Science Course
Certification Date: Jan 2018 – Present License 4813462
edX Verified Professional Certificate for DAT201x: Querying with Transact-SQL
Certification Date: Jul 2017 –
 Present License 2368f398f413451d95ea37188c026a95
Certificate of Completion: C# Tutorial course
Certification Date: Jun 2017 – Present License 1080-697498
edX Verified Professional Certificate for DAT222x: Essential Statistics for Data Analysis using Excel
Certification Date: Jun 2017 –
Present License 68d5c520c5374dcebff6924071ed0df3
Certificate of Completion: HTML Fundamentals
Certification Date: Mar 2016 – Present License 1014-697498
Certificate of Completion: JavaScript Basics
Certification Date: Mar 2016 – Present License 1024-697498
Certificate of Completion: PHP Course
Certification Date: Mar 2016 – Present License 1059-697498
Certificate of Completion: SQL Fundamentals
Certification Date: Mar 2016 – Present License 1060-697498
edX Professional Certificate for Windows PowerShell Fundamentals
Certification Date: May 2015 – Present
edX Verified Certificate for Introduction to Linux
Certification Date: May 2015 – Present