

ANTHONY V. VASCONI

408.981.2939 • tony@vasconis.com

[LinkedIn](#) • vasconis.com • Los Gatos, CA

Accomplished and driven **Project Practitioner** offering a record of transformational success that spans, strategic planning, scaling operations and revenue growth. Expert in leading complex project lifecycles, mission-critical business and IT functions requiring precision, pre-and post-launch product launch, and turn-around delivery. Propel growth by optimizing analytics and delivering substantial improvements for customers and partners. Cross-functional team leader able to motivate and develop talented teams and cultivate strong relationships. Delivered complex HW, SW, HW and SW, SAAS, BPR, and Business Analytics type solutions. Core competencies include:

Client Management • CRM • Technical Leadership • NPI • Business Process • Integration • Scrum / Agile • Cloud Computing • Project Management • ERP • GL • Start-Ups • Solution Acceptance Testing • Data Stewardship and KPI • Data Warehousing Tools • SDLC • Systems Enhancements • Team Leadership • PMP and PMI-AGC Candidate

CAREER HISTORY

SPREZZATURA INCORPORATED, Los Gatos, CA

2017-Current

Freelance Expertise-based Consulting (My Freelance Company. Clients include Socrata Inc. and Itron Inc.)

Projects and Programs: Consulting assignments focused on IT Engineering Fundamentals and Innovation Leadership, and Proof of Concept Deliveries. Exceptional Story Telling. Data Management and Cloud Computing. Business and Subject Expertise. Reports and Dashboards. Represents clients in local, regional, and national industry/public forums. (IoT/ Azure / AWS/ SFDC / SteelBrick / "Block Chain" / Supply Chain)

JUNIPER NETWORKS, Sunnyvale, CA

2008-2016

Develops and markets networking products with \$5.1B in revenue in 2017

Senior Manager, Project Operations: Directed complex reporting and analytics projects for GTM and Customer Service Businesses on a newly implemented reporting platform that I project managed and led (included machine learning). Led, developed and executed the long-term strategic initiative to transform business processes and rejuvenated and customized business-critical processes with a focus on global cross-functionality. Migrated business applications from onsite data center locations to new hosted centers. (Siebel 7 to 8 / Oracle 11iR12 / SFDC / Agile and Agile (Scrum) / AIX / SAP / PeopleSoft / SFDC / Hana / BI / OBIEE / JIRA / Tableau / Hadoop / Altryx / MSSQL and MS Dynamics / CPQ / MS Office / Confluence / CLM / Java)

- Identified inefficiencies within the reporting environment capping growth and resolved by streamlining business reporting (BRD) and connecting business functions to a single reporting platform.
- Implemented cloud-based data visualization and analytical tools and enabled 3,000+ users to reduce cycle times and accelerate data-based decision making (LMS tools used).
- Provided state-of-the-art reporting visualization that improved monitoring, generated actionable data, investigated trends, and increased transaction velocity, including cost/benefit analysis.
- Served as a subject matter expert on service renewal and trained teams on best practices.
- Delivered improved enterprise solutions by implementing and validating core business applications.
- Executed high visibility projects including CRM, CPQ, CLM, and Case and Service Management tools featuring master data management, opportunity and quote management, contracts management, standard and advanced customer services, and data driven solutions replacing obsolete tools
- Led all levels of testing and provided oversight of change management and technical components.
- Engaged stakeholders on custom and OOB solutions to replace the legacy solutions

CIPRICO, INC., Los Gatos, CA/Minneapolis, MN

2006-2008

Designs and manufactures storage solutions, later acquired by Dot Hill

Director of Projects: Envisioned, initiated, and implemented complex projects to transform business processes spanning manufacturing, operations, and NPI using IT systems. Engaged third-party solution providers (ISV's and SI's). (Siebel 6 / SAP R-3 4.7/ Vantage / Oracle10 to 11i / REI systems / NPI / MSSQL / use of Scrum tactics)

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- Achieved ISO re-certification status and established strategic offshore manufacturing relationships.
- Identified areas for improvement within the management of component engineering.
- Oversaw product solutions regulatory and certification projects in alignment with industry standards.
- Ensured highly competitive approaches to pilot and phase one product runs by realizing reference designs for subsystem and chassis products, developing manufacturability, and supporting business operations that enabled copying and distribution to tier one contract manufacturers.
- Propelled the cost effectiveness of operations and drove customer satisfaction by increasing quality and productivity and promoting consistency of internal cross-functional processes.

OMNEON VIDEO NETWORKS, INC., Sunnyvale, CA

2004-2006

Delivers network media storage and networking solutions, later acquired by Harmonic Inc.

Lead Project Consultant: Led design and delivery of long-term, turn around type, CRM/ERP systems that optimized the interactions between the client and the business. Improved business processes related to quote to cash, SCM, and service, sales and marketing, revenue reporting, and capacity analysis and planning.

- Identified areas for performance improvements and crafted the implementation roadmap.
- Directed requirements gathering, critical evaluations, and gap analysis.
- Drove improvements to account management and revenue achievement through better sales metrics, predictable forecasting, and enhanced customer relations.
- Fostered global third-party developer teams (ISV's and SI's). Interfaced with teams of business owners, software, hardware, and mechanical engineers to develop workflows and determine supply chain rules.

PALM, Santa Clara, CA

2003-2004

American-owned manufacturer of personal digital assistants (PDAs)

Engineering Manager and Project Consultant: Project managed the “proof of concept” of a new wireless PDA product that leveraged mobile operating systems with innovative telecommunication features. Integrated third-party service contributions into the standard product portfolio. Coordinated mechanical and PCBA engineering professionals and hardware/software engineers to design and implement product components. NPI.

- Gained in-depth expertise in emerging mobile device market and researched price and margin.
- Turned around the efforts to develop proofs of concept with minimal viability requirements based on referenced designs of subsystems and enclosure that were later adopted.

PCTEL, INC., Cupertino, CA

1999-2003

Designed soft modems, later acquired by Conexant Systems, Inc. for \$22M

Principal Engineer and Product Line Manager: Led the strategy, development, and execution of all facets of multiple product line activities including revenue management, margin analysis and performance, manufacture, development, and EOL for modem access products. NPI. PCBA Process and Test.

- Drove business units in the launch and delivery of new high-margin products aligned with new product technology roadmaps including solutions into new vertical and existing global channels.
- Delivered \$80M in annual revenue by optimizing product line management.

Additional: Project Director, Nextel, Senior Program Manager at C-CUBE Microsystems, Program Manager at ICTV, Inc., Senior Business Planner for Performance Semiconductor, Inc., PCBA Process and Test, and honorable service as a Captain in the U.S. Army. Spanish, conversational in German and Italian languages.

EDUCATION

Graduate, University of Maryland
Under Graduate, University of Santa Clara