François Encrenaz

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"If I had asked people what they wanted,

they would have said faster horses. — Henry Ford"

Presales – Technical Solution Architect – Account Manager
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PROFILE

An analytical thinker who effectively conveys customer information verbally and in writing.

With successes in architecting, designing solutions to achieved development and implementation of Datacenter, Cloud and derivate digital solutions.

Dynamic, communicative and intuitive, a relationship-builder able to establish and sustain relationships with internal teams, clients, partners, include cultural sensitivity able to build rapport with a diverse workforce in multicultural settings to achieve an outstanding result in complex, competitive environment.

Goal-driven leader and a resourceful team player who maintains a productive climate and confidently motivates and coaches employees to meet high-performance standards.

EDUCATION AND SKILLS

Soft Skills

- ✓ Pre-Sales skills: create offers and quotes, presentations, and solution development, RFI RFP response.
- ✓ Manage all technical aspect for customers, pre-sales, post sales and ongoing support plus product development.
- ✓ Manage partners and teams, develop, leads product promotion.
- ✓ Native French, professional English, German learning process.

Technical Skills

- ✓ Datacenter, server (HPE, DELL-EMC) and storage (DELL-EMC, HPE. Cisco) Hyperconverged solution, Disaster-Recovery, Colocation, Managed-hosting, Managed-Services, Hybrid-cloud solution, Network: Switch and router IDS-IPS, WAF, CDN, GSLB
- ✓ Cloud computing architecture (AWS SA, Azure, IaaS, Backup as a Services DBaaS StaaS, PaaS, SaaS).
- ✓ Relational Database SGBD (Oracle, MySQL, PostgreSQL, RDS) NOSQL.
- ✓ Hashicorp Terraform scripting (AWS and Azure - JSON scripting).
- ✓ Operating System scripting (Linux, Windows, Azure rm (cli), AWS CLI CloudFormation).
- ✓ Design architecture, Consulting, Team management, lead.
- ✓ Web Application, Disaster Recovery, High availability, and Backup Solution Development.
- ✓ Design, implementation of Complex infrastructure.
- ✓ Trained and experienced on several technology.
- ✓ HP-UX, Tru64 and Linux engineer (programming, bash scripting) (15 years).
- ✓ Virtualized Solution and infrastructure (HPUX Integrity VM, VMware ESX, Microsoft HyperV/ VSphere/ Open Stack).
- ✓ Virtual Machine concept, Virtual Partition implementation, VSE.
- ✓ Administration and troubleshooting, scripting.
- ✓ Clustering Solution/ Metro cluster knowledge, with SAP interaction.
- ✓ SAN, LAN.

Education

2021: One Step Beyond 2 months Azure training Windows Virtual Desktop business development.
2018: Azure Training in Lyon @global knowledge 7 days M20533.
2017 AWS Certified Solutions Architect – Associate L31XPRS11EBEQEWH , (9 days training in Paris).
2016 OpenStack MCA100 Associates Certification training, Linuxacademy.
1995-1997: BTEC National Diploma (French BTS) industrial computer maintenance, CF Mulhouse. 1995:
BTEC Higher National Diploma (French Bac Pro) electronic /electricity Cruseilles.

Awards

- ✓ Received a Verizon Ovation award for the development of the Cloud business in Switzerland.
- ✓ Elected as HP EMEA Key Talent in 2010.

Since November 2019 – Hitachi Vantara – Geneva.
Cloud Pre-Sales and Solution Architect.

Develop strong relationships with partners, account managers, pre-sales and internal organizations to develop operational plans to increase market share on Cloud infrastructure proposal and Cloud migration.

Support Swiss marketing event including customer visits and development of account management and presales.

Provide Demo, POC, technical presentation of Cloud architecture, migration and deployment on Azure and AWS.

Reply to customers and partners' requirements following requests for information and proposal, response to RFI, RFP.

Provide proposal and quotation (SOW) including analysis of different technical propositions.
Provide assessment for migration, "Cloudscape Risc, Device42" of applications including TCO ROI.

2018-2019 Amaris – (Geneva).
Project Manager for Rolex S.A.

Worked for a major watch Geneva group (**Rolex**) **as Project Manager and Consultant** responsible to release and manage the RFP for IT transformation of the brand affiliates create selection criteria and audit the for IT transformation provider selection.

Lead and Manage several other projects, VDI implementation (HCI vxrail), (backup startegy betweeen remote site), (viprion f5 replacement).

2018, S-IT – Petit-Lancy – (Geneva).
Pre-Sales Cloud and infrastructure.

Design, implement and develop Cloud solution on AWS and Azure.

2011 to 2017, Verizon – Plan-Les-Ouates (Geneva).
Cloud lead Senior Pre-Sales Engineer.

- In collaboration with sales and business account management, engage, design, develop Cloud and IT solutions for Swiss and French market, for customers and partners
- Covering overall cloud and Datacenter portfolio (IaaS, DBaaS -Oracle-, StaaS, Managed- Hosting, Managed-Services, Managed Cloud, Colocation, Virtual Private Cloud, Cloud Disaster Recovery, OS, databases (Mysql, Oracle, Sql, Cassandra, etc...).
- Provide business, technical, and product knowledge in support of post sales activities in order to ensure customer satisfaction, manage demo, POC, escalation, presales, after sales, and ongoing support
- Local responsible for Swisscom partnership for Cloud portfolio, including common response of RFP, RFI.
- Manage deals including integration and engagement of different teams and partners, (Professional Services, Network provider, Managed Services, Project management, Services Partners).
- Train Internal Sales Engineer and Verizon Business Solution Consultant for promoting and selling Cloud portfolio.
- *Selected Achievements:*
- In Collaboration with Swisscom develop and architect an Openstack solution based for Hong-Kong for special customer of Swisscom.
- Lead, design, develop, and manage the build of a Cloud infrastructure (IaaS) (200 VM) now runs thousands of security sites around the world, doing presales, after sales managing weekly review and product promotion.

- Sale the First Verizon Cloud (former Terremark) solution in Switzerland for customers (FIBL) then (Interroll) and (Imad Geneva).
  Sale the First Verizon Cloud Solution for France (ThecallR) and (Biomerieux).
- Manage and sale migration between cloud solution (Interroll) (FIBL) (TheCallR) (Nestle) on Enterprise Cloud.
- Leads partnership and establish relationship between Verizon and Swisscom, to address the market in an efficient manner to promote and develop both portfolios.
- Give several trainings to Business Solution consultant in France on Cloud offering.
- Interacting with all the team in, sales Verizon (management, operations, professional services, and partners) and received a "Verizon Ovation award" end of 2013.

Hewlett Packard Enterprise

2005 to 2011, Hewlett-Packard - Geneva.
Technical Consultant / Team Leader / Presales (simultaneous position).

- Leading a team of 9 people to develop and propose the HP portfolio, in parallel continue to be a technical consultant, and presales, working closely with Swiss local HP management.
- Established customer relation, respond and understand to customer's needs.
- Propose and design new solution including new technology ex: (Could Computing HP cloud matrix, Blade infrastructure).
- Give onsite consultancy for specific development. Advising clients on product, positioning and new product development, for the Industry Standard Server (x86) and Business Critical Server world (IA64).
- Lead Teams and implement specific environment based on developed solution, following targeted goals, time and budget.
- Manage team development to follow IT need (training, advising).
- Presenting creative ideas and pitching for new accounts, create specific presentation, including analysis of TCO ROI.
- Participate to solution elaboration in the sales team including solution design and presentation with comparison and associate cost, work in agile way to figured out the customer need and expectation.
  Selected Achievements
- Build design in collaboration with HP engineering a worldwide leading implementation of an HP-UX/SAP solution based on HP-UX virtualization for a Major fragrance perfume customer based in Geneva. (Firmenich) cover the following SAP instance (dev, qal, prod, reg).
- Implements and configure the first Worldwide Integrity Virtual machine cluster
- Lead and managed a 6 people's team to, install and configure ~120 HP-UX systems (VPAR & VM in SAP configuration) with Metro Cluster, based on 30 High-end HP servers.
- Delivered on time and adapt to all customer need during all phases of the project, that include modifications and new needs, follow weekly review and report management.
- Post-consultancy, modifications, migrations, optimisation of the project are ongoing activities.
- Referenced by HP, recognized by a HP awards.

2003 to 2005, Hewlett-Packard - Geneva.
Mission Critical Engineer/ Solution architect.

- Develop, lead migrations and implementations of Tru64 Unix customer around the world. Deep analyse and understanding of the needs, high troubleshooting level, high knowledgeable skills in the Tru64 area. *International Experience:*
  Achieved with success around 10 critical missions around the world (Morocco, Guadeloupe, Bahamas, Mozambique, Ireland, England etc….
  Selected Achievements
- Morocco (Casablanca) developed and implements a complex migration HW and SW. This
  Telecom infrastructure was billing the overall communication for Meditelecom.
- During 3 months implement a local POC in Geneva, run a remote test and verification by all the customer party.
- UAG University Antilles and Guadeloupe, install et configure a HPTC server environment for development and specific research
  Mozambique (Mcell), analyze situation where systems was facing a high level of crash give recommendation to modify

the datacenter, maintenance and operation of the servers.

2001 to 2003, Hewlett-Packard - Geneva.
System Manager, outsourcing for HP.

- Implement and configure a Cluster Farm of 1440 server for "Geneprot" and a LIMS infrastructure of 5 clusters on Tru64 and trucluster OS. Deliver daily administration of the infrastructure with specific needs.
- Manage 3 people teams. Implement change management and relation between HP engineering and the customer.
  Selected Achievements:
- Manage and follow 66 Escalations to HP engineering. Including patch management.

1999 to 2001, Hewlett-Packard - Geneva.
Tru64 UNIX Specialist.

- Implement and configure Tru64 and Trucluster server in a complex SAN environment.
- Migration, system assessment and performance analysis.
- Tru64 Unix support.

1997 to 1999, Hewlett-Packard - Annecy France.
System Engineer.

- Customized system implementation following requested needs of the customer;
- Tru64 and related software integration (san, lan, installation and configuration, Tru64 V4 Unix cluster

TRAININGS /CERTIFICATIONS

2019: Project Manager general training Prince (PDCA, Gantt, PERT,etc…)
2018: **Azure Training** in Lyon **@globalknowledge** 7 days M20533
2017 Devops training (Docker, Ansible, Git, Puppet, Jenkins), Linuxacademy
2017: AWS Certified Solutions Architect – Associate L31XPRS11EBEQEWH
2017: **Training AWS, Base and Architecture, Professional (9days) @globalknowledge in Paris**
2016: OpenStack MCA100 Associates certification training, Linuxacademy
2015: Openstack, Verizon internal training
2015: VDMS (Edgecast CDN)
2014: Verizon Cloud compute and Verizon Cloud Storage
2013: DBR (Distant Data Backup and Restore solution) (ASIGRA)
2013. EMC and VCE portfolio general training (Vblock, Vlpex VNX, VMAX, ISILON)
2013: Virtual disaster Recovery of Terremark (ZERTO)
2012: Standard internal internet training (CDN, firewall, load balancing, GLB, web performance "keynote")
2012: Terremark internal security training (Imperva, Akamai, WAF, sql injection)
2011: Enterprise Cloud (Terremark) overall training (automation, orchestration)
2010: Value based Consulting (HP).
2009/2010: HP Key Talent program, EMEA 1 year development program.
2009: Vsphere 4 training, update on HP Matrix and cloud solution.
2009: Vmware infrastructure v3.5.
2009: Project Management fundamentals (HP).
2009: Sun Solaris 10 on x86.
2008: Technology Summit 2008, Xen /Vmware.
2008: Blade c3000 and c7000 course and Virtual Connect flex10, flex fabrix, HP Matrix.
2007-2008: Professional Development Program: 12 day of soft skills (6 x2 days) (becoming a trusted advisor/ Relation-based selling & Negotiation skills/ Collaborative Consulting skills / change and execution skills/ Fine Tuning our Personal skills/ Accountability and Graduation.
Course effectuated by "triplewin consulting".
2007: Itanium Blade enclosure Bl860c installation configuration, Lyon.
2007 HP Virtual Machine 3.0 update (HP-UX) Nice.
2006: HP Virtual Machine 2.0 update (HP-UX) Nice
2006: Sap extension for Service guard HP-UX Lyon.
2006: Metro Cluster (HP-UX) Lyon.
2006: HP-UX MC Service Guard (HP-UX) Paris.
2006: Hp integrity Virtual Machine v1.0, v1.2. Nice.
2005: HP Data protector level 1, Paris.
2005: Enterprise virtual array (EVA), Paris.
2005: Linux and San level 1, Lyon.
2005: VERITAS Vxfs/vxvm (internal HP-UX).
2004: Itanium middle Range system (rx2620, rx4640, rx7620, rx7640,rx8640).
2004: Itanium High-end (Superdome).
2004: EFI (boot itanium).
2003: HP-UX administration and configuration for experienced administrators, Paris.
2003: Linux Red hat/Suse administration (level 1).
2002:Oracle PL/SQL (Oracle Paris).
2002 Oracle base (internal course Paris).
2002: Alphaserver GS series.
2001: Accredited system engineer Tru64 certification.
1997 to 2001: Full Tru64 Curriculum:
      (Internal, tuning, performance, administration, network).
1997: Specialization (license) on network and Linux, Windows NT, CF Mulhouse.
1995-1997: BTEC National Diploma (French BTS) industrial computer maintenance, CF Mulhouse.
1995: BTEC Higher National Diploma (French Bac Pro) electronic /electricity Cruseilles

Hobbies:

- Traveler, (I love to discover world and other culture).
- Sport: microlight air pilot, ski, bicycle, fitness, Stock market, financial newspaper, member of different associations, etc…