

Laurent BERNARDI

Cloud Solution Architect / Offering Manager

46 years old

Married, 3 Children

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Technical Strengths

- Cloud Architectures (Public, Hybrid)
- Digital Workplace
- Mobility technologies
- Unified Communications technologies

Human Strengths

- Pre-sales activities
- Full life cycle Product Management
- Direct and Cross-Functional Team Management
- Management by influence

Spoken Languages

- ✓ French (native language)
- ✓ English (fluent)
- ✓ Italian (B1+)

Hobbies

- Apnea
- Modern art
- Skiing

- 18 Months as **Cloud End-User Workplace (intelligent collaboration services) Offering Manager, DXC** [2017-Now]
 - Roadmaps ownership
 - Service development accountability
 - Technical Architecture
 - Cost models developments
 - Delivery and sales readiness
 - SLAs/ SOWs Readiness
 - Pre-sales activities and pursuits participation for large customers
 - Partners management
- 4 years as a **Cloud** (Microsoft Office 365 and azure, Google apps for business) **Transformation Architect, HPE** [2013 - 2017].
 - Technical Architecture Ownership
 - Pre-sales activities for medium to large customers
 - Solution proposal (Technical Design, Costs)
 - Transformation team roles identification and setup
- 5 years as **Cloud Unified Communication Architect, HP** [2007-2010 / 2010-2012]
 - Global Service creation
 - Global Pre-Sales support
- 1 year as a **Global Problem Manager (ITIL)** for a large distributed company (80 k employees), HP [2010 – 2011]
- **Company Co-founder** [2007]
Craftsman's Web and automation tools
- 4 years as **EMEA Service Web apps support team Manager, HP** [2002-2006]
12 people (Germany, France, UK, Sweden, and India), 24*7 support
- 3 years as **Technical Account Manager** (messaging/ OS/ applications/ storage) [1998-2002]

Education:

1998 - Engineering degree (MS) in Signal and Image processing,
Telecom-Physique Strasbourg (Concours Telecom)