

Nestore Paolo Fantuzzi

IT Managing consultant

pfantuzzi@libero.it

Summary

I graduated in electrical engineering from Bologna University in 1994. I was immediately employed at EDS Italy SpA where I acquired considerable expertise on the architectural middleware platforms and SW development.

In 2000, I was hired by a SW house where I was in charge of the Microsoft competence center and I managed SW projects. Then (2003) I worked on SW automation process technologies (EAI and BPM), developing markets and orienting the company's management.

In 2005 I was appointed to business development of the Italian insurance market, I acquired skills on "Corporate Performance Management", developing a market research. I also wrote my first book.

In 2007 I was hired by IBM Italy SpA as an expert consultant on the applications architecture and "IT Services Management" processes. I'm certified ITIL Expert (2010), COBIT (2009) and experienced PM. Since I have managed several Governance and Security framework adoption projects, I have become IBM "Expert Project Manager".

I participated in an internal research lead by the IBM Academy of Technology about "governance practices of Service Oriented Architecture" (SOA). This experience made me write the second book, which was used by IBM Italy in the course of several initiatives.

During 2009-2012 I was first appointed as "Technical Advisor" and finally as "Associate Partner" for Energy and utility markets.

I was frequently involved in "Cloud Computing" initiatives, so I supported IBM Italy Cloud Sales manager and performed engagements. In the last years I have been a member of the European CC Advisory team and have developed several value propositions.

In the last years I also was involved as PMO (I'm certified as Project Manager) in an international DC moving projects performed by a world wide Banking groups.

Experience

IT certified (CMC) Managing consultant at IBM Italia s.p.a.

February 2007 - Present (7 years 11 months)

PMO on DC migration international project

Disaster Recovery Governance solution designer.

IT Service Management (ITIL, COBIT...) consultant.

Cloud consultant

SOA Expert consultant.

IT Security services consultant

4 recommendations available upon request

ITS Associate Partner on Energy & Utilities market at IBM Italia s.p.a.

September 2011 - January 2013 (1 year 5 months)

Manages the relationship with specific clients and is responsible for defining, developing, and delivering transformational solutions to those clients. The AP is assigned by Industry and may also provide sales expertise. The AP oversees education and development for the practice resources.

Business developer at Tas group

March 2005 - February 2007 (2 years)

Business development on Insurance market - SW solutions.

Manage marketing initiatives.

Developed value proposition about "Corporate Performance Management".

Developed value proposition about Enterprise-wide Risk Management solution.

1 recommendation available upon request

Center Of Competences responsible at ds Data Systems SpA

April 2000 - March 2005 (5 years)

EAI/BPM middleware platform value proposition responsible (developed partnerships and solutions).

SW IT solutions designer and PM.

Technical pre-sales support.

HR responsibilities (scouting and skills improvement).

2 recommendations available upon request

Technical pre-sales, SW Developer at EDS Italia SpA

March 1998 - March 2000 (2 years 1 month)

SW technical advisor, project leader, DB administrator.

Technical SME, support, consulting.

1 recommendation available upon request

SW developer at EDS Italia SpA

March 1996 - March 1998 (2 years 1 month)

Develop Screen scraping engine based on HLLAPI library and SNA Server service to connect legacy banking platform with windows NT middleware platform build in EDS team 'AMICO'/'SINAPSI', an outsourcing project with CREDEM and BNL banking company

Skills & Expertise

IT Strategy

Cloud Computing

IT Service Management

IT Management

Project Management

Pre-sales

ITIL

SOA

Security

Software Project Management
Governance
Software Development
Service Management
Enterprise Architecture
Visual Basic
Management Consulting
Change Management
Management
Integration
Web Services
SQL Server
IT Governance
Microsoft SQL Server
Disaster Recovery
Process Engineering
Problem Solving
Team Leadership
Windows
HTML
C
JavaScript
.NET
SAP
Databases
Customer Relations
Energy & Utilities
Smart Grid
INTEGRIS
Power Distribution
Business Management
Microsoft Technologies
Sales Presentations
Quality Auditing
Quality Management
Energy Industry
Security Management
Data Center moving

Publications

“Introduzione alle SOA: panoramica e direttive per uno sviluppo sostenibile delle soluzioni informatiche in scenari complessi”

HOEPLI - ISBN: 88203381831 June 15, 2008

Authors: Nestore Paolo Fantuzzi

Vi sono diverse congiunture che giustificano l'interesse che le discipline d'integrazione e cooperazione stanno suscitando da qualche anno tra gli addetti ai lavori IT. I diversi acronimi di mercato con i quali queste sono espresse (EAI, BPM, Web Service, SOA, ESB, BPEL) compaiono quotidianamente sulle riviste di settore. Occorre far chiarezza. Il paradigma dei serventi distribuiti emerge e pare in grado di coltivare al meglio il valore dei servizi IT e dei processi aziendali. La densità informativa che caratterizza i servizi offerti dall'IT è colta come un aspetto della competizione dal senior management. Occorre governarne lo sviluppo perseguendo le architetture in grado di soddisfare la domanda di servizi e l'economia della loro gestione. Storicamente chi ha a che fare coi sistemi informativi ha sempre dovuto confrontarsi con politiche d'integrazione. Dagli albori dell'informatizzazione i sistemi hanno, prima o poi, dovuto affrontare anche problematiche di interoperabilità; i primi mainframe isolati e attentamente custoditi da pochi tecnici hanno via, via, ceduto terreno a sistemi middleware più spartani ma molto più diffusi. La nascita d'infrastrutture e canali che offrivano "a basso costo" tali opportunità ha reso questi sistemi in grado di cooperare. Nasce quindi una nuova famiglia di prodotti e soluzioni informatiche che a partire dai primi anni del nuovo millennio sta diffondendosi rapidamente. Questa evoluzione fornisce un nuovo modo di cooperare tra aziende, tra istituzioni, tra sistemi ed utenti. Il libro offre tutte le dimensioni di analisi delle architetture trattate; si descrive l'evoluzione storica, si fornisce un ricco approfondimento tecnico, si descrivono gli impatti organizzativi e le motivazioni operative e strategiche che hanno contribuito al successo dei diversi acronimi citati.

“Corporate Performance Management per lo sviluppo del valore; come realizzare un sistema informativo direzionale a metriche complete e bilanciate. esempi ed evidenze sulle assicurazioni”

HOEPLI - ISBN: 8820338629 May 1, 2007

Authors: Nestore Paolo Fantuzzi

In azienda il top ed il middle management orientano le loro attenzioni su diversi obiettivi e diversi orizzonti temporali. Ne deriva come nelle attuali "arene di competizione" queste anime debbano fondere i loro strumenti e adottare pratiche cooperanti. Nasce così una "nuova" domanda di meccanismi, di sistemi e di metodologie che portano alla realizzazione del sistema direzionale descritto nella disciplina del Corporate Performance Management (CPM). La conduzione strategica d'azienda avverte infatti la necessità di incrementare il "valore" in quanto significativo fattore competitivo in una prospettiva di value based management. Il libro introduce e descrive questo valore competitivo e offre una panoramica sugli attuali sistemi direzionali (pianificazione, controllo di gestione e metriche) e sulle loro tendenze evolutive fatte proprie dalla disciplina CPM. Ne viene così fornita una descrizione pragmatica al fine di disegnare un sistema informativo di direzione aziendale "al passo coi tempi". Conseguentemente il testo approfondisce le emergenti tematiche di monitoraggio delle performance, illustrando come realizzare un connubio tra le misure quantitative (tipicamente analitiche e contabili) e qualitative (operazionali e di mercato) tramite la realizzazione di una metrica direzionale sviluppata come una gerarchia di Balanced scorecard. Il testo si

rivolge a Responsabili di pianificazione e controllo, Internal auditor, Risk manager, Board e Senior management (CEO e CFO), Responsabili dei processi e dei sistemi.

Market research on the directional informative systems and the governance platform, published on the magazine

ASSICURA July 15, 2006

Authors: Nestore Paolo Fantuzzi

... una fotografia del Corporate Performance Management nelle compagnie assicurative del middle target italiano...

Education

IBM

Certified Experienced PM, Project Management, 2007 - 2014

Grade: Certified Experienced PM

Activities and Societies: Advisory Project Manager at the Experienced level in the IBM Career Framework

APMG/QUINT - ITIL V3 Expert

Certification, IT Service management, 2009 - 2010

Grade: ITIL V3 Expert

Activities and Societies: Performed 7 years of advisory activities in Italy companies

ISACA - COBIT Foundation

Certification, ICT - Governance adoption, 2009 - 2010

EXIN/QUINT - ITIL Service manager

Certification, ICT Process and Service management, 2008 - 2009

International Council of Management Consulting Institutes

Certified Management Consultant (CMC) qualification, Advisory services, 2007 - 2009

Grade: Affiliation

Activities and Societies: www.ICMCI.org

EXIN - ITIL Certification

Certification, ITIL Foundation, 2007 - 2008

IBM Certified SOA Solution Designer

Certification, Architectural Design of SOA Solutions, 2007 - 2007

STOGEA School of management

Master, MBA, 2006 - 2007

VITRIA Technology

Vitria certification, Businessware 4 Essential Developing with Businessware; EAI and SOA Technology (V42-200r), 2004 - 2004

Microsoft

Microsoft certification (70-087), Web application and services, 1999 - 1999

Università di Bologna

Master of science (MS - Laurea), Electronic engineer, 1987 - 1994

Courses

IT certified (CMC) Managing consultant

IBM Italia s.p.a.

Cloud Consulting Enablement Session, Frankfurt, Oct
17th/18th, 2013

Cloud Service Delivery

ITIL Foundation

ITILSDIT

ITILSSIT

COBIT Foundation

FITIC - Fundamentals of IT Infrastructure Consulting

IBM SOA Solution designer

PM54G, Project Management Orientation

ISO01 - ISO9001

IBM Emerging Leaders Program Orientation

GTSSP740 - DCS - Data Center Strategy

IBM - Corso Sicurezza delle informazioni

Infrastructure Strategy and Planning for Cloud
Computing

SW developer

EDS Italia SpA

Microsoft certification (70-087), Web application and
services

Center Of Competences responsible

ds Data Systems SpA

PMBOK Project management

Languages

English

Nestore Paolo Fantuzzi

IT Managing consultant

pfantuzzi@libero.it



8 people have recommended Nestore Paolo

"Goal oriented, focused and dedicated are just a few attributes to describe Paolo. He has shown the ability in understanding the customer environment, managing the complexity and creating valuable propositions for the customers. He motivates everyone around him."

— **Gianmarco Bottura**, *IT Strategy and Design Consultant, IBM Italy - IT Strategy and Design Consultant*, worked directly with Nestore Paolo at IBM Italia s.p.a.

"Great Consultant, Good Business View, Nice teammate"

— **Gianluca Cighetti**, *IT Manager Consultant Unit, IBM*, managed Nestore Paolo at IBM Italia s.p.a.

"I had the pleasure to work with Paolo Nestore and I appreciated a lot his skills, his attitude and his approach to qualify customers needs. He was a well appreciated Consultant."

— **Mariano Ammirabile**, *middleware services leader, IBM*, worked directly with Nestore Paolo at IBM Italia s.p.a.

"Paolo is a superior contributor to everything he is involved in. He has shown strong competences in service management and service-oriented architecture Paolo has a natural skill to put different, and either somehow discording or seemingly unrelated, facts and themes into perspective with an excellent ability to build sound value propositions and solutions to real and complex problems. Paolo is a highly innovative person with strong determination and passion for his clients' success. He develops trusting relationships with the people he works with and establishes strong and long lasting partnerships with clients based on trust, credibility, and relevance."

— **Anna Ottobelli**, *Distinguished Engineer, IBM*, managed Nestore Paolo indirectly at IBM Italia s.p.a.

"Paolo have a tremendous capacity to reach the objectives in which is involved. High technical competencies and a strong know how on business processes are the major characteristics of Paolo's professionalism."

— **Maurizio Pontremoli**, *Director, ds DATA SYSTEMS*, managed Nestore Paolo at Gruppo NCH

"I worked with Paolo for 5 years; he's very trustworthy person. He 's advanced in business idea and he has excellent technical skill. With a powerful personality he work well in business critical situation."

— **Mario Verini**, *Analyst, DS Datasystems SPA*, reported to Nestore Paolo at ds Data Systems SpA

"Paolo has a natural talent to understand technology and business situations. He is able to build strong relationships with colleagues, customers, partners. He achieves the goals thanks a very impressive way to build solid projects compliant with customer's and companies' business needs."

— **Mauro Pugliese**, *Country Manager, Vitria Technology*, was with another company when working with Nestore Paolo at ds Data Systems SpA

"The time I worked with Paolo in EDS, he always demonstrated a strong technical background and was an open minded solutions finder, he was always present for all members in the team and had an easy way to cooperate with others. The way Paolo worked, always putted the customer in the centre and this way he added very important value to actual project. I strongly recommend Paolo."

— **Henrik Baastrup**, *Systems Engineer, EDS (Electronic Data Systems Italia)*, worked directly with Nestore Paolo at EDS Italia SpA

[Contact Nestore Paolo on LinkedIn](#)