



# Stefano Zingarini

Solution Architect - Product Manager - Computer Engineer - Professor

## Residence

Pisa - Toscana

## Email

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## Website

<https://www.xiaprojects.com>

## My profile

IT Solution Architect ready for Enterprise and Consumer, specialist for mobile-cloud projects.

In almost 20 years of career I managed technical-architectural aspects to become fully responsible for the architecture and then achieved managerial positions.

My strength is versatility, which enables me to face management challenges keeping in mind the technical and organizational needs/costs.

This mindset is very useful on technical governance responsibility roles.

To achieve an objective, the role of facilitator, especially in large work teams, is essential. This is why I being a leader, my soft skills, my experience and expertise in Agile and PM have determined the success of the projects that I have followed in recent years.

My latest experience is technological innovation manager (Pisa area) for the realization of CPQ software products oriented to mobile devices, Enterprise sector.

## Key points

- ✓ Enterprise Mobile & Cloud Specialist
- ✓ Teacher to Università di Pisa: App Enterprise Architectures
- ✓ Project Governance, Technical Team Leader & Facilitator
- ✓ Product Owner with strong experience in App Mobile Consumer and Enterprise: 200+ Consumer App, 20+ Enterprise App
- ✓ Softskills: Team Leading, Planning, Risk Management
- ✓ 15+ years Mobile experience

Name, Surname **Stefano Zingarini**

**Residence** Pisa, Tuscany  
**Email** stefano@xiaprojects.com  
**Passport** Italian  
**Birthday** ##/##/1980  
**Sex** Male  
**Driver license** B  
**Contract level** QUADRO

## Occupation field

Product Manager and Solution Architect of mobile projects both B2B and B2C  
IT consultant with specialization in Enterprise Cloud and Mobile infrastructures  
Innovation and R&D in the field of mobile devices and pervasive consumer technologies  
Tutor and university professor at the University of Pisa (Collaboration for Industry 4.0)

## Professional experience

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### **Apparoud, Inc. / Chief Software Architect / Innovation Evangelist**

2009 - PRESENT, PISA, Level: QUADRO

Product company, sales force solutions like CPQ, Quoting, Contract, Business Intelligence Dashboard, Sales Workflow:

- Governance and development Mobile Cross-Platform Enterprise
  - **Gartner Magic Quadrant of commercial CPQ**
  - 10+ Enterprise solution: sales force tools and KPI
  - World-wide distribution up to 37 different countries
  - 50.000 daily active users
  - Salesforce, 1SF, Siebel, ESB, Zapier Integrations and automation
- Responsibility for design Architecture and Infrastructure
- Design & Innovation Mobile Apps for all devices (Android, iOS, Tablet, Smartphone)
- Team Manager R&D InHouse e Outsourcing
- Technical Analyst, Architect, Deploy automation, Cloud Infrastructure high availability (Microsoft Azure Cloud, Elastic Stack, Kibana)
- End-to-End Build Automation using DevOps patterns (TFS, Docker, GIT Submodules)
- Scrum Master, Enabler and Product Owner using Agile methodologies Kanban, Scrum
- Developer Code Review and development KPI analysis (ex. code coverage)

### **Università di Pisa / Enterprise Mobile Application Class Teacher**

2012 - PRESENT, PISA <https://www.di.unipi.it/it/didattica/masterapp>

- B2B and B2C Mobile Architecture with Mobile and Cloud Infrastructures
- Software Infrastructure with high availability and cloud scalability
- 3rd parties integrations: SAP, Siebel, Oracle, SingleSignOn, Identity Management, Salesforce, Azure Cloud, Amazon AWS Lambda and Cloudfront
- Security and Bigdata storage, Elastic Stack

## Professional experience

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### **Formatica SRL / Mobile Application Development Teacher**

2013 - 2014, PISA

- Mobile Development Android, iOS, Windows Phone, Windows 10, Blackberry

### **Consorzio Pisa Ricerche / Team Leader R&D**

2007 - 2009, PISA

- R&D 20 developers manager
- Develop and deploy of italian university IT services
- Prototyping and deploying of Point of sale POS embedded hardware
- Java and C++ Compiler for embedded devices Ingenico, Sagem Monetel, POS
- Smartcard and Javacard authentication and digital signature

### **Intellimaker srl / Senior Fullstack Developer & Researcher**

2005 - 2007, PISA

- Development of Web 1.0 and 2.0 technologies (Responsive mobile)
- Development of private servers with microservices
- PDF Document generator with load balancing nodes
- Deploy automation using Windows NSIS and Autoinstall for Windows Server
- Windows CE (Compact Edition) Mobile App C++ and .NET Framework

### **XIAPROJECTS SRL / Innovative Startup**

2000 - PRESENT, LUCCA <https://www.xiaprojects.com>

Innovative startup with the goal of being a product company for digital solutions oriented to the tourism sector, fine arts and social for the consumer world. (B2C)

- Design and consulting on the implementation of mobile services and applications (all platforms) support and marketing strategies for Store Mobile
- Implementation of over 200 applications for the B2C consumer world available on Store Mobile and Desktop (over 2 million downloads)
  - Multilingual and multi country chat with high scalability and sharding
  - Mobile commerce of food & drinks typical products and guided tours
  - Itineraries, Sports, Navigation, Augmented reality
  - Wine tasting
  - Proximity marketing using Bluetooth Beacons, NFC, QRCode
  - Blockchain and fintech applications
  - Automotive: telemetry for racing and car diagnosis
  - Medtech: doctor and instrument reservation
- Designing and Implementing Infrastructure Private and Cloud Servers for the distribution of information to support native or web mobile clients
- Services scalability analysis and migration to cloud infrastructures
- Preparation of a Business Plan prior to incubation or venture capitalists
- Design and implementation of Embedded systems for the Consumer world
- Design and implementation of advertising totems for the B2B2C world
- Analysis and optimization of deployment processes

## Education & Training

### Management

#### **GIMI Innovation Management**

2018, PONTEDEIRA Stargate Consulting

Convert Idea to real business and cost risk management using Innovation Management school

#### **Problem Solving Strategico / Strategic Problem Solving**

2017, PISA Tenuto da Nardone Group

The program of the School is divided into interdependent and integrated areas oriented to the development of communicative and relational experiences, to the ability to resolve problematic and decisional situations, to the acquisition of a systemic vision to increase one's own skills and operational flexibility, to obtain a more effective and efficient personal and professional intervention capacity.

#### **Certificazione ISIPM / Project Management**

2011, PISA Rilasciato da Istituto Italiano di Project Management

Certifies basic knowledge of context, methodological, managerial and behavioral techniques to carry out the activity of Project Manager. Certifications Level A,B,C dell'IPMA.

### Technical

#### **Corso inglese Advanced**

2017, PISA Rilasciato da British School

Advanced level course aimed at improving public presentations / speech

#### **Corso "Anche tu architetto software"**

2010, PISA Rilasciato da Provincia di Pisa - Progetto Copernico

130 hours about IT technologies. Deep dive Microsoft Visual Studio 2010, teacher: Dino Esposito MVP Solution Architect (SDD Conf)

### Bachelor: Informatic Engineering

#### **Laurea specialistica 2°livello Ingegneria dell'informazione (Embedded)**

2007-2008, PISA Rilasciato da Dipartimento di Ingegneria Informatica

Thesis on industrial systems: POS connected to a multi-port BBS server with application to verbalization of university exams UNIPI UNIBO UNIMI UNIBS

#### **CISCO Certified Network Associate (CCNA)**

2004-2005, PISA Rilasciato da CISCO System

Certifies the ability to install, configure, use and solve problems related to switched & routed medium-sized networks

#### **Qualifica: Gestione dei servizi e della sicurezza della rete aziendale**

2003-2004, PISA Rilasciato da Dip.Ing.Inf. in collaborazione con Polo Tecnologico di Navacchio

Large-scale networking configuration and verification of encryption protocols

#### **Master Triennale: PROGRESS "Sicurezza web e Servizi Internet"**

1999-2000, PISA Rilasciato da Dip.Ing.Inf. in collaborazione con Polo Tecnologico di Navacchio

Design and management of services for companies based on Internet technology. Information management in the business environment. Computerized management of business processes. (Mobile Windows CE, Pocket PC, Psion, Blackberry Java SDK)

## Personal Skills

**Mother tongue(s)** Italian

**Other language(s)** English

- Understanding - Ascolto (C2) / Lettura (C2) : Proficient
- Speaking - Interazione (C2) / Produzione (C1) : Proficient
- Writing (C1) : Proficient

## Managerial skills Communication/Organisation

The years of experience gained in the field both Enterprise and university (as a teacher) have made me develop and consolidate a constructive-proactive approach that distinguishes my presence in group work.

Listening, proposing, collaborating, rationalizing are part of my nature.

I have the ability to understand the weak link of a project and thanks to my soft skill and technical skills I can reduce the criticality by transmitting motivation and security.

Embracing Agile methodologies and basic NLP elements helped me to complete my training in team management / work.

## Technical skills

**Progettazione sistemi per enterprise (Client-Server- Cloud - Integrazioni)**

- Implementation of high-availability enterprise end-to-end systems through virtualization
- CPQ Engine (Configuratori e combinazioni complesse) also working offline with integration in Order Entry and Contract Management (Gartner CPQ Magic Quadrant)
- Private Server Infrastructure and Cloud Porting (Microsoft Azure or Amazon AWS)
- Web-based frontends with different data processing techniques and mobile clients (all native platforms with native and cross-platform languages)
- Digital signature FEA FES FEQ also for WEB and Mobile (Tablet, Pencil, PDF, XYZMO, IdSign, Namirial e DocuSign) Support for biometric and remote OTP SMS
- Automotive industry: B2C and B2B solution with mobile app
- SmartCard SSL - Javacard
- Architecture (Caching, LB, Reverse Proxy, ETL, REST, Javascript Frameworks, Mobile)
- System integrator (SalesForce, Siebel, TFS, AdHoc, SAP, ESB)
- Deploy automation (Visual Studio Server, Jenkins, Docker, Nomad, TFS)
- OCR Scan system to recognise document and fluid text
- Market analysis and design of applications for Apple AppStore, Android Market, Microsoft Marketplace
- Use of Social Media and PR in the launch of applications(B2C)
- Product Vision & Strategy: Innovation Management and Innovation sustainability (Collaboration with Talent Garden Co-Working)
- Software lifecycle with common tools like TFS (B2C e B2B)
- Social Media API (Facebook, Twitter, Foursquare, Google, Yahoo, Microsoft Bing)
- API Artificial Intelligence (Tensorflow, Microsoft Cognitive Services)
- Blockchain systems (Azure, Ethereum, MILK)

Consulenza,  
Marketing & Vendita  
Mobile Apps

## Awards & Experiences

### **Speaker & Linux** <http://tech.xiaprojects.com>

The career as a speaker began in 2006 when they contacted me to participate as a guest of honor at a conference on Linux. In those days I was involved in innovation in the branch of Linux graphical interfaces. I wanted to give a touch of class to the experience of a common user who uses Linux, projects derived from ideas considered at the beginning "revolutionary" had been directed by me and then developed by the faculty of Computer Engineering in Paris.

Linux top newspapers talked about my ideas, take a look at my website, and shortly after large major distributions had integrated them! Even today we can see the ideas and developments made then in the form of 3D graphic "effects" and augmented reality of Linux desktops.

Thanks to Linux I followed the first prototypes of mobile devices, starting immediately to realize mobile app.

### **Mobile applications** <https://www.xiaprojects.com>

Meteo360 application to see the weather forecast around you by augmented reality: first for a week in the Italian section Apple App store Weather section and in the top 10 Worldwide Weather sales for 1 month. <http://she.xiaprojects.com>

I participated as a speaker at several conferences on the mobile world:

- WHYMCA: 2010 - Augmented Reality on iPhone - The Meteo360 case
- WHYMCA: 2011 - Tiyla: Mobile Translation System in Crowdsourcing, a multiplatform system that unifies translations and creates a business model for translators
- WHYMCA: 2012 - Crossplatform facial recognition technology Mobile and music streaming (First Prize)
- Codemotion 2012: First prize in the Microsoft and Intel category Using the Kinect and mobile technology I made a mini videogame to draw in the air

### **Multi country CHAT** <https://www.travelguidefinder.com>

I have realized TouristChat: the chat of tourists where there are over 50,000 registered 8000 typical tasting products and 500,000 active locations to visit.

### **Werables & Automotive** <https://www.qrcod.it>

As an art enthusiast I created an IoT: Pollicino platform that improves the visit to museums or showrooms. This platform is integrated with Google Nearby and Proximity Beacon, NFC, QR CODE.

### **Blockchain, Machine Learning** <https://www.myledgerkeeper.com>

In the automotive field, I have created various B2C apps to support driving and diagnosing vehicles

To keep up with the times, I follow buzzword such as machine learning and blockchain. About blockchain I made a proprietary available online.

### **Apparound, Inc.**

In Apparound Inc. we have implemented several Enterprise Mobile applications aimed at improving the performance of the entire sales force of various Corporate companies.

- Vodafone Group SAPP application (r) distributed in 37 countries with Salesforce / 1SF integration, partnership and governance with NTT, Accenture.
- Vodafone IT Tutto Tasca (r) application in various forms for sales channels with integration to ESB, CreditCheck, Siebel, Mobile Payment, Digital Signature and management of over 400,000 rules offline
- Vodafone IT Applications SmartApps (r) via AppDirect
- Applications for digital signature of contracts using Tablet and 3rd parties certified libraries
- Application for the automotive-type consumer developed on the order of Brand Multinational
- Applications for sales force reporting and KPI analysis
- Applications dedicated to EATALY business customers, Diasorin, Expert, Welcome Italia, ASL and Civil Protection

### **Diritti distribuzione CV**

Autorizzo il trattamento dei miei dati personali ai sensi del Decreto Legislativo 30 giugno 2003, n. 196 "Codice in materia di protezione dei dati personali"

Firma: \_\_\_\_\_ *Stefano Zingarini* \_\_\_\_\_ 17 December 2018 \_\_\_\_\_