



Stefano Zingarini

Solution Architect - Product Manager - Innovation Manager - University Professor

Location

Pisa - Toscana
Bologna - Emilia-Romagna
Passignano s. Trasimeno - Umbria

Email

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LinkedIn

<http://www.linkedin.com/in/szingarini>

Website

<https://www.xiaprojects.com>



My profile

Informatic Engineer specialized in IT Solution for Enterprise and Consumer, B2B Automotive and B2C, with more than 25 years of career.

Interested into Aviation or Automotive projects featuring Connectivity

Key points

- ✓ Automotive solution based on Mobile Connectivity & CyberSecurity
- ✓ Solution Architectures University Teacher
- ✓ Project Governance, Technical Team Leader, Moderator
- ✓ KPI Analysis, Change Management
- ✓ Soft skills: Team Leading, Planning, Risk Management
- ✓ 25+ Year Experience Enterprise Mobile App IoT (Internet of Things), Automotive Experience
- ✓ Change Management, Agile, ASPICE

Name, Surname **Stefano Zingarini**

Residence Pisa, Tuscany (currently presso: Passignano sul Trasimeno)
Email stefano@xiaprojects.com PEC: xiaprojects@pec.it
Passport Italian
Birthday ##/##/1980
Sex Male
Driver license Vehicles (type B) and Aircraft License for Light and PPL
Contract level DIRIGENTE o QUADRO

Occupation field

Innovation Management, IT, Automotive Embedded Connectivity & CyberSecurity Manager
Solution Architect of IT (Information Technology) oriented projects with specialization in Enterprise Cloud, Mobile and IoT Internet of Things infrastructures.
Tutor and University Professor at the University of Pisa. (Industry 4.0)

Professional experience

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Automotive IoT Connectivity Chief Software Architect (CSA) / (250 crew)

2019 - TODAY, PERUGIA

Sport Car and Luxury Automotive, Medical, Industry 4.0, Product Company

Responsibilities

- Project manager for Automotive ASPICE feature development and production
- Solution Architect for Connectivity in Automotive and Portable Telemetries
- Team Manager R&D InHouse e Outsourcing IoT
- Cyber Security consultant: UNECE WP.29 & Automotive Infotainment Req.
- Scrum Master, Enabler e Product Owner in Agile methodologies Kanban, Scrum

Technologies

- Cross-platform ARM (32/64) embedded development
- Yocto distribution toolchain
- Cloud IoT stack Amazon
- ElasticSearch con applicazioni realtime per dati medicali
- MQTT IoT
- Cyber Security best practices e Vulnerability assessment
- Embedded framework (C++, QT, C# .NET Core)
- Embedded HTML for simplified browsers
- Kubernetes and POD Management with scalability
- Cloud infrastructure for embedded devices (ex. Amazon, Azure)
- KPI evaluation using Kibana and Elastic stack
- BigData analysis
- Automotive HDF5 Integration
- SQL and NoSql Databases
- Android embedded development
- Build Automation

Working Experience

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Università di Pisa / Professor App Enterprise Development

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

- Software Architectures for Enterprise B2B & B2C (Mobile e Cloud)
- High availability and scalability infrastructures with GDPR and Privacy management
- Enterprise ERP software integration (SAP, Siebel, Oracle, SingleSignOn)
- Distributed storage systems and Cloud Services

XIAPROJECTS SRL / Innovative Startup (Founder)

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 400 applications for the B2C consumer world available on Store Mobile and Desktop (over 4 million downloads)
 - Aircraft and Vehicle Racing Telemetries Recorder (w/ remote diagnosis)
 - 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
 - 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

Apparound, Inc. / Innovation Manager / Chief Software Architect (105 empl.)

2009 - 2019, PISA <https://www.apparound.com>

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
- Deploy automation, Infrastructure (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

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 Monotel, 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

Education & Training

Management

GIMI Innovation Management

2018, PONTEDEIRA Stargate Consulting

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

Innovation 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.

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

Advanced English Certification

2017, PISA Rilasciato da British School

Advanced level course aimed at improving public presentations / speech

Become Architect

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 2°Level (Industry 4.0 Embedded Systems)

2007-2008, PISA Rilasciato da Dipartimento di Ingegneria Informatica

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

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

Network CyberSecurity

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 3 years: 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/Organization

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.

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

- Automotive industry: B2C and B2B solution with Embedded Systems and Mobile App
- 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 with 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
- API Machine Learning Artificial Intelligence (Tensorflow, MS Cognitive Services)
- Sistemi basati su private e public blockchain sia di tipo finance che industriali
- IoT Connectivity Embedded solution
- Embedded Architectures (SoC, ARM, ECU)
- Realtime streaming and storage for BigData (Medical, Industrial)
- Embedded Browser and KIOSK
- Yocto build automation and distribution
- Cyber Security & vulnerability assessment
- Smart Contract and lifecycle in Blockchain Ethereum
- Blockchain systems (Azure, Ethereum, MILK)
- 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)

Coaching

Awards & Experiences

Speaker & Linux http://tech.xiaprojects.com	<p>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.</p> <p>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.</p> <p>Thanks to Linux I followed the first prototypes of mobile devices, starting immediately to realize mobile app.</p>
Mobile applications https://www.xiaprojects.com	<p>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</p> <p>I participated as a speaker at several conferences on the mobile world:</p> <ul style="list-style-type: none"> ● 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
TouristChat Worldwide https://www.travelguidefinder.com	<p>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.</p>
Automotive, Innovation, Wearables & Devices https://www.qrcod.it	<p>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.</p> <p>In the automotive field, I have created various B2C apps to support driving and diagnosing vehicles</p>
Blockchain, Machine Learning https://www.myledgerkeeper.com	<p>To keep up with the cutting edge technologies, I follow buzzwords such as machine learning and blockchain. About blockchain I made a proprietary that is available online.</p> <p>World Wide Bank acquired the MILK Blockchain to manage payments: https://www.worldwidebanks.com</p>
Automotive	<p>My personal preference now is dedicated to Aircraft and Sports Cars, to join this domain I created Realtime Telemetries and Connectivity devices.</p> <p>Companies involved: Ferrari, Lamborghini, (and many others brands that cannot be reported here)</p>
ERP Companies	<p>During my experience as a manager, we have won customers around the world and placed one of our solutions in the Gartner Magic Quadrant. Companies involved: Ericsson, Vodafone Italia, Vodafone Group, SAP, Spindox, EATALY, Diasorin, Expert, Welcome Italia, Aruba, Piaggio, CyMotive, HERE, Microsoft, Oracle.</p>

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"

Signature: _____ *Stefano Zingarini* 19 Aug. 2022 _____