

Pietro J. Bonapace

150 Via Renato Rascel
00128 - Rome (Italy)

Mob: +39 346 0792394; +39 334 2777687
Email: pietro.bonapace@finconsgroup.com

PROFILE

I have been working at increasing responsibility levels for over 20 years in top Italian and multinational IT companies in Italy. My professional outlook combines strong technical knowledge, complex operations management abilities and creative approach with business acumen acquired in various roles during my working career. Having represented Italy at an elite sporting international level from 1986 to 1994, I understand the discipline, hard work, planning and effort necessary to be successful in any venture.

AREAS OF EXPERTISE

Project management

- Project resourcing, project scheduling, staff coordination, resource procurement.
- Preparation of project documentation (Proposals, Scope plans, Resource and Staffing plans, Budget plans, Security plans, Testing plans). Proficient use of MS Project and other PM tools.
- Planning, preparation and conducting of project meetings, focused on the compliance with requirements and the achievement of project milestones and objectives.

Communication and training

- Critical thinking and advising on strategic options, analysing complex issues with a focus on fostering discussion and decision-making brainstorming within workgroups.
- Ability to write project documentation, briefings, presentations and executive reports; I am an excellent listener and competent verbal communicator.
- Ability to involve and engage all key stakeholders (clients, contractors and company management) in preliminary interviews and in frequent periodical reviews of project achievements, scopes and future objectives, in accord with Agile methodologies.
- Teaching and training of programming languages.

Operational

- Leading project teams. I consider myself a capable people manager, who drives the team to succeed; in my past experience I have dealt with teams up to 8 staff. My duties included: staff training, mentoring, deployment, performance evaluation, reporting.
- Liaising with stakeholders (clients, management, contractors and vendors) at operational and strategic level.

Software analysis

Analysis of complex and diverse business issues and environments for the planning and design of software management systems, in order to identify requirements, assess limits, possible improvements and future implementations, and produce related documentation. Proficient use of standard software analysis charts, such as process flow charts, structure charts, UML charts. I have gained a relevant experience in varied industries and businesses, such as energy, gaming, telecommunications, advertising, services, public administration, real estate, travel.

- Analysis and planning of solutions for security issues such as database breaching prevention and sensible data protection.
- Testing and debugging, amending errors and procedural faults.

Data analysis

- Design and implementation of databases and data warehouses, optimization of table relations, partitioning and indexing, performance monitoring and backup policies. Proficient use of database design and data modelling tools, such as Microsoft Visio or CA Erwin.
- Analysis and design of data integration templates for the implementation of business dashboards and cockpits, with use of custom (e.g. FusionCharts) or standard data mining (e.g. SAS) tools.
- Analysis and design of data migration and upload policies, with use of custom or standard ETL (e.g. Informatica PowerCenter) tools.
- Database knowledge:
 - ✓ Oracle
 - ✓ MySQL
 - ✓ Informix
 - ✓ Microsoft SQL Server
 - ✓ Microsoft Access

Software development

- Structured programming in diverse environments – stand alone, mainframe, client-server and web.
- Design and implementation of Graphical User Interfaces, logos, illustrations, and other graphical features integrated in systems, applications and websites, with proficient use of standard graphical tools, such as Adobe Photoshop and Microsoft Image Composer.
- Programming and scripting languages knowledge:
 - ✓ SQL
 - ✓ HTML
 - ✓ Clipper5
 - ✓ PL/SQL
 - ✓ CSS
 - ✓ Informix 4gl
 - ✓ ASP
 - ✓ JavaScript
 - ✓ COBOL
 - ✓ Visual Basic
 - ✓ XML
 - ✓ VB.Net
 - ✓ T-SQL

Financial

- Preparation of business and budget plans, monthly and biannual forecasting, and SWOT analysis of business trends and opportunities, for the projects under my responsibility.
- Assessment and selection of proposals and advise on software purchases.

Others

- Multi-lingual (English and Italian mother tongue, fluent in Spanish) and cognizant of various cultural sensitivities.
- I am highly competent in MS Office Suite: MS Excel, MS Word, MS PowerPoint, MS Project, MS Outlook, MS Visio, Internet Explorer and other browsers.

EMPLOYMENT HISTORY

July 2004 - Actual Project Leader & Senior Analyst Programmer - Fincons SpA

Roles and Responsibility

Reporting to the Web Practice Manager, my position is responsible for delivering high standard business consultancy and software systems/applications to major Clients. The position is highly involved in liaising with key stakeholders, development of a team spirit amongst all members combined with identifying and sharing guidelines for a successful project development, delivery and roll-out, as well as more technical activities such as data and process analysis, test case analysis, demo preparation and drafting.

Main duties include:

1. Project management (resourcing, scheduling, coordination and monitoring, project documentation, staff timesheet management) .
2. Strategic stakeholder interviews for business process outlining and description.
3. Analysis of services, business procedures and processes.
4. Data analysis of key processes.
5. Graphical User Interface design and implementation.
6. Program coding and maintenance; code testing, debugging and amending.
7. Clients and other stakeholders liaison.
8. Quality assurance.

Activities and achievements:

I have managed and participated in small to medium-sized projects with excellent results, with an average revenue ranging from 100k to 1.5M €, in the following business areas:

- Energy:
Project leader in the development of a high level intranet system to aid ENI, major Italian oil company, in the assessment of contractor proposals compared to their own standard projects for building and deploying off-shore, in-shore and FPSO oil plants. The system was successfully utilised by the company; I personally received praise and compliments from operational staff. Value of the project assessed around 150k €.
Data Analyst in the migration of the billing data management to SAP for ENEL, the major Italian energy company. Main duties were the analysis of processes and data and the production of project documentation to be delivered to the software development teams. Value of the project assessed around 500k €.
- Advertising:
Data Analyst and Senior Analyst Programmer in the migration of data to a new advertising management system and its integration with other systems for a major Italian advertising company. Main duties were the tuning and implementation of ETL processes during such migration, and minor implementations of migration software that would manage data transfer from other peripheral databases. Reduced ETL processing operational time by 90%, by reengineering the custom ETL software thus increasing performances and profitability. Value of the project assessed around 800k €.
- Aviation:
Project leader in the development of two intranet systems to aid ENAV, the Italian company for civilian air traffic control, in its biannual budgeting processes and reports, and in its Cost-Effectiveness Benchmarking Reports to be sent to the European Civil Air Control organ. Both systems were delivered within the agreed timeframe and successfully utilised by the company, with a noticeable increase in processing and reporting performances. Value of the projects assessed around 150k €.
- Gaming
Team leader in the development of a Web portal for Italian gaming companies which operate as concessionaires, that enables slot machine owners to logon and monitor the activity of their machines in real time. **Team leader** in the development of two taxation and finance management applications, successfully delivered and utilised by the companies for complex calculations of profit and taxes deriving from their slot machine income, and that were much praised by the company's management. **Senior Analyst Programmer** in the development team of a multi-area management system for the same clients. Main duties were process and data analysis, production

of project documentation, development of software programs, packages, scripts and GUI for the management of Human Resources, Contractors & Vendors, Workforce, Trouble Ticketing, Maintenance, Warehouse, Communications, Technical Action, CRM, slot machine readings system, revenue management, communications with the Italian Revenue Agency. Value of the projects assessed around 2M €.

Our company has rapidly become leader in the manufacturing of gaming management software, among the first three in Italy, with a quantifiable revenue deriving from this area ranging around 3M € per annum.

Feb 1997 – June 2004 Team Leader & Analyst Programmer – Praxis Calcolo SpA

Roles and Responsibility

In my position I was responsible for leading one of the Web development Teams, ensuring customer focused results and providing high-standard web applications to our major Clients in their respective business areas. Main duties included:

1. Project management (resourcing, scheduling, coordination and monitoring, project documentation, Staff timesheet management) .
2. Customer interviews for business process outlining and description.
3. Analysis of services, business procedures and processes.
4. Data analysis of key processes.
5. Graphical User Interface design and implementation.
6. Program coding and maintenance; code testing, debugging and amending.
7. Clients and other stakeholders liaison.
8. Quality assurance.

Activities and achievements:

In this role I have managed various projects with a revenue for our company ranging from 50k to 1M €, in the following business areas:

- Telecommunications:

Team leader and/or **Analyst Programmer** in the development of numerous Intranet systems to aid Telecom departments in the management of telephony data, international phone cards, Customer Service assessment, Skill inventory assessment, Risk assessment, Asset provisioning and refurbishing, Workforce management, annual Budgeting and Balance sheets. Total value of projects around 2M €.

Project leader in the development of an Intranet system for 3G Italy in the management of their distributed technical equipment inventory (aerials, antenna towers, etc). Value of the project assessed around 100k €.

- Energy:

Team leader in the development of an Intranet system to aid Enel in the management of programme, project and sub-project Budgeting and Balance sheets, staff personal details and timesheets, account management, Clients and Vendors. Value of the project around 500k €.

- Gaming:

Project leader in the development of an Intranet system to aid SOGEL, state-owned IT company, in the development and management of a data warehouse for accounting and bookkeeping of revenue deriving from gaming at national level (Lotto, sport pools, betting, horse racing, etc), and related statistics and charts. Value of the project assessed around 150k €.

The Web development team had been formed the year before my arrival in the company, and within four years it passed from 15% of the total revenue to an impressive 70%, with a sales volume growth of almost 15M € per annum, becoming the company's main strategic area.

June 1991 - January 1997 Junior Analyst Programmer - EDS SpA

Roles and Responsibility

After a three-month course I worked as an **Analyst Programmer** and eventually as a **Team leader**, responsible for developing stand-alone, Client-server and mainframe applications, reporting to the Project manager and cooperating with business analysts and program developers. Main duties included:

1. Project documentation.
2. Process analysis.
3. Data analysis.
4. Graphical User Interface design and implementation.
5. Program coding and maintenance; code testing, debugging and amending.

Activities and achievements:

In this role I have worked and developed various projects with a revenue for our company ranging from 300M to 700M ITL, in the following business areas:

- Public administration:
Analyst Programmer in the development team of a multi-area management system for the Italian Ministry of Foreign Affairs. Main duties were process and data analysis, development of software programs, packages and scripts for the management of assignment decrees and payment mandates to experts on mission in developing countries. **Team leader** in the development of a Client-Server system for the management of university scholarships afforded to foreign students in Italy. Total value of the project assessed around 700M ITL (350K €).
- Social services:
Analyst Programmer in the development team of a multi-area management system for the Lawyers' and Solicitors' Pension fund. Main duties were process and data analysis, development of software programs, packages and scripts for the management of accrual accounting and the fund's real estate properties. Value of the project assessed around 300M ITL (150K €).

EDUCATION

- 1982-1989, *Università La Sapienza, Rome, Italy*: **Italian master-level degree in Geological Sciences**
Votes of 110/110 Magna cum laude; original field research thesis in Geological Survey.
- 1977-1982, *Liceo Scientifico Maiorana, Rome, Italy*: **High school Diploma**
Votes of 60/60.

CERTIFICATIONS & TRAINING

14-22 March 2013, *BrainForce Srl*
13-15 June 2011, *Net Logos*
7-9 June 2011, *Net Logos*

Moc 2559 Introduction To Visual Basic .Net
MS SharePoint 2010 - Application Development
MS SharePoint for Portal Administrators

31 May – 1 June 2011, <i>Net Logos</i>	Implementing and Administering WS SharePoint Services 3.0
27 May 2011, <i>Net Logos</i>	MS SharePoint 2010 - Hands on Labs
24-25 May 2011, <i>Net Logos</i>	MS SharePoint for Portal Users
2-3 December 2010, <i>SAS Italy</i>	SQL1 Use of SQL Language with SAS
29 November 2010, <i>SAS Italy</i>	NF92 New Features in version 9.2
23-24 November 2010, <i>SAS Italy</i>	SBU1 Business Intelligence Reporting

I have attended other training courses during my professional life, mainly delivered internally by the companies I worked for:

Structured analysis; Structured programming; Software metrics; Database design; Data mining; Database Administration; Object Oriented programming; Programming languages (C, Cobol, 4gl, C++, VB, VB.Net).

In 2001 I delivered basic Web programming evening courses (HTML, CSS and JavaScript) sponsored by the Lazio Region, to classes of 20 to 30 pupils.

OTHER ACTIVITIES

I have developed on my own account several websites for small businesses and institutions in Italy, as a means of achieving personal satisfaction rather than an effectively profitable business. Selected websites include:

- <http://www.agoodstay.com/> Online Real Estate Agency
- <http://www.quicklytouroperator.eu/> Travel Agency
- <http://www.agriturismo-rosaspina.com/> Holiday Country House in Tuscany
- <http://www.sullealidelcioccolatotm.com/> Travel Agency
- <http://www.cassaportieri.it/> Janitor & Porter Association Pension Fund
- <http://www.gmcimmobiliare.com/> Real Estate Agency
- <http://www.formaggioemarmellata.it/> Online food store