Alain FARINE - Curriculum Vitae

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Born on April 24, 1964 in Porrentruy | Jura | Switzerland
Swiss Citizen, divorced, two daughters (14 and 12)

Being a natural leader, I find my motivation in solving together with my team the creative challenges we are facing within technological environments.

I do manage complex projects with conviction, by catalyzing and synchronizing the energies of multidisciplinary teams towards precise result objectives.

I do stress creating a collaborative working ambiance based on confidence, for building up a strong and unified group of complementary professionals.

My skill set, experience and strength allow me to manage the complete realization of a product or service lifetime phases:
- **Setting-up of structures, teams and processes, as well as their supervision**
- **Management of complex, interdisciplinary and distributed technology-related projects**
- **Management of the creation, implementation and customer relationship phases**

SKILL SETS

Communication	I feel perfectly well in **managing human interactions**, being either public conferences in front of large audiences, or business negotiation processes, or the relationship to my team members and colleagues – including in the solving of human conflicts. The quality of **confidence-based** inter-personal relationships is vital to me.
Creativity	The experiences I have gathered being an **entrepreneur and manager** are complementing my **creative skills** and my recognized talent as a **visionary IT solutions architect**, predestining me for assuming a managerial position in a creative environment in relation with technology.
	Over time, I have turned to **using my creative skill set for business purposes** by **promoting and implementing with our customers the best, smart usage** of our core technologies and products portfolio. I'm particularly interested in finding together with my Customers the best implementation of our technologies / solutions.
Business Management	Over the past 15 years, I have successfully applied commercial strategies and tactics targeting **OEM and Leading-Edge Technology Customers.** **I particularly succeeded in "Educating-Consulting" sales tactics.**
	The **global understanding of the ins and outs of my activities** and their mastering – in the sense of **P&L center management** – are the absolute requirements of my management procedures. This allows me to grow the initial concept and objectives to the targeted success, including by using non-conventional approaches.
	I do have the experience in **setting up and managing multi-cultural teams and distributed operations**: at AXS, I was co-managing more than 40 people: the R&D lab in Switzerland, Sales in the US, Switzerland, France, UK, Germany, Australia.
Technology Management	Having practiced in most of the positions in the R&D environment, I do master the following Technology Management aspects:
	Product Management, covering: strategy, definition, development, testing, market introduction, maintenance & support - Technological **Added Value creation** through Business Objectives: creating Products or Solutions out of the "naked" technology **Innovation** and **Disruptive Technology** Management - Technology and Business **Intelligence** **Multidisciplinary Development** Projects Management

LANGUAGES

French	Mother tongue
English	Perfectly mastered, both oral and written
German	Perfectly mastered, both oral and written
Italian	Elementary oral knowledge, quite good in reading and listening

TRACK RECORD

As an entrepreneur and industrial value creator, I have been instrumental in the definition and evolution of multiple Business Plans, strategic product marketing plans and commercial strategies. I have directly managed commercial tactics and pre- / post-sales support organizations. I personally took care of evangelism, managed large key accounts (typically OEM targets) and key strategic actions: business and technological intelligence, partnerships and alliances.

During the past 12 years(1993-2005), I have **lead the complete genesis of a revolutionary software technology** for massive data and image server that is still today unique in the market: concepts, applied research program with EPFL under Swiss Federal State funding, fund raising (more than US$ 15M in total), technology transfer, industrialization, product positioning and development, complex projects management, product marketing, evangelism, sales, pre-sales consulting (integration into customer's solution and infrastructure), customer technical support, product and corporate documents, Corporate WEB Site contents.

As an **engineering and IT architecture consultant**, I defined and implemented numerous industrial and scientific solutions, always promoting **advanced leading-edge technologies** for solving complex problems.

CURRICULUM

Period		Details
Currently	COMPANY *ACTIVITY DOMAIN*	FARINE IT CONSULTANTS | SAVIGNY (SWITZERLAND) *Consulting for Technology Innovation Valorization*
10'2002 – 06'2005	COMPANY TITLE | FUNCTION *ACTIVITY DOMAIN* ACTIONS | RESULTS *MAIN ACCOUNTS* REFERENCE	**Instant IT SA** | Pully (Switzerland) **Founder, BOD Member | CEO, Chief Architect** *Data & Image Server Software: development and sales* ▶ DDP™ Dynamic Diffusion Platform™ software: expanding our Dynamic Content Repurposing and Diffusion concepts to new application domains: Enterprise Portals (IBM WebSphere), Telco Operators and Defense Integrators (C4ISTAR) ▶ Architecture & definition of the next generation instant data server, incl. XML ▶ Distribution of Xplore Technologies, Inc. iX104 Rugged TabletPCs; Chemical Industry (Ex Hazardous Environments), Security and Defense. ▶ *Frame contracts with Defense Integrators; Telco Operators; IBM* George A. ZARB, ex-BOD Member of Instant IT SA gzarb@gzscientific.com | +41 79 250 5931
08'1998 – 09'2002	COMPANY TITLE | FUNCTION *ACTIVITY DOMAIN* ACTIONS | RESULTS *MAIN ACCOUNTS* REFERENCE	**AXS Technologies, Inc.** | Annapolis, MD (USA) and Lausanne (CH) **Co-Founder, BOD Member | CEO & Chief Architect [1998-2000]** **VP Strategic Business Development [2000-2002]** *Image Server Software & Toolkit: development and sales* ▶ Structuring in two years a 45+ people company that was spread among six local operations (US, CH, D, F, UK, AUS) ▶ eyespy™ image server software: the most advanced and performing solution for accessing images over the Internet ▶ Mappix™ geodata software framework: an advanced software framework for implementing geodata diffusion solutions on CD or WEB ▶ SwissMap maps on CD product: this CD product, based on Mappix™, was specially developed for swisstopo and turned into a huge commercial success in Switzerland [www.swisstopo.ch] ▶ *OEM contracts with large companies: Dell, Xerox, US Defense* Denis GONSETH, ex-Chairman of HPI Holding and AXS denis.gonseth@dfinet.ch | +41 79 200 7653
06'1989 – 07'1998	COMPANY TITLE | FUNCTION *ACTIVITY DOMAIN* ACTIONS | RESULTS *MAIN ACCOUNTS*	**AF-CSE Computer Science Engineering** | Lausanne (Switzerland) **Founder, Owner | General Manager, Chief Architect** *Technical IT Consulting, Customized HW + SW Developments* ▶ Main industrial Partner of Swiss Polytechnics (EPFL) in the genesis of the software technology that subsequently led to the creation of AXS Technologies, Inc. and Instant IT SA. ▶ Architecture Consulting; Developing high performance parallel & distributed IT solutions for large datasets: imagery, physics, hard real-time and automation. Hardware design: processing, I/O, storage and display subsystems; massive FPGA usage (FSM, DMA controllers, wired DSP cores, bus I/F). Low-level software development: firmware, device drivers. ▶ Distribution in Switzerland of parallel processing related products: sales & marketing, pre- / post-sales tech support, integration & customization services. ▶ *CERN, Omega Electronics, Zellweger Uster, EPFL, JAG, CSEM…*
2000 - 2001	COMPANY TITLE | FUNCTION *ACTIVITY DOMAIN* ACTIONS | RESULTS *NETWORKING* REFERENCE	**ISO/IEC 15444 - JPEG2000 Normalization Committee** **Member of the Swiss National Body, representing AXS Tech.** *Definition of the ISO/IEC 15444 JPEG2000 Standard* ▶ Active participation to the definition of the JPEG2000 file format: the striping of images / code streams among multiple files is one of my main contributions to the JPEG2000 Standard ▶ *I built up valuable connections with managers of large int'l Corps.: Xerox, Kodak, Sony, IBM, Apple, SAIC, Canon, Matsushita, …* Prof. Murat KUNT, Director of the Signal Processing Institute of EPFL in Lausanne (CH) | murat.kunt@epfl.ch | +41 21 693 2626

EDUCATION & DIPLOMAS

2000	Krauthammer	Management Training Course in 7 days
1998	RSNA Radiological Society of North America	Citation cum Laude ▶ InfoRAD - Radiological Information System & PACS, WDS Technologies SA, where I was Executive Director in charge of Product Management and Marketing
1997	Lightning Instrumentation SA	Certified Professional Diploma ▶ Secure Multicom ISDN Routers configuration and management ▶ Secured ISDN connections applied to Tele-Radiology & Tele-Medicine
1987 – 1989	University of Applied Sciences at Biel-Bienne (CH)	Research Assistant Professor at the Micro-processing Lab, Prof. Dr. Werner HETT, conducting applied research work on massively parallel IT architectures ▶ Although not being rewarded by any additional degree, this period of time represented a major achievement in my intellectual and technological maturation process: this rich period of time was quite equivalent to the effort that would have been required by a PhD work
1984 – 1987	University of Applied Sciences at Biel-Bienne (CH)	BSc degree (Ing. Dipl. ETS/HTL) in technical computer science with specialization in hardware design, massively parallel computing architectures and system software
1980 – 1984	EHMP Porrentruy (CH)	Professional degree in electronics and fine mechanics (Certificat Fédéral de Capacité de mécanicien-électronicien)
1976 – 1980	Collège Stockmar Porrentruy (CH)	Preparation classes for High School Options: French literature, German, English and Latin

PROFESSIONAL TECHNIQUES

Product & Technology Management	Project Management: Senior Expert level Product Management: Senior Expert level Strategic Marketing & Business Development: Senior Expert level Technological Sales & Marketing, including for OEM customers: Expert level Innovation & Disruptive Technology Management: Senior Expert level Business & Technology Intelligence: Expert level
Engineering Domains	Computer Design (System Architecture, Hardware, Firmware, System Software): Senior Expert level Parallel Processing & Massive Data Sets Systems & Software Design: Senior Expert level Image Processing & Image File Formats (JPEG2000): Senior Expert level Defense C4ISTAR & NCW (Network Centric Warfare) Systems Design: Senior Expert level GIS Solutions Design (Raster & Vector Maps, Geo-coding, Meta-info, …): Senior Expert level Digital Electronics Design (incl. FPGA - VHDL): Senior Expert level Industrial IT & Electronics Design (ESD, EMC, ATEX, Distributed Controls, …): Expert level Data/Video acquisition & on-the-fly processing (CCD, frame buffers, video bus, …): Senior Expert level Micromechanics & Optronics Design: Professional Degree, Medium level
Application | System Software	MS-Office Pro: Expert level Adobe Acrobat Pro | PhotoShop | Illustrator: Expert level MS-Project: Advanced User level MS-Windows, incl. Network: Administrator level Linux, incl. Network: Junior Administrator level
IT Formats	Image file formats (TIFF, JPEG, JPEG2000, GIF, PNG): Senior Expert level XML | XSLT | XPath | XQuery: Expert level HTML | CSS: Expert level
CAD Software	Xilinx ISE (FPGA | VHDL): Advanced User level Lattice ispLEVER (FPGA | VHDL): Advanced User level Protel Electronic CAD: Expert level AutoCAD 2D: User level

HOBBIES

Family	Together with my partner Suzanne, we are conducting the dense and rich life of an enlarged family composed of four daughters, two dogs and a cat.
Cooking	Being the essence of good living, cooking is vital to me: for living (=eating), enjoying (= tasting), relaxing (= sharing) and recreating (= inventing).
Volleyball	Having played in Switzerland's second Division (LNB), I definitely took the volleyball virus. This sport is based on **values that I'm actively cultivating**: ▶ **Being smart** is always more efficient than relying on raw brute force ▶ Nurturing the **team spirit** is vital ▶ Being able of **instantly visualizing the situation for taking the right decisions**
Reading and writing	I definitely need to take moments for isolating myself from the usual stress. These – too few – moments taken in reading or writing allow me to take a helicopter view snapshot of (my) life.

Made in Savigny, on November 29, 2006