



Jérôme Wiedemann

Senior Manager, Solutions Lead EMEA

✉ jerome@wnetworks.org

📍 Paris, Ile de France, FR



ABOUT

IT Professional with over 17 years of experience specialized in **Transformation and Solution Architecture** (Software & Infrastructure Integration) for complex projects involving multiple technologies. **Cloud, Modernization, Virtualization, Development, Network, Voice and Security** are my specialties.

</> SKILLS

Management

Career Plans Supporting Sales Strategy
Technical Mentoring

Automation

terraform CI/CD Concourse git GitHub Actions
Circle CI ansible

Infrastructure

AWS Azure GCP vSphere Cloud Foundry
Kubernetes

Networking

F5 Cisco SDN NSX-T Load Balancing BGP
OSPF

Practices

TDD SRE Infra as code Agile Lean
Extreme Programming User Centered Design

Development

Shell Javascript Typescript C/C++ Python
powershell HTML/CSS

- **Senior Manager, Solutions Lead EMEA**, [VMware](#)

Apr 2022 - Present 2 years 6 months

Building and running the **EMEA services pre-sales organisation** for VMware Tanzu Labs. This team ensures that the customers on the path to success by defining the services journey required to make them successful with Tanzu

- Building and leading the EMEA services pre-sales team (4 people to date, started the team from ground up)
- The team is supporting the services sales organisation by defining the right services journey to make the Tanzu customers successful
- Supporting VMware Tanzu's **services and products strategy** and aligning with the delivery team on their objectives
- **Outcomes and value selling** are key to support the Tanzu subscription business
- **Highly focused on customer success** and autonomy

Associate Director, Solutions Architecture SEMEA, [Pivotal \(now part of VMware Tanzu\)](#)

Sep 2018 - Apr 2022 3 years 7 months

My role was to manage the European team of **20 Solutions Architects and Product Managers** in the Customer Success Organization of Pivotal (now VMware Tanzu) while **keeping track of the P&L**.

- **Technical Mentor** for the team and for customers
- Defining **strategies and enablement plans** for the future of the team
- Managing the **P&L**
- Defining **career plans** for its members
- Drafting long term service plans for customers
- Selling Pivotal (now VMware Tanzu) services
- Helping the different presales team to achieve success with customers by designing the appropriate service journey
- **Running workshops** around methodologies and technologies for a faster and successful transformation

Advisory Solutions Architect, [Pivotal \(now part of VMware Tanzu\)](#)

Sep 2017 - Sep 2020 3 years

My mission was to design architectures (Cloud or On Premise) and enable customers on Pivotal's Technologies: Cloud Foundry, Bosh, Concourse, Kubernetes, NSX-T, ... in order to **drive transformation on how Pivotal customers build software**.

On top of enabling customers on technologies, I was driving process and methodologies transformation through **Lean and Agile, Extreme Programming, SRE, ...**

- Delivered a **multicontinental Pivotal Cloud Foundry platform** for a car manufacturer running on Azure. The platform is deployed using fully automated processes and kept up to date automatically thanks to Concourse (CI/CD). Tests were included and automated as part of the release cycle of the platforms all over the world. The platforms are now running several hundreds of applications.
- Deployed multiple foundations of Pivotal Container Service (PKS), Pivotal's **Kubernetes** release, and Pivotal Cloud Foundry for an air carrier in multiple datacenters running on top of **vSphere and integrated with NSX-T**. Those applications platforms were part of their biggest IT transformation strategy. This helped the customer go from application releases every 3 months to more than once a week.
- Delivered a multi-foundation Cloud Foundry and Kubernetes for a job provider on top of vSphere and NSX-T helping them move away from mainframe technologies. They achieved to go from several months between application releases to several times a day thanks to the technologies and processes put in place. Those platforms are now running several thousand containers.
- Deployed for several customers (**Telecom, Bank, Entertainment, ...**) Cloud Foundry and Kubernetes on top of **AWS, Azure and GCP** and helped them put in place a "Platform as a Product" organization

Solutions Architect (Contractor), Hewlett Packard Enterprise - Software Professional Services (now Micro Focus)

Jul 2015 - Sep 2017 2 years 2 months

My mission was to design, through **customer facing workshops**, and drive the implementation of **complex cloud & automation solutions** which bring value to the customers, always achieving high customer satisfaction.

Throughout the different projects, I am leading other technical consultants during the implementation phase & test phase.

I was also working on presales about 20 % of the time.

- o Delivered a complete SaaS automation service (4 tiers) for an **insurance company** deployed on their private cloud infrastructure, involving Puppet, VMWare, EMC, HPE Dataguard, Oracle, HPE Sitescope and F5 BigIP. I helped them deploy their service in **1h30 versus 2 weeks** before that and helped them to cover the complete lifecycle of the service: deployment, upgrade, modification and deletion. **~500K€ in service and 1M€ in licenses**.
- o Delivered simple services for a **French Cloud provider: IaaS, Firewall as a Service and Load Balancer as a Service**. A deep standardization of their infrastructure was needed in order to achieve this project helping them to deliver standard services faster without any error to their end customers (20min vs 2 days for IaaS). This project involved: Nagios, VMWare, Veeam, HPE uCMDB and Puppet. **~300K€ in service and 1M€ in licenses**.
- o POC and presales work on the **IT transformation of a Bank**. The goal was to help them deliver their internal infrastructure services faster by working not only on the technical automation but also on process. During the POC and restitution, I was able to prove that we could reduce the delivery time from more than a month to a few hours by simplifying the process and with the help of automation software. HPE won the deal.
- o **Consulting for a Bank**, helping them to deliver a complete **Continuous Integration, Continuous Delivery, Continuous Testing** solution around HPE automation products for their internal cloud service. I needed a full understanding of all technologies in this highly technical environment. The objective was to develop services faster and have an IaaS service deployed in less than 15min respecting the customer's process.
- o Presales work on the **largest IT transformation RFC for HPE** in 2016/2017 in the **Banking sector**. I worked in a team of around 10 people for the software services & transformation part (50 with the infrastructure team) to provide the best cloud service solution for this customer. HPE won the deal; price negotiations are currently ongoing to finalize the deal (pricing is confidential).

Solutions Architect (Contractor), Engie Ineo

Jul 2014 - Jul 2015 1 year

My mission was to **design and build the private cloud** of ENGIE delivered by ENGIE Ineo. I was the solution architect and designed with the help of the technical team the cloud infrastructure along with the cloud services, which were later delivered using HPE cloud & automation suite.

- o **Designed the infrastructure** involving VMWare, Cisco and EMC (VCE) enabling the customer to host 1000 VMs on day 1
- o **Designed the services** offered by the Private Cloud solution (IaaS)
- o **Designed the billing solution** with the help of Cloud Cruiser's software
- o **Designed a "migration factory"** to help the customer migrate from the legacy environment to the standardized cloud environment
- o Ability to integrate into ENGIE's complex network and fulfill the security constraints
- o Implemented a complete automated monitoring solution involving Zabbix
- o Implemented a complete automated reporting solution for KPI involving Pentaho's ETL
- o Numerous **customer facing workshops** to assess the needs and validate the solution
- o Numerous workshops with the partners (HPE & VCE) to validate the implementation
- o Implementation of the solution **driving technical experts** from HPE and internal technical experts on the different technologies
- o Helped the account manager & the customer's SDM to **find new business needs in order to expand the private cloud solution**
- o Redaction of the architecture documents

Network Architect (Contractor), Cloudwatt

Jul 2013 - Jul 2014 1 year

My mission was to **design and build** the network & security infrastructure of Cloudwatt's public cloud. I was working with 2 other network architects and we built together the whole datacenter network alongside with the POP needed for internet connectivity. The datacenter is composed of around 8000 10Gb/s Ethernet ports and 2x 1Tb/s optical fiber specialized links for internet access coming from the different POP in Paris.

- o **Ability to start from scratch**, design and deliver a whole datacenter infrastructure in less than 8 months (~70 active network equipment)
- o Defining **network standards** of the company enabling a fast delivery time whenever an extension is needed
- o Working in a **net-DevOps** mode in order to deliver a network feature faster without interrupting the service
- o Defining and implementing the tools needed to automate the delivery of network equipment's configuration
- o Working alongside with the marketing team and with the Openstack DevOps team to **define the roadmap** of the whole infrastructure

Solutions Architect (Contractor), [Orange Business Services](#)

Jan 2007 - Jun 2013 6 years 6 months

I was **responsible for the engineering & the architecture** of the custom solutions (multi-million € projects) offered to the **key accounts** of OBS. I was involved in **presales and delivery** phases of the different deals, mainly on voice solutions always involving network, security and virtualization technologies.

- **Lead Architect** of a complete new VoIP solution design using Cisco's **VoIP solution for a Bank concerning 12000 phones spread across over 1000 locations in France**. I did a complete rework of the contract because it was undeliverable as sold. I designed the complete solution, defined the migration plans, automated the delivery of the configurations of the different equipment and finally helped build the solution for this customer with a team of technical experts. It was a 3-year project, involving 30 people in OBS. ~20M€ contract. Around 15 people were under my lead.
- **Lead Architect** of a complete new VoIP solution design for a public sector customer concerning **10000 phones spread across 300 location in France**. The solution was a "VoIP as a Service" solution, awarded internally by the "Most innovative solution award". It was a 2-year project involving 10 people in OBS. ~7M€ contract.

EDUCATION

Information Technology, Master of Science in Computer Science majoring in Telecommunications, [EPITA](#)

Sep 2002 - Jun 2007

- Graduated with **High Honors (> 16/20)**
- Responsible for the Telecom Laboratory
- TOEIC: 935/990 in 2007
- Worked for 2 years as a system & network administrator managing 4 people @ 3IE, which belongs to EPITA in addition to the academic program

PUBLICATIONS

[4 questions to ask your dev team \(Video\)](#) , VMware Tanzu

Published on: Apr 06, 2020

Good collaboration between Platform Teams and Application Teams is critical for delivering any production service. Practices such as site reliability engineering and continuous delivery must be understood by everyone to be effective, but creating that shared understanding can be hard in an existing organization. In this talk, Hannah and Jérôme will provide a simple guide to getting started.

INTERESTS

Home Automation

[IOT](#) [Arduino](#) [Home Assistant](#) [ESP8266/ESP32](#) [NodeRED](#)

Makers

[3D Printing](#) [CNC](#) [Electronics](#)

Racing

[Sports Car](#) [Motorbike](#) [Go Kart](#)

LANGUAGES

French (Native Speaker), **English** (Fluent).