Biography

Aldo Foroncelli

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Summary of qualifications

I started my professional experience in 1999, at Arthur Andersen MBA (which after became Deloitte Consulting), with the role of consultant in the context of budgeting and reporting.

In 2003, I moved to SAP Italy as BW senior consultant. From 2003 to 2012, I worked on several Business Intelligence projects, different long and short-term engagements, in Italy and outside Italy: full lifecycle projects; focused SAP BW data model designs, reviews, re-engineering and optimizations; presales activities, solution design, projects estimation POCs and demos.

In 2013, I joined the SAP EMEA HANA COE team located in Walldorf, with the role of principal consultant where I worked on some international engagements supporting on different topics: SAP BW-HANA upgrade and migrations; SAP SoH upgrade and migrations; SAP HANA POCs; SAP HANA use case definition, sizing, upgrade and migration approach according to key customer drivers.

In 2014, I moved to HP Enterprise Services as SAP BW & SAP HANA Subject Matter Expert and, at the same time, I worked on the Unicredit HR SAP transformation program as Reporting Team Leader. In 2017, HPE merged with CSC creating the new legal entity DXC Technology. Starting from 2019, I had the role of SAP Sales Specialist with the goal to help companies to find the best solution to fulfill their needs enabling digital transformation with the help of DXC SAP services and offerings.

In January 2021, I joined Qintesi Spa with the role of Business Development Senior Manager with specific focus on "net new name" customers of every industry. I am responsible for all the initiatives to address client's needs through project's propositions on the entire stack of SAP services the company is offering. I am involved in all the marketing activities addressed to collect leads (interviews, blogs, Qintesi public events, SAP public events) and in the subsequent tasks to transform leads into prospects.

I am experienced in working with distributed teams with both internal and external team members. I am used to interact with C-level executives and I have a strong SAP background with a natural attitude to problem solving and team working; I am reliable and able to work independently, a motivated team player and team leader.

Education

- *Master degree in Economics(5 years) - Business Administration, 1998 "Università Cattolica del Sacro Cuore" Milan (Italy)*

Languages

- Italian mother tongue

- English fluent (written and spoken)

Work experience (abstract)

Employer, Timing	Work Experience
Qintesi 2021 ongoing Business Development Senior Manager	*My main focus is to develop business with particular reference to New Customers:* • *Proactively managing business contacts from lead to prospect to customer, ideally from opportunities to concrete business;* • *Taking care of the technical and functional proposition defining use cases, making project estimation, coordinating the technical skills needed to respond properly to customer's needs;* • *Assisting Client Account Managers responsible for "active customers" (if requested), on different commercial proposition (SAP S/4HANA migration, S/4HANA Migration Assessment, AMS etc.);* • *Checking the opportunities arising from public tenders. In case of participation, I take the lead of the technical team needed, according to the opportunities context, to respond adequately to the competition;* • *Supporting the marketing office in defining the communication strategy (Webinars, Blogs, Articles, Interviews, etc.) according to organizational priorities;* • *I developed the Qintesi "Vision" on digital transformation projects and supervised the redesign of the website contents;*
DXC 2016-2020 SAP Sales Specialist	*I worked on Italian and international deals, supporting the sales cycles:* • *SAP Services leveraging DXC Global Delivery Organization (located in Philippines and India);* • *SAP Digital Transformation opportunities;* • *SAP AMS deals;* • *Public Tenders focused on SAP Application services.* *The sales support usually includes the following tasks:* • *Customer facing presentation;* • *Solution Design;* • *Effort Estimation.*
HPE 2014-2016 SAP BW &HANA SME	*I have been involved in Italian and international HANA deals, supporting the sales colleagues in different context:* • *SAP BW upgrade/migration to SAP BW on HANA;* • *SAP BW remodeling, LSA++;* • *SAP HANA and BW mixed scenarios;* • *Data Aging Strategy: SAP BW NLS and SAP HANA Dynamic Tiering;*

Employer, Timing	Work Experience
	• *SAP HANA Live;* • *SAP SLT;* • *SAP ECC upgrade/migration to SAP SoH (Suite on HANA);* • *SAP ECC upgrade/migration to S/4HANA (HPE-SAP SHAPE Program).*
HPE *2014 - 2016* *Project Leader*	*Customer/Company/Country: Unicredit/HP/Italy & Austria* *Roles: Reporting Leader* *In the context of the "Newton" transformation program focused on HR systems towards a SAP centric architecture, I've been leading the project and AMS team for the Share Service Center legal entity (a company owned 50% by Unicredit and 50% by HPE (now DXC), which is providing HR services to Unicredit).* *Activities:* • *Functional & Technical BBP;* • *SAP reporting development with BW, SAP ABAP queries, SAP Ad-Hoc queries , SAP SmartForm, SAS and SAP BO;* • *User training;* • *Support post go-live;* • *Evolutive and corrective AMS;* • *Team members 6.*
SAP AG *HANA EMEA COE* *May 2013* *March 2014* *Principal Consultant*	As *Principal Consultant in the SAP EMEA COE HANA Services Team, I worked on international engagements, BW-HANA upgrade and migrations, HANA POCs supporting the sales process in the use case definition, the HANA sizing and architecture, the upgrade and migration approach, the project estimation and plan.*

Certifications and Awards

• *Project Management - Andersen Milan 06/2002;*

• *SAP BW 305 Reporting & Analysis - SAP Italy Milan 11/2003;*

• *SAP BW 310 Data Warehousing - SAP Italy Milan 12/2003;*

• *SAP BW 360/365 Performance, Administration & Authorization - SAP Italy Milan 12/2003;*

• *SAP SEM 010 Strategic Enterprise Controlling - SAP Italy Milan 01/2004;*

• *SAP SEM 200 SEM Business Information Warehouse - SAP Italy Milan 01/2004;*

• *SAP BW 350 Components Extraction - SAP Italy Milan 02/2004;*

• *SAPFIN Financial Solution Overview - SAP Italy Milan 10/2004;*

- *SAP BW330 BW Modelling - SAP Italy Milan 10/2004;*

- *AC040 Cost Management and Controlling - SAP Italy Milan 11/2004;*

- *SAPNW NetWeaver Overview - SAP Italy Milan 11/2005;*

- *SAP ABAP BC 400 Introduction to the ABAP workbench - SAP Italy Milan 12/2005;*

- *SAP DBW70R Delta BI 7.0 Reporting - SAP Italy Milan 07/2006;*

- *SAP DBW70E Delta BI 7.0 Enterprise Data Warehouse - SAP Italy Milan 07/2006;*

- *SAP BW 7.0, NW2004s Certified - SAP Italy Milan 01/2007;*

- *SAP Process Implementation Consultant Certified - SAP Italy Milan 11/2010;*

- *SAP HANA 1.0 Workshop Technical Consultants - SAP AG Walldorf 01/2011;*

- *SAP HANA 1.0 Workshop Application Consultants - SAP AG Walldorf 01/2011;*

- *SAP HANA Associate Certified - SAP Italy Milan 09/2012;*

- *SAP HANA Professional Certified – SAP AG Walldorf 09/2013;*

- *RISE with SAP PCE Solution Architect – SAP Online, 06.2023.*