

Franco Di Cicco

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A smooth sea never made a skillful sailor.

Summary

25+ years of experience in global IT and TELCO markets, deep expertise in:

- Business development and general management both in Europe and in the USA.
- Sales & Delivery of IT Consultancy, System Integration, Application & Business process Outsourcing.
- Corporate Procurement of IT and TELCO hardware, software and services.
- Significant professional experience at international level (USA, UK, Rest of Europe)
- Strong focus on results, client relationship and communication skills, teamwork, integrity

Education

Electronic engineering full degree, University of Genova, 110 cum laude
MBA at Wharton School of Economics, Philadelphia

Experience

President Digid SpA
Denodo Ambassador for Italy
Gartner Executive partner
General Computer Italia SpA Board member

Board Member.

Netberg

Board Member-Business Development Director.

Today-2009 **ICT Business Consultant, investor, BoD member**

Clients: Telecom Italia, Tim Brasil, Actifio, Gepin, Engineering, Tibco, HDS, Bizmatica, AliasLab, Solgenia, Retelit. Delivered several projects (ERP, BPR, sales, post-sales, outsourcing, off-shoring). Gartner Group partner. Netberg BoD member.

Corporate Procurement

2009-2008 **V.P. Strategic Sourcing at Telecom Italia, Milan**

In charge of the T.I. IT Services Outsourcing Project (6500 people, 500 Mioeuro)

2008-2001 **IT Procurement at TELECOM ITALIA, Rome and Milan.**

In charge of procurement for all IT products hw,sw & services, managing 50 people and 2Bn€ budget over 5 countries. Responsible for:

- 3 years sourcing strategic plan design and deployment.
- Demand management operational model design and implementation.
- Negotiation of large contracts (Microsoft, Ibm, Hp, Sap, Oracle, Emc, Google, Cisco, Ericsson)
- Managing of procurement processes operational activities

I set up a corporate sourcing office working on demand mgt (volumes collection, demand standardization and purchasing synchronization) reaching a decrease of pre-assigned purchasing to less than 30%, increasing purchasing covered by contract up to 75% and saving of 20% per year .

2000-1999 **V.P. Marketing & Sales at Siemens Mobile Networks Italy, Milan.**

In charge of 350 Mioeuro revenues.Track record of results (bookings, revenues and margins). Responsible for system integration and business consulting projects sales and delivery. Deep professional experience with major Telco and Electronic market players.

1998-1996 General mgr at Siemens Telematica Private Networks.
In charge of Enterprise PBX's Italian market. Budget: 200 mioeuro; 100 people.

1996-1994 Enterprise Business Development Director at Omnitel Pronto Italia (now Vodafone).
Responsible for creating the sales channels (direct & indirect) and developing Enterprise market mobile applications.

1994- 1988 Unisys Europe Africa Division V.P. for Public Sector, in London
In charge of the European business worth 1,5 Bn euros.

1988 -1985 Unisys Italy Enterprise Business LOB General Mgr.

1985-1983 Sperry Univac World Wide Mktg Director in Philadelphia (USA)

Languages

English Fluent

Italian Mother tongue

