

François GUÉRIN

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Functional skills

Training & Certification

- course design, authoring and delivery
- creation of Certification programs
- design of training labs (physical & virtual)
- outsourcing of Customers' training activity
- management of training institutes
- e-Learning (LMS, contents, tutoring)

Consultancy

- audits, consulting, customer needs analysis
- development plans, writing of commercial tenders

Authoring (English, French)

- white papers, tech. notes, user & installation guides

Management

- team management, recruitment
- budget management, accounting
- project management, crisis management

Technical expertise

Networking, Internet

- **SD-WAN**, hybrid networking
- application management, performance optimisation
- QoS monitoring, QoE, troubleshooting
- cybersecurity (Fortinet Certified Associate)
- switching, fabric (Extreme Certified Associate in Switching, Fabric Connect, XIQ, XIQ-SE)
- X.25, ATM, Ethernet, IP (LAN/WAN)

Radiocommunications

- PMR, 2G/GSM GPRS EDGE, 3G/UMTS HSPA, 4G/LTE
- air interf. (Uu), Radio Access Network, Core Network
- Wi-Fi

Digital Transmissions

- PCM, PDH, SDH, WDM; fibre optic, microwave links

Telephony

- PSTN, ISDN, SS7, ISUP, PABX, VoIP

Information Technologies

- Structured documents SGML/XML (Epic Editor, MadCap Flare); LMS (WBT, Litmos); Photoshop; Wireshark; VMware, Docker; Office suite

Soft skills

- rigorous, reliable, loyal, dependable
- leadership experience, sense of receptiveness
- intellectual curiosity
- critical thinking skills, creative force
- writing skills

Personal data

- French, age 55
- under confidentiality agreement
- main interests: literature, astrophysics, travels, photography, hi-fi, jazz (alto sax player), cinema
- sports: ski mountaineering, mountain bike, trekking, running, paragliding, rowing, scuba diving

FREELANCE TELECOM EXPERT

30+ years of experience • Voice & data, fixed & mobile networks

Dual technical & managerial skills • MST + MBA

Experience in international environments • Quadrilingual

Experience / Clients

2006-... Foundation of abiscom Ltd • Manager and Consultant

Consultancy, expertise and training in networking & telecommunications

Main Clients:

- 2021-25 **Extreme Networks** (an American networking company that provides wired & wireless network infrastructures and network management tools) + **Partners**
- 2015-21 **Infovista** (software solutions for network planning, testing and automation)
- 2006-15 **Ipanema Technologies** (a world leader in networks optimisation)
- 2006-08 **Bouygues Telecom** (a French mobile Telco)
- 2006-07 Philips semiconductors, **NXP** (semiconductor manufacturing companies)

1999-2005 Branch Manager (reporting to the CEO) • Syslog

- 20 engineers + a sales rep, 3 M€
- **creation of a Training Centre** (5 instructors + 2 external trainers, revenue: 1 M€)
- marketing of standard and bespoke training courses, public and private
- seconding of consultants for technical assistance for Alcatel, Nortel and EADS
- outsourcing of Nokia Training Centre in France
- partnerships with CS Institute, ENST, free-lancers
- quality certification AFAQ 9001-2000 achievement

1995-99 System Engineer • Alcatel, Motorola, Bouygues Telecom

- deployment of mobile networks, setup and optimisation of GSM/GPRS cells
- level 3 technical support, 24x7 hotline service (Motorola RAN)
- course design and delivery (theory and workshops): PDH, SDH, 2G/3G networks

1994-95 IT Manager • Ministry of Foreign Affairs

- technical adviser for the French Embassy in Portugal

1992, 93 Research works • France Télécom/Orange, CERN

- FT (Annecy, FR): end-of-studies internship on AI, leveraging fuzzy logic – 6 months
- CERN (Geneva, CH): development of an automatic call-back software app – 3 months

What my Clients say

Recent Client feedback after their training courses (which I both created and delivered):

- "Incredibly knowledgeable and engaging throughout." K. M., Hipernet, USA
- "Francois' slides and lab set-up were different than others but by far the best." J. R., CNI, USA
- "The hyperlinked PDFs are amazing! Much better than normal course material." D. M., Charterhouse, UK
- "Very practical, not only based on PPTX but on real life examples and live demos." J. A., CMS, DE
- "One of the best training courses I have ever had." H. B., Lutessa, FR
- "The content is very deep and graphically fantastic." Y. S., DDim Technology, Korea

Languages

- **French** mother tongue
- **English** fluent
- **Portuguese** proficient (18 months in Portugal)
- **Spanish** proficient (8 months in Spain + Latam)
- **German** some knowledge

numerous missions in Africa, Americas & Asia (36 countries), from one week to four months, working in these four languages

Education

2002-04 Master of Business Administration • IAE Paris, Sorbonne Business School
Majored in "International management" and in "Production management"

1990-93 Telecom engineer (= Master of Science in Telecommunications) • Esigete/Efrei

1988-90 Math Sup+Spé (preparation for "Grandes Écoles" entry exams) • Lycée Berthollet

1988 Science Baccalaureate (= A-level) • International High School, Ferney/Geneva