

# CURRICULUM VITAE

## IDENTITY :

Name, first name: HARDY Pierre  
Date of birth: Early sixties  
Civil status: ...  
Nationality: Belgian  
Address: ... ask for details ...  
1348 LOUVAIN-LA-NEUVE  
Phone: +32 ..., Mobile +32 ...  
  
Diploma: Civil Engineer in Applied Mathematics (UCL)  
Latest functions: Teacher in several high / higher schools  
Network Architect / Executive Deal Lead at AT&T

## STUDIES:

### **Latest (2013 – 2014) :**

Université Catholique de Louvain : « Certificate of educational aptitude appropriate to higher education »  
(CAPAES : Certificat d'Aptitude Pédagogique Approprié à l'Enseignement Supérieur), in relation with my second job : higher school professor (September 2013 – June 2014).

### **University (1980 – 1987):**

Université Catholique de Louvain : 1<sup>st</sup> year of Civil Engineer (Sept. 80 - not completed due to family move to Canada).  
École Polytechnique de Montréal : 1<sup>st</sup> year of Civil Engineer (Aug. 81 - May 82 : succeeded but not recognized by UCL).  
Université Catholique de Louvain : Civil Engineer in Applied Mathematics (June 1987 with "Great Distinction")

**Orientations :** Computer science (data structures, algorithmic, management, data bases, artificial intelligence, Computer Aided Design, ...)  
Automation science (simulation, regulation, identification, robotics)

**End of study thesis :** "Robot's trajectory generation by Bézier curves : elaboration of a computer aided design module and performances analysis."

### **Complementary training :**

Université Libre de Bruxelles : CAD courses on CATIA system (from Dassault and IBM)  
- "CATIA : basic" : one week in October 1986,  
- "CATIA : advanced surfaces" : one week in November 1986.  
Instructor to give back this training to UCL students (1987).

### **Secondary school :**

Collège Royal Marie-Thérèse HERVE : inferior cycle (Sept. 73 - June 77)  
Collège Saint-Roch FERRIERES : superior cycle (Scientific A) (Sept. 77 - June 80)

## TECHNICAL SKILLS :

- Network : WAN, routing protocols (OSPF, BGP, ...), switching, ...
- Office tools : Excel (expert level, including Visual Basic : Macro & Function design)
- Programming : C, Visual Basic, Python, ...

## LANGUAGES :

- French : native language,
- English : fluent
- Spanish : very good (bilingual 20 years ago, but still fluent),
- Dutch : good school level.

## EXPERIENCES :

### **Teacher in social promotion schools for adults, 2021 – 2023 (part time) :**

During day time for high school, evening for higher school (bachelor level)

- **Ecole Industrielle et Commerciale de la Ville de Namur (EICVN), Namur**
  - “Programming Level 1” : Programming Technician cursus, high school level (2021 – 2022)
  - “Operating Systems : concepts and procedures” : Programming Technician cursus, high school level (2021-2022)
  - “Connecting Networks” and “Scaling Networks” : Bachelor in IT cursus (2022 – 2023)
- **Institut Supérieur de Formation Continue d’Etterbeek (ISFCE), Brussels**
  - “Programming Level 2” : Programming Technician cursus, high school level (2021 – 2022)
  - “Network basics” : Bachelor in Management IT cursus (2021 – 2022)
- **Institut de Formation Supérieure (IFOSUP), Wavre**
  - “Spreadsheet software” (Excel) : Bachelor in Management IT cursus (2021 – 2022)
  - “Web Environment & Technologies” : Web designer / developer cursus, higher school level (2022 – 2023)
- **Institut wallon de Formation en Alternance et des indépendants et Petites et Moyennes Entreprises (IFAPME), Wavre**
  - “Markup Languages (HTML & CSS)” : Web front end designer cursus, high school level (2022 – 2023)
  - “Office Automation (Excel, Word, Powerpoint)” : independent cursus, high school level (2022 – 2023)

### Related trainings:

- WEB design :
  - Open Class Room : Create your Website with HTML5 & CSS3 (September 2022)
  - W3Schools : HTML, CSS, JavaScript, ...
- CISCO training :
  - CCNA: Introduction to Networks (June 2022) [by curiosity]
  - CCNA: Switching, Routing, and Wireless Essentials (August 2022) [by curiosity]

### **Network Architect / Executive Deal Lead :**

**Network Architect (NA)** August 1999 – April 2011

**Executive Deal Lead (EDL)** May 2011 – March 2021

AT&T Global Network Services Belgium Luxembourg SPRL (AGNS)

Medialaan 36, 1800 Vilvoorde (Brussels area, Belgium);

Rue Picard 7, 1000 Brussels (new address since 2023)

More specifically, assigned in 2003 as Design Architect for IBM (as main AT&T customer), and since 2007 in “IBM Commercial Acquisition” segment up to March 2016, moving to Executive Deal Lead position in May 2011.

And from March 2016, Executive Deal Lead for CSC / DXC account, one of main AT&T partners.

Pre-sales support for AT&T Business services, helping business manager in :

- Customer facing on any technical aspect (NA)
- Designing network solution (NA)
- Costing the designed solution (NA / EDL)
- Writing proposal: technical description part (NA / EDL)
- Getting all required internal approvals for any custom element of the solution (EDL)

Provide support, expertise, consultancy to any customer but also to colleagues on following topics :

- SNA, FR, Internet, VPNs, MPLS, ...
- Routing protocols (and their interactions), Quality of Service (COS, queuing, ...)
- Remote Access Services (Narrow and broadband technologies, security issues, ...)
- Network integration

Build some tools (Excel based) to automate network design for big networks, allowing faster hypothesis testing, pricing, access quotes management, ... increasing productivity and sales support.

#### Related trainings:

- Continuous AT&T internal and partners (CISCO, Juniper, McAfee, ...) training (on-line courses, video-conferences, ...) on AT&T Services and underlying technologies : MPLS, VPNs, IPSec, Remote Access, Security Services, Firewalls, IDS/IPS, ...
- SIP (Session Initiation Protocol) :
  - SSCA : SIP School Certified Associate
  - Certification granted on 19/11/2015 by "The SIP School".
- Negotiation (Sales oriented)
- Time management
- Excel (expert level, including self training in Visual Basic : Macro & Function design)
- CISCO training :
  - Switching (Cisco ICND2 Cert Prep on LinkedIn, March 2021)
  - VoIP & IPT (roadshow in Q1 2004)
  - Network Security (3 days, Oct 2003)
  - Routing Protocols (2 days, Oct 2003)

**IT Specialist, Telecom :** July 1998 – July 1999  
IBM Belgium SA,  
Square Victoria Regina 1, 1210 Bruxelles

From Network Services department, support IBM Strategic Outsourcing (SO) customers

- SNA support
- TCP/IP for MVS specialist (installation, migration, support, ...)
- Network solution design for IBM SO customers (SNA, X.25, WAN (over FR), IP, ... and integration).
- Consultancy for SO customers (product and/or network migration, ...)

#### Related trainings:

- IBM OS/390 & TCP/IP

**Telecom engineer :** July 1992 – June 1998  
SOLVAY S.A. rue du Prince Albert, 33; 1050 Bruxelles

Study, development and management at Belgian and international level of the telecommunications of Solvay Group : SNA / SNI and X.25 networks, Voice/Data integration (IDNX), TCP/IP.

- SNA, NetView specialist
- Network automation and monitoring (Tools development under Netview (CLISTs, REXX, ...) and under OS/2)
- Operators training
- Installations and international support of an automatic file transfer product (Inter-Pel).

From 1994 to 1996, at international level :

- Installation of a TCP/IP network (based on CISCO routers)
- TCP/IP network management via SUN Net Manager and CiscoWorks (Management policy, C written tools development, ...)
- Migration and integration of SNA/SNI and X.25 network within TCP/IP network
- TCP/IP on IBM MVS installation
- Study mission of the printing problematic from the mainframe through a TCP/IP network : study and "stabilisation" of the OASIS solution.

#### Related trainings:

- MVS, TSO, JCL, REXX, ... (92 – 93)
- SNA, VTAM, NCP, X.25 NPSI, SNI, ... (1992 –1993)
- NetView courses (Implementation & Administration : 10/92; Customization & CLIST : 11/92; ...) (1992 - 1993)
- Object Oriented Approach (Concepts and methods, Object Data Bases, Object Oriented Design) (03/1994)
- CISCO routers configuration (11/1994)
- OSPF routing protocol (04/1995)
- TCP/IP : Implementation for MVS and VM (04/1996)
- TCP/IP : Tuning & Performances (05/1996)
- ATM Introduction (09/96)
- FR Architecture (03/98)
- Windows NT : Fundamentals & Server (02-03/1997)

**I.T.B. Coordinator :** February 1989 – June 1992  
Chemical complex of Martorell (Barcelona, Spain) of SOLVAY Group  
Solvay Martorell  
Avenida Montserrat 118, 08760 Martorell, España

Data Processing, Telecommunication and Office Automation manager for the factory

- Management of installed base (from 40 to 120 PCs in 3 years)
  - Full cabling of the complex (FO Backbone, IBM cabling, coaxial (Ethernet), UTP (AT&T), ...)
  - Installation and interconnection of TR and Ethernet LANs
  - Installation and management of file servers (Novell), communication servers (SNA Gateways (IRMA), X.25 (EICON), ...), ...
  - Users training (manuals writing, office automation coordination, ...)
  - Taking up of operators team (HP 3000, Nixdorf) and converting them in LAN domain
  - Budgets estimates and follow-up
  - Relationship with suppliers
  - Consulting and data processing coordination to other services of the factory
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- Study and follow-up of LAN installation for two other factories of Solvay Group in Spain

**In training :** September 1988 – January 1989  
SOLVAY & Cie S.A. rue du Prince Albert, 33; 1040 Bruxelles

- Introductory courses on SAP R/2 system and training periods inside accounting services of a factory and at the national head office;
- Network architecture, telematics essentials, X.25, LAN, ...

**Project assistant :** August 1987 – September 1988  
MBLE rue des Deux Gares, 82; 1070 Bruxelles.

- Data bases applications development :
  - hardware : PC (MS-DOS), VAX (VMS)
  - languages : C and SQL from ORACLE.
- Preparing and giving a talk (two days) introducing to the data base management systems and writing of a document : "An Introduction To Relational Database Management Systems".

### **COMPLEMENTARY JOB (2009 – 2020) :**

#### **Institut Technique Supérieur Cardinal Mercier (ITSCM), Brussels**

("Social promotion" higher school for adults, Bachelor level, evening courses from 18h to 21h30)

Professor (one or two evenings per week) in charge of :

- "Project Management" course since September 2009
- "Procedural Programming Techniques" since May 2012
- "WAN Technologies" January 2011 to June 2017, replaced in the curriculum by the following two
- "Connecting Networks" September 2017 – June 2020
- "Scaling Networks" September 2017– June 2020 (shared with another colleague)

### **OTHER ACTIVITIES :**

#### **Sport :**

- Mountain (Ski in winter, Hiking in summer)
- Cycling (off roads), nature walk

#### **Associative life :**

- President of "Parents association" of secondary school "Lycée Martin V" in Louvain-la-Neuve, from September 2010 to June 2016.
- Member of and active in diverse associations (neighbourhood, school and parents associations, ...)

#### **Hobbies :**

- Do-it-yourself
- IT, Domestic computing, programming, ...
- (Old) HP calculators