CV SORINA IUGA (GHITA)

Personal Details:

Name	**SORINA IUGA (GHITA)**
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Languages spoken	English (fluent), French (medium), Spanish (beginner)
Driving License	Yes (B)

Education:

July 2011 – September 2012	**Leadership, management and entrepreneurship training "Bullet Proof Manager"** - The Institute of Leadership and Management / CRESTCOM TRAINING / PEOPLE INVESTMENT S.R.L. The "Bullet Proof Manager" training session is a monthly business incubator where leaders grow their skills, exchange ideas and share what's working now. http://www.crestcomtraining.com/in/leadership-training This training addresses the leading people working in any field - managers, supervisors, team leaders - those who depend on motivation, productivity of the company, changes needed to succeed in the market, taking responsibility for positive and negative things. Topics: financial management for entrepreneurs, sales management, negotiation techniques, project management, marketing for entrepreneurs, business process management, ability to motivate others, change management, coaching & mentoring, communication (listening & speaking), customer relationships, performance management, planning and setting objectives, recruiting people from team, stress management. Participants received two credentials: NATIONAL DIPLOMA - ***"Entrepreneurship" Certificate***, accredited by both Ministry of Labor and Ministry of Education (CNFPA/ANC) / INTERNATIONAL DIPLOMA - INSTITUTE OF LEADERSHIP AND MANAGEMENT (ILM) UK (www.i-l-m.com)
2009 – 2011 (not finished)	**PHD, Computer Science, Artificial Intelligence** - Polytechnics University, Bucharest, Romania My research consists in the conception of artificial intelligence methods and algorithms to support the design and development of a software system for advanced search and pattern recognition within the medical images. Activities and Societies: Organizer of AI-MAS Winter Olympics 2010 (AI-MAS = Artificial Intelligence and Multi-agent Systems)
2003 — 2005	**Master in Business Accounting and Audit**, The Faculty of Accounting, The Academy of Economic Studies, Bucharest, Romania My dissertation paper was called: "Using Information Systems in Business Audit"
1998 — 2003	**Faculty of Cybernetics, Statistics and Economical Computer Science** - Academy of Economic Studies, Bucharest, Romania (graduated with 10) In faculty I was the president of the Macroeconomic Forecasting Circle; I participated and received several prizes in Scientific Student Contests. I participated in The Regional Sciences Symposium 2002 with the papers "Economical Power And Regional Development" and "Transport Distances Reduction-Basis Criteria Of Territorial Placement " that were published in "Regional Development And European Integration" in 2003; I participated in The Regional Sciences Symposium 2003 with the works "The Core-Periphery Model And Endogenous Growth", "Innovating Regions In Europe", "Costs And Benefits Of European Union Adhering For The Nominee Countries From Central And Eastern Europe" and "The Evolution Of Human Potential In The Countries Nominees To Join The European Union" that were published in the book "Competitive Advantage And Regional

	Development" in 2004.
1994 — 1998	"Mihai Viteazul" College Bucharest, Romania

Employment and Professional Experience:

Jan 2010 – Present	**Business Development Director at INDRA SISTEMAS S.A. SPANIA Sucursala Bucuresti Romania** (www.indracompany.com) Main responsibilities: ▪ Develop the business in the Romanian market; ▪ Identify new business opportunities / sector specific targeting; ▪ Have individual responsibility for new business; ▪ Manage the sales process: lead generation, asking questions, solution pitch, negotiation, close; ▪ Deliver a tailored sales process to achieve targets /KPI's by generating leads, asking probing questions, using most appropriate features & benefits based on clients needs and matching with a tailored solution; ▪ Understand the clients' business objectives including their Return on Investment (ROI) objectives; ▪ Motivation and acute attention to detail in ensuring all sales opportunities are captured and explored. ▪ Manage and maintain the pipeline for Romania; ▪ Management of the Romanian branch: administrative issues, HR activities, payrolls, basic accountancy, financial reporting.
March 2010–July 2012	**Member of the Administration Board - S.C. ELECTRICA SOLUZIONA S.A.** Responsibilities: determining the main directions of activity and future development of the company, establishing accounting policies and financial control systems, appointment and dismissal of directors and setting their remuneration, supervision of the director's activity, preparing the annual report, organizing the General Assembly of shareholders and implementing its decisions, etc.. (MOF4 1618 2010)
Iun 2008 – Jan 2010	**Senior Technology Sales Representative - Public Sector & Healthcare at ORACLE Romania** (www.oracle.com) Main responsibilities: ▪ Developing a strategy, sales plan and profiles of targeted accounts to address the Public Sector & Healthcare ▪ Defining appropriate Enterprise Sales Industry Value Propositions ▪ Driving the implementation of sales and marketing campaigns ▪ Qualifying leads and prioritising opportunities, marshalling internal and Partner resources to conduct campaigns ▪ Developing, extending and maintaining relationships with the appropriate staff, working with, and influencing the activities of Oracle Partners as appropriate ▪ Maintaining an understanding of Oracle's strategic direction and interpreting its relevance to the Public Sector & Healthcare ▪ Maintaining an awareness of Oracle's current and future application/technology products and services ▪ Maintaining an understanding of competitive activity relevant to Public Sector & Healthcare I have presented the paper: "Oracle Medical Imaging - Detecting Cancer at Early Stage" at the conferences: "Bio-Inspired Computational Methods Used for Difficult Problems Solving. Development of Intelligent and Complex Systems "(BICS 2008) Tirgu Mures, 5 - 7 November, 2008 (http://davos.science.uttgm.ro/bio_computation/) and" Complexity and Intelligence of the Artificial and Natural Complex Systems. Medical Applications of the Complex Systems. Biomedical Computing "(CANS 2008) Tirgu Mures 8 - 10 November , 2008 (http://davos.science.uttgm.ro/complex_systems/)

Iun 2007– Iun 2008	**Tivoli Sales Specialist at IBM Romania** (www.ibm.com) **–** Software Group Main responsibilities: - Establishing and maintaining new CIO/ IT business executive relationships ensuring Tivoli brand value infusion to the client´s business - Creating an end-to-end client-centric value proposition for the Tivoli solutions, tailored to the client´s industry and specific business situation - Generating incremental revenue and/or signings and growing Tivoli brand market share within the account or set of accounts - Maximizing sales of Tivoli solutions - Understanding the customer´s IT strategy and business needs, and indentifying the Tivoli solutions to solve those business needs - Identifying, qualifying and assisting with the closing of opportunities - Planning and conducting complex negotiations as part of wining client business, reaching lasting agreements and commitments.
Mar 2006 – Iun 2007	**Sales & Business Development at Net Consulting** (www.netconsulting.ro) - Large Accounts Sales Department. Main responsibilities: - Sell infrastructure management solutions (HP OpenView; IBM Tivoli & CA) and Enterprise Servers and Storage to customers - Identify and close business opportunities and manage the sales cycle - Implement the value proposition and successfully position our offerings against competitors. - Develop and manage sales opportunities for and help to design the architectures with the technical team. - Present the solution to the client and negotiate the project's terms (budget, resources, time, conditions, and responsibilities). - Coordinate the development and implementation of the projects, from the design and plan phases till results evaluation and rollout - Maintain permanent contact with the client. I have presented a case study at The IDC Storage Roadshow 2006 - Marriott Hotel, Bucharest, May 8, 2006 (http://www.idc-cema.com/?showproduct=28078&content_lang=ENG&action=Agenda)
Nov 2003 – Mar 2006	Dec 2005 – Mar 2006 **Sales Specialist HP OpenView Solutions at Crescendo International** (www.crescendo.ro). Main responsibilities: - Sell HP OpenView product portfolio to customers - Meet planed targets - Implement the HP OpenView value proposition - Successfully position HP OpenView offerings against competitors - Develop and actively manage sales opportunities - Provide detailed information on project status regularly - Sales support for large accounts for complex solutions and new products - Design marketing initiatives and campaigns to generate sales - Manage relationship with local and Global Partners Nov 2003 - Mar 2006 **Product Manager / Solution Architect HP OpenView Solutions at Crescendo International** (www.crescendo.ro). Main responsibilities: Set and follow the biannual HP OpenView business plan. (It includes the training plans, certification plans, and marketing plans, account planning, budgets). Co-ordinate the technical and sales teams in HP OpenView projects. (I coordinated the development and implementation of HP OpenView projects, from the design and plan phases till results evaluation) Specific activities: - Using the specific HP sales and configuration tools for designing the solution; - Conceiving the solution architecture and the project plan and presenting it to the client (internal or external); - Negotiating with the technical team the project's terms (budget, resources, time, conditions, responsibilities); - Allocating human and material resources (employees, machines, materials, subcontractors);

	• Preparing the project's specific documentation; • Verifying every aspect of the project's development (financial, qualitative, delivery terms); • Reporting to the clients in every stage of the project's development according to the agreed plans; • Coordinating the project's participants to fulfill their tasks at the requested standards, solving unexpected problems, even changing the initial plans and negotiating the new terms with the client; • Maintaining permanent contact with the client, evaluating the project in the test phase and initializing every necessary change; • Delivering the project's results; • Evaluating the project's results after delivery and sounding customer satisfaction. I have delivered the presentation "Approaching IT as a business" at the "HP IT Service Management" event, Bucharest, 27 September, 2005. I have delivered the presentation "Investment with return of tens of percentages: ICT Service Management" to the event "Convergence of Banking and IT & C Markets", Bucharest, 27 October, 2004 (http://www.finmedia.ro/conferences/conferinta.php?cod=itc&editie=8&comanda=program)
Sep 2003- Nov 2003	**Economist - internal audit at The Ministry of Public Finances, "The National Printing House"** The internal audit compartment compares periodically incomes, costs and spending with the anticipations and then finds the best measures for correcting discrepancies and proceeds financial adjustments. The internal audit compartment has an overall view over all the company's operations including financial ones and can exercise its control capacity over all compartments.
October 2002 — January 2003	**Teaching Assistant** - Faculty of Cybernetics, Statistics and Economical Computer Science - Academy of Economic Studies, Bucharest I seconded Prof. Dr. Dumitrache Caracota at the Macroeconomic Forecasting courses and seminaries that he taught to the 4th year's statistics major.
October 1998 - May 2003	**Marketing and Financial Consultant** at **S.C. STYX S.R.L.** Bucharest This experience has given me good knowledge and understanding of the Romanian business environment. There I developed the marketing & sales strategy, I projected the plan of marketing & sales, I analyzed the market and prepared the business plans and budgets, I promoted the services and generate profitability of the company, I safeguarded the interests and integrity of the company, I create and suggest strategies in order to optimize the activity and I established & maintained good relations with clients. I chose this kind of work because marketing and financial planning is committed to the provision of top quality innovative business advice. The strategies enable companies to achieve their business objectives at the least possible cost. By acquiring a detailed knowledge and thorough understanding of a company's business, strategies that may save a company significant funds can be planned.

Core Business Skills:

Customer approach, Sales strategy	Very good understanding of customer business and internal processes; have the ability to identify the problems customers face and to recommend solutions that help customers solve business needs. • *"Customer Requirements Analysis" Certification* • *"Solution Selling" Certification* • *Certificate "Sales Manager"*, accredited by both Ministry of Labor and Ministry of Education (CNFPA/ANC) • *Sales Manager training* "MANAGER VANZARI" – EUROPEAN PROJECT CONSULTING S.R.L. (www.eupc.ro), Bucharest, Romania, April 2013 • *Sales Strategy Workshop — Opportunity Management (InfoMentis)* – Oracle Sales Training July 2008 http://www.infomentis.com/pdfs/001.SC.InfoMentisOverview.09065.pdf • *IBM Global Sales School* (Sep 2007- Feb 2008). Global Sales School is IBM's foundational sales learning program, developing the core and critical "how to sell" capabilities that IBM sellers need in order to be productive. Topics: Prospecting and researching clients and client industries, Identifying leads, Exploring and identifying opportunities, Creating sales strategies, sales plans and call strategies, Making sales calls, Design solutions and preparing proposals, Determining pricing, terms and conditions, Presenting solutions or product demonstrations, Confirming client benefits and value proposition, Negotiating terms and closing deals. **Graduated with distinction.**
Negotiation	Good knowledge of approaches used to conclude an agreement. • *"NegotiationStrategy" Certificate*

	• *"Negotiation and Communication Techniques" training* "Tehnici de comunicare si negociere", Universitatea „Politehnica" din Bucureşti - ComHighTech Project: http://www.comhightech.ro, Bucharest, Romania, October 2012
Public Acquisitions	Extensive expertise in developing and managing public procurement. • *Certificate "Public Procurement Expert"*, accredited by both Ministry of Labor and Ministry of Education (CNFPA/ANC) • *Public acquisitions training* "EXPERT ACHIZITII PUBLICE" - S.C. IRA TEST CONSULT S.R.L. (www.iraconsult.ro), Bucharest, Romania, June 2010
Communication	Good knowledge of the relationship and interactions involved into a business process and how to be an effective receiver of information. • *"Business Communication" Certification* • *"Developing Abilities in Maintaining the Relationship with People"* Training — Gemini Consult, Bucharest, 1st -3rd June 2004
Health Care Industry Knowledge	Very good knowledge of the healthcare industry. Broad knowledge of the industry and its trends, Health Information Management, Medical Staff Management, Organizational Structure, Risk, and Supply Management. Able to identify and propose solutions for, but nor limited to; primary and specialized care, hospital management, PACS/RIS. Knowledge of accreditation systems and quality assessment procedures for health centers and hospitals Knowledge of management tools using IR-DRG for assessing the quality of hospitals Knowledge of accreditation and evaluation models for hospitals: EFQM and Joint Commission Knowledge of ISO: 9000:2008 and AENOR certifications for in healthcare Knowledge of hospital's operation and planning • *"Health Care Industry Knowledge" Certificate* • *Hospital Accreditation External Evaluator Certificate* – The National Commission of Hospital Accreditation, Romania (http://www.conas.gov.ro) **Trainings:** • *Healthcare Innovation and Entrepreneurship -* Duke University, Coursera (Apr 10th - Jun 20th 2013) (6 weeks long) • *Principles of Public Health* - University of California, Irvine, Coursera (Jan 28th - Mar 4th 2013) (5 weeks long) • *The hospital accreditation process in the Community of Madrid* - Methodology and Implementation - IHM - Medical Technology (http://www.ihm-medical.com), Madrid 5th - 9th March 2012 • *The hospital accreditation process in Colombia* - Methodology and Implementation - Instituto Colombiano de Normas Técnicas y Certificación – ICONTEC (www.icontec.org.co) Bogota 6th -7th February 2012 • *The hospital accreditation process in Brazil* - Methodology and Implementation - Organização Nacional de Acreditação - ONA (www.ona.org.br) Sao Paulo 31st January – 2nd February 2012 • *The hospital accreditation process in Argentina* - Methodology and Implementation - Instituto Técnico para la Acreditación de Establecimientos de Salud – ITAES (www.itaes.org.ar) Buenos Aires 09th – 13th January 2012 • *The hospital accreditation process in Australia* - Methodology and Implementation - The Australian Council on Healthcare Standards - ACHS (www.achs.org.au) Sydney 20th – 23rd Septembrie 2011 • *The hospital accreditation process in the Community of Andalusia* - Methodology and Implementation - Junta de Andalucia – CONSEJERIA DE SALUD - Agencia de Calidad Sanitaria de Andalucía (http://www.juntadeandalucia.es/agenciadecalidadsanitaria), Sevilia 21st 26th March 2011 • *Hospital Accreditation External Evaluator Training* – Romania, CoNAS 2010
Public Administration Industry Knowledge	Very good knowledge of the organization of government, policies and programmes as well as the behavior of officials, the management of public programs and government decision making processes, the analysis of the policies. Able to identify and propose solutions for, but nor limited to; Information systems and citizen management, eGovernance, Citizen participation services, Administrative simplification, Automated file / document management, Service platforms for National and Local administration, Information systems for Management (scorecards, indicators).

Strategic Consultancy and Planning	Expertise in strategic consultancy and planning - modernization strategy (strategic plans, directors, technological, marketing & planning strategies, business plans, risk management business analysis and evaluation and QA processes (ISO, ITIL, CMMI). • ***Leading Strategic Innovation in Organizations*** - *Vanderbilt University, Coursera (Mar 5th – May 12th 2013)(8 weeks long)* • ***Property and Liability: An Introduction to Law and Economics*** - *Wesleyan University, Coursera (Mar 18th - May 22nd 2013)((6 weeks long)* • ***Model Thinking*** - *University of Michigan, Coursera (Mar 4th – Jun 3rd 2013) (10 weeks long)* • ***Critical Thinking in Global Challenges*** - *The University of Edinburgh, Coursera (Jan 28th - Mar 4th 2013) (5 weeks long)* • ***Marketing for Services - The Next Level*** - *OpenLearning - February 2013 (3 weeks long)*
Financial and Pricing Concepts	Good understanding of financial management concepts and terms, financial related documents, knowing how to use specific tools to help business decision-making (such as ROI, TCO, profitability). Very good understanding of pricing and licensing concepts of enterprise software solutions. • ***EUROCOR "Financial Management"*** training (2003 — 2004) • Ernst & Young Training Course ***"Accounting Standards and Taxation"***, Ernst & Young Romania ,14th —18th July 2003
Solution Development/ Architectures	Very good knowledge of solutions that helps to identify potential opportunities related to software solutions like Service-Oriented Architecture, Business Process Management, Content Management, Enterprise 2.0 and Portals, Enterprise Performance Management and Business Intelligence, Identity Management, Systems, Network and Services Management areas (ORACLE, IBM, HP Software, Computer Associates, solutions from other vendors).
Software Development Processes	• ***Capability Maturity Model Integration (CMMI) Certification***. CMMI-DEV (Capability Maturity Model Intregration for Development) is the model for improving software development processes developed by SEI (Software Engineering Institute - www.sei.cmu.edu). • ***Software Quality Assurance Certification*** and knowledge of maintaining software quality lifecycle: Analysis, Configuration Management, Managing SQA Projects, Philosophy Behind SQA, Processes, Standards and Metrics, Testing, Verification and Validation.
Process Improvement Techniques	Very good knowledge of process modeling, defining and simplifying procedures continuous improvement, process re-engineering, etc. • ***Certificate "Process Improvement Manager"***, accredited by both Ministry of Labor and Ministry of Education (CNFPA/ANC) • ***Process Improvement Manager training*** "MANAGER IMBUNATATIRE PROCESE" – EUROPEAN PROJECT CONSULTING (www.eupc.ro), Bucharest, Romania, May 2013 Expertise on data modeling concepts: attributes and keys, data warehouses, entities, indexes, normalization. • ***"Data Modeling Concepts" Certification***
Project Management/ Risk Management	Very good knowledge and experience in project management and risk management principles and procedures: risk classes, able to reduce the probability of the occurrence of the risks related to a project, project planning, project tracking and control mechanisms, change management. • ***"Project Management" Certification*** • ***Certificate "Project Manager"***, accredited by both Ministry of Labor and Ministry of Education (CNFPA/ANC) • ***Project Manager training*** "MANAGER PROIECT" – EUROPEAN PROJECT CONSULTING (www.eupc.ro), Bucharest, Romania, June 2013 • ***Microsoft Project Management Training*** 1846 -Microsoft Solutions Framework Essentials, Microsoft Romania, 15th-17th December 2003
Human Resources	Good knowledge and experience in labor law, labor relations, classification, compensation, employee benefits, employee relation, human resource management, performance management, recruitment, workforce planning. • ***Certificate "Human Resources Inspector"***, accredited by both Ministry of Labor and Ministry of Education (CNFPA/ANC) • ***Human Resources Inspector training*** "Inspector Resurse Umane" – Centrul de Resurse şi Formare în

Operations	Understand and ability to apply the fundamentals of Operations: Analysis (Acid Tests; Critical Path Method / Trend Analysis), Asset Flow (Optimization; Planning), Cost / Benefit (Marginal Change; Opportunity; Optimization), Financial (Controls; Record Keeping; Reporting), Personnel (Benefits Management; Conflict Resolution; Motivation; Procedures; Staffing) Processes (Improving; Organizational Structure; Quality Control; Training); Production (Measurement; Optimization; Planning; Procurement; Reporting) and Sales (Closing; Gathering Information) • *"Operations Concepts" Certification*
Team Work	Experienced to work in teams that address complex proposals and solve customer related issues. Performing in Cross Functional Teams by understanding the goals and responsibilities of other functions and within own the team. Effectively giving or exchanging pertinent information through active listening; hearing and understanding not only the words, but also the underlying meaning and emotions. Questioning with a sincere interest in another's point of view. Speaking and write articulately on a subject (e.g., articulate concepts, ideas, recommendations, proposals) in presentation and/or written materials.
Time Management	Used to work under pressure managing my time and work priorities in order to achieve the assigned tasks and fulfill responsibilities. Used to meet tight deadlines and to deliver accurate results within planned schedule.
Contribution and Leadership	Setting my own priorities when managing assignments and involving other professionals from other functions as needed. Understanding the vision and mission of the company and incorporating them into assigned projects and programs.
Impact on Business	I'm accountable for the quality and timeliness of assignments and projects. I'm Accountable for individual results. Work output can impact work-team or department results. Advising management of all developments that affect assigned projects, and resolving the issues that have an effect on the activities being implemented. All assigned projects are reviewed against established business measurements and I'm using quality principles in the development and implementation of all assignments.

Information Technology Skills:

Middleware / SOA	Very good understanding of SOA (Service-Oriented Architecture) framework, Business Process Management, Content Management, Enterprise 2.0 and Portals, Enterprise Performance Management, Business Intelligence and Identity Management. Able to identify related opportunities. • *SAS®Tek – Prague, Czech Republic, 6-8th September 2006*
ITIL / ITSMF	Expert knowledge of ITIL best practices and disciplines (Exin certification). Experienced to map products / solutions to ITIL and to identify ITIL / ITSMF related opportunities giving accurate solutions that help customers to implement ITIL best practices. • *Foundation Certificate in IT Service Management (ITIL) - ISEB - EXIN*
ITSM Software	ITSM – IT Service management. Expert knowledge of Tivoli platform and HP OpenView platform (network management, systems management, services management and helpdesk). Certificates: • *Certificate Tivoli Storage Solution sales Professional v.1 - IBM* • *Certificate Tivoli Identity Manager Technical Sales Professional (v1) - IBM* • *Certificate Tivoli Monitoring Technical Sales Professional (v1) – IBM* • *Hewlett Packard Accredited Integration Specialist (AIS) HP OpenView Network Services Management* • *Hewlett Packard Accredited Integration Specialist (AIS) HP OpenView Service Management* • *Hewlett Packard Accredited Sales Consultant (ASC) HP OpenView Solutions* • *CA Certified Sales Specialist INFRASTRUCTURE Service Support (Sevices Desk Manager)* Trainings:

	• **IBM Tivoli Top Gun,** Oct 2007. This class focuses on the IBM Tivoli IT Service Management (ISM) solutions, from a solution-selling perspective. It is NOT a product training class. You learn how every sale can and should include Tivoli ISM products, based on business value, gain knowledge on how to beat the competition and acquire the skills and tools to do it, drive additional software revenue within their industries, and be able to identify, own and close their own software opportunities. (**Graduated in the top10%**) http://www-03.ibm.com/systems/education/topgun/tgun/toppeople/2007topguns/tiv10.html • OVSC-2210 **HP ServiceCenter 6.x Software Essentials for Presales training** – Brussels, Belgium, 8-12th January 2007 • Software Partner Sales Training – **HP Openview Neophyte Training** - Varna, Bulgaria, 25 -27th April 2006 • **HP OpenView Sales Update Training**, Budapest, 22nd January 2004 • **HP OpenView Network Node Manager 7.0 Training**, Budapest, 23rd January 2004
Hardware	Very good knowledge of RISC / CISC servers and storage (HP, IBM) and network related equipment (CISCO). Certificates: • **Hewlett Packard Accredited Sales Consultant (ASC) HP Enterprise Storage Solutions** • **Hewlett Packard Accredited Sales Consultant (ASC) HP ProCurve Networking** • **Hewlett Packard Accredited Platform Specialist (APS) HP Commercial Desktops, Workstations and Notebooks** • **Hewlett Packard Accredited Sales (ASP) HP Commercial Solutions** • **Hewlett Packard Accredited Sales (ASP) HP Proliant Solutions** • **Hewlett Packard Accredited Sales (ASP) HP Network Storage Solutions** • **Hewlett Packard Accredited Sales (ASP) HP ProCurve Networking** • **Cisco Sales Expert v2 Certificate - CISCO Systems** • **"Cisco Security" Certification** Trainings: • **Partner Competitive Training & "Montecito Launch**" – Istanbul, Turkey, 19 - 20th September 2006 • EMEA **ESS Server and Virtualization** Tour - Tour Stop in Bucharest, Romania" on 24th and 25th October 2005 • **HP ProCurve Networking Sales Professional** Training — Sentriq Training Center, Bucharest, 19th July 2005 • **HP Storage Solutions Update** - Workshop for partners — Eforie Nord, 30 June - 02nd July 2005 • **HP- ITANIUM SALES AND TECHNICAL Training** - HP - INTERACTIVE CENTER, Bucharest, 20-22nd June 2005 • **HP Channel Event** — Eforie Nord, 25 -27th April 2005
Platforms and TCP / IP	Good knowledge of major operating systems, cluster technologies, TCP/IP and related protocols.