This

Certificate of Completion

verifies
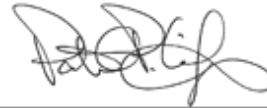
Serghei Zamsa

is a VMware Technical Sales Professional in:

VTSP Accreditation

Your Membership Number is

VML-2071540
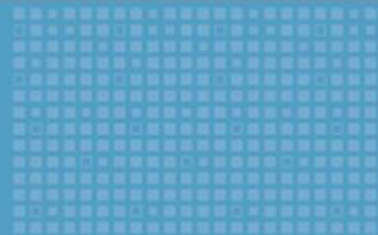
Patrick P. Gelsinger, President and CEO

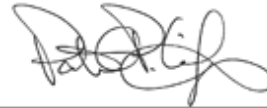**vm**ware®

This

Certificate of Completion

verifies

Serghei Zamsa

is a VMware Technical Sales Professional in:

VTSP Specialty - Management and Automation

Your Membership Number is

VML-2073617

Patrick P. Gelsinger, President and CEO

vmware®

This

Certificate of Completion

verifies

Serghei Zamsa

is a VMware Technical Sales Professional in:

VTSP Specialty - Enterprise Desktop
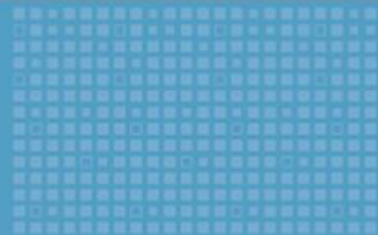
Your Membership Number is

VML-2071788

Patrick P. Gelsinger, President and CEO

vmware®

This

Certificate of Completion

verifies

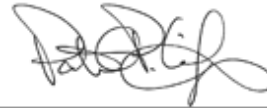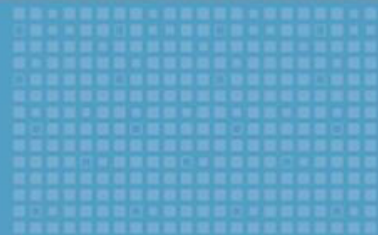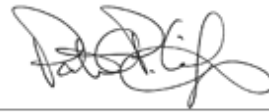# Serghei Zamsa

is a VMware Technical Sales Professional in:

VTSP Specialty - VMware Infrastructure Virtualization

Your Membership Number is

VML-2073468

Patrick P. Gelsinger, President and CEO
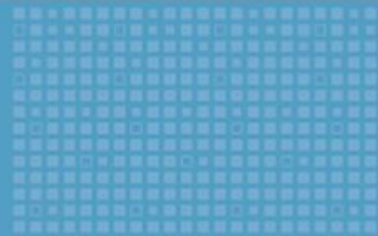
vmware®

Red Hat, Inc.

Hereby certifies that

Serghei Zamsha

has successfully completed all Red Hat Certified
Engineer program requirements and is certified as a

Red Hat Certified Engineer

Red Hat Enterprise Linux 3

Randolph R. Russell
Manager, Global Certification Programs

®
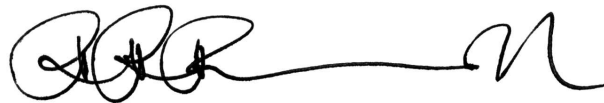
Date: December 17, 2004

Certificate Number: 803004694613190

redhat.
CERTIFIED
ENGINEER

Red Hat, Inc.

Hereby certifies that

Serghei Zamsha

has successfully completed all Red Hat Certified
Technician program requirements and is certified as a

Red Hat Certified Technician

Red Hat Enterprise Linux 3

Randolph R. Russell
Manager, Global Certification Programs

®

Date: December 10, 2004

Certificate Number: 603004133892247

redhat.
CERTIFIED
TECHNICIAN

Serghei Zamsa

Position		
Project Manager		
Candidate information	Name of candidate **Serghei Zamsa**	Date of birth 15/04/1977
	Professional qualifications: ITILv3 Foundation Certified PMI PMP Training VMware Certified Professional Checkpoint Certified Security Administrator Red Hat Certified Engineer EL3.0 no. 803004694613190 Sun Solaris Certified System Administrator Huawei IP Network Monitoring Expert level in SUN Solaris, HP-Unix, Tru64 Unix and Linux operating Storage Area Networks (SAN) configuration, troubleshooting and deployment Nexans Copper and FO Networks Training	
Present employment	Name of Employer S&T IT Services SRL	
	Address of Employer	
	Republic of Moldova, Chisinau city, C.Iesilor str.,8,	
	Telephone: + (373) 22 837 961	Contact (manager / personnel officer)
	Fax: + (373) 22 837 960	Telex
	Computer programmer	2014- 2020

Summarize professional experience over the last twenty years, in reverse chronological order. Indicate particular technical and managerial experience relevant to the project.

From	To	Company/Project/ Position/Relevant technical and management experience
1998	2000	Accent Electronic SA/ Service Center Manager, Supervised the Service Center activity/Developed business processes for Service Center operations/Enhanced vendor portfolio.

2000	2007	S&T Mold SRL/ Sales Consultant/ Solutions drafting, bid preparation. Technical Expertise and Consulting Services. Performed new technology training sessions for customer personnel. Product presentations. Participated as IT auditor/assessor in several projects.
2007	2011	S&T Mold SRL/ Professional Services Manager/ Managed a critical business unit providing business and technology optimization solutions to customers, tailored to specific system requirements and business problems. Continuously increased returns and developed a loyal customer base. Professional Services sales, business set-up and development. Accountable for the revenue and profitability of the Professional Services business. Responsible for the overall control of the consulting business quality and goals. Quality management, manpower planning and budgeting aimed at self-sustainability. Ensured project delivery by directing internal resources, outside vendors, suppliers and outsourced services.
2011	present	Bass Systems SRL/ Technical Director/ Managing an energetic organization of professionals to achieve planned objectives Leading negotiations with partners, contractors and customers Responsible for Technology advancement strategy and customer requirements alignment Coordination at all level for strategic objectives Technology challenges and cost control Ensuring timely delivery and Customer satisfaction Solution Design, implementation process development and optimization
Projects		**Ministry of Labor**, Social Protection and Family of RM/Social Assistance Automated Information System (SAAIS)/Project Manager/, IT Infrastructure Architect
		Description: Project included building a complete autonomous datacenter: Uninteruptable power, including diesel genset, structured cabling system for the Ministry, precision air-conditioning, access control, video surveillance, LAN and WAN solutions, network access security, virtualization, RDBMS, and workstations delivery and installation for more than 1000 locations.
		CRIS "Registru"/IT infrastructure modernization/Project Manager-Training Supervisor/: Implementing an extensive stack of software solution for ITIL/ITSM compliant Service Management, Business Process Automation, Security Events management, endpoint management, RDBMS hardening, identity management.

		BC "VICTORIBANK"/Security Solution/Project Manager-Security Analyst/ Implementing full range security products (host, servers protection; company protection; monitoring and analyzing products, etc.) Payment Card Industry DSS compliance assessment.
		BC „Moldova Agroindbank"/IP Telephony/Project Manager/ Implementation of corporate IP telephony for customer support service for MoldovaAgroIndBank based on Cisco solutions
		Orange Moldova/Document management/Project Manager-Business Analyst-Solution Architect/ Technology upgrade and process optimization for Service Desk new futures implementation in Orange Moldova based on BMC Remedy software
		Petrom Moldova/Filling Stations Management System/Project Manager/ Implementation of a completely new Filling Station management system, including Electronic Cash Registers fiscal compliance, integration with centralized ERP, structured cabling, power, IT infrastructure elements.