

# Philippe Guglielmetti

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Married, two children

French : mother tongue

Born 1963, Martigny

English : fluent

Swiss citizenship

German : average

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- Multidisciplinary engineer, 20 years experience in applied research in industry from R & D to production, then in consulting, training, software development and after-sales service for many customers in varied activities.
  - Projects management from design to marketing of products and services, with a constant concern for the service quality and customer satisfaction all along the products lifecycle.
  - Motivation and driving of teams in changing environments, especially in fast growth. Building of organic structures combining safety and reactivity, based on complementary competences and respect of everyone's expectations.
  - Strategic and global vision, bringing the organization a potential for evolution.
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## **Education**

### **Executive MBA in Management of Technology**

- 1998 EPFL + HEC Lausanne + University of Texas at Austin

### **PhD, Science**

- 1988 - 1994 Institut d'Automatique, EPFL Lausanne

### **MS, Computer Science Engineer**

- 1983 - 1988 EPFL (Ecole Polytechnique Fédérale de Lausanne)
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## **Professional experience**

### **2004 - 2007 e-Systems Consulting SA : Senior Consultant + Manager** official SolidWorks (3D CAD) retailer for Switzerland

- Development of consulting, training and after-sales activities.
- Management of a team of consultants and its projects in a fast growing company (40%/year) on a market approaching maturity.
- Widening of the offer to high added-value products and services: (PDM/PLM, simulation, finite elements and computational fluid dynamics, development of specialized add-in software)  
e-Systems is now the SolidWorks retailer with the highest turnover by sold CAD license.
- Follow-up of demanding key customers, especially watchmakers:  
e-Systems conquered 20% of market share..
- Reorganization of training services and after-sales to face the increase in customer demand and the widening of the offer:  
e-Systems thus holds the world record of the renewal rate of the SolidWorks maintenance contracts (97%!).
- Setup and management of e-Systems agency in Meyrin.  
introduction of enterprise communication tools such as a Wiki and a CRM.

### **1999 - 2004 DynaBits Sàrl : Founder + CTO**

Start-up : technical software

- Management of a start-up, direction of 4 people + offshore subcontractors, market research, strategy, business plan, trademarks, US patent filling
  - Architecture, specification and development of several software products, mainly add-ins for the SolidWorks mechanical 3D CAD software.
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- Advanced programming techniques such as generic and meta programming (STL/C++), implementation of geometric and operations research algorithms, optimized data structures and XML.
- Marketing of software products, setup of an e-commerce enabled website allowing online distribution and licensing.
- Various consulting activities:
  - CAD pilot project including development of customer specific applications and interfaces at Patek Philippe.
  - Measurement systems in LabView for Tetra-Pak plastics and Laboratoire d'Aérotechnique HES-SO
  - Postgraduate teaching at HES-SO

#### **1994 - 1999 Charmilles Technologies Meyrin : R&D Engineer**

Electric Discharge Machine Tools

- Re-engineering of quality control. Contributed to a reduction of manufacturing time of 2 days, which corresponds to an estimated 1M CHF/year cost reduction. Benchmarking of quality control in 3 main production plants.
- Management of a small team of engineers involved in the development of a product line of die-sinking machines.
- Management of several research projects in collaboration with universities (EPFL + EIG, CTI program).
- Specialist of EDM process control, machine axis control and real-time control software in CNC. Modernized control algorithms, contributed to the selection of a new CNC supplier. Introduced new software tools in specialty domain (Matlab/Simulink, LabView) and development of specific applications for machines diagnostic and tuning, and for quality control.
- Support to the after sales service, occasionally solving some difficult problems at customers. Internal teaching and training of CT staff.

#### **1988 – 1994 Institut d'Automatique EPFL Lausanne : Assistant / Doctorant**

- Research on dynamics and control of fast parallel robots, with application to the Delta robot. This project was funded by the Swiss National Fund for research and led to a doctorate thesis, including publications and presentations at international conferences
- Collaboration to various industrial contracts : real time software for a laser measuring device for railways (Gillèron Electronique SA, Morges ), DSP implementation of an auto-tuning controller (Socapel SA, Penthaz )
- Framing many student projects on various topics, occasionally replaced professor at ex-cathedra lectures.
- Social activities in an international and multicultural environment

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#### ***Main Publications***

- Ph. Guglielmetti and F. Georgeon, "Methods for automatically inserting library parts in mechanical CAD designs", 2001, U.S. provisional patent nr, 60/241,159
- M. Kocher and Ph. Guglielmetti "Modeling and Simulation of an EDM Die-Sinking Machine", 1994, Proc. ISEM XI, Lausanne
- Ph. Guglielmetti "Model-Based Control of Fast Parallel Robots : a Global Approach in Operational Space", 1994, thèse no 1228, EPFL Lausanne

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#### ***Hobbies and personal interests***

- Travels, Sailing (sea skipper, license B) , Scuba diving (PADI OW)
- Science and technology : maths, physics, astronomy, ...
- Computer science : programming, web sites & blogs, ...
- Network(s) : ACube, Microclub, AARCT, DGCBNC, LinkedIn.com

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#### ***References***

On request