

ANTONIO LUGARA'

SUMMARY

A versatile and results-oriented person that is interested in the understanding and improvement of processes, with special focus on *business*, *innovation*, and *railway technology*. Suitable to work with others and in multicultural environments, in roles where communication and teamwork are essential. **Four languages spoken** (Italian, English, Spanish, elementary German), holds a **2nd Level Degree Master Cum Laude in Management**, Innovation and Service Engineering from Scuola Superiore Sant'Anna at Pisa, and a **Master Degree Cum Laude in Engineering** with an **experimental thesis written at the University of California** at Santa Barbara. He is a *permanent full time employee* at Hitachi, the Japanese multinational company. He is currently pursuing an opportunity where he can continue to learn and grow in a dynamic, competitive, and goal-oriented, multinational company. For 6 years, Hitachi has been an amazing "educational gym", where he had the opportunity to emphasize the **transportation engineering framework** combined with **IT knowledge**, **project management**, **logistics competencies**, **purchasing management**, **financial experiences**, and **suppliers' negotiation** gained within a very competitive environment.

CORE COMPETENCIES

- Assist in the definition of project specifications and client requirements, involving all relevant departments and ensure technical feasibility and resources availability
- *Economic, Financial, and Total Cost of Ownership* analysis to justify investment's projects
- Coordinate internal resources and/or third parties for the flawless execution of projects
- Railway Consulting evaluating both technical and financial aspects
- Calibration of Consignment and Logistic models to analyze the best strategy to manage freights shipments
- Logistics Consulting evaluating both technical and financial aspects of intermodal transshipment (highway, railway, ship)
- Creation of detailed technical and guiding documents for both internal and external use
- Processes modeling and reengineering
- IT Railways Infrastructures
- Development of Railway Predictive Maintenance framework
- Prepare monthly pipeline review reports and revenue forecasts within defined timescales
- Commercial/economic Negotiation with suppliers and partners
- Manage client relationships and expectations
- Building responses to tenders and requests for proposal
- Modeling and simulation of transportation systems

EXPERIENCES ON TRANSPORTATION AND RAILWAYS

- Civil engineering thesis: "**The Railway line linking Catanzaro to Cosenza; actual performances and future scenarios**".
- Several **international papers** published on **Transportation field**.
- **Computational micro simulation analysis** to assess transportation systems performed at the GeoTrans Lab at **University of California**, Santa Barbara.
- **Economic and financial analysis** concerning the implementation of **transportation scenarios**.
- **Analysis of performances** about "Bus with High Level of Service" and the **economic impacts** derived by the utilization of these innovative solutions. Project financed by EU Commission.

PROFESSIONAL WORK HISTORY

Hitachi

(September 2011 – Present)

System Engineer and Consultant Specialist (Employee, permanent full time)

- **Improved business revenues by 24%** (300k€) over one year supporting the sales force by **performing financial and total cost of ownership analysis** in order to build and discuss business cases with customers, justifying their investments in our solutions, showing the economic return achievable.
- Supporting **technical engineering projects for predictive maintenance** integrating railway engineering elements, Information Technology aspects, and business implications obtainable through this innovative framework.
- **Developing weekly business forecasts**, and planning the "state of the work-in-progress", analyzing monthly deviations between scheduled and real business values, adopting proactive corrective actions according to the elasticity of business demand.

- **Increased the number of bids & tenders awarded by 15%** (165k€) over one year by the creation of detailed documentation, and building responses for tenders and requests for proposal.
- **Achieved a saving of 13%** (30k€) over one year by **building a competitive arena with different outsourcers**, creating tenders and requests for proposal in order to pursue a **strategy to reduce the procurement costs**.
- Starting up the CMS business unit through **business processes re-engineering** and the creation of detailed documents to share information with both management team and technical team (using different types of language) taking care of the functional aspects of processes with a special attention to quality. **Project manager able to reduce the time scheduled up to 12%** (12 days) per single project over one year, overachieving efficiency and effectiveness indicators.

Consorzio Istituto Superiore dei Trasporti

(May 2010 – October 2010)

Engineer Professional – Transportation and Logistics Engineering consulting

- Traffic simulation project to evaluate the effects of reorganization and a different management of the ports of Reggio Calabria and Villa San Giovanni. The private company “Caronte&Tourist spa” sponsored the development of this project.
- **Engineering consulting** concerning the potential impacts obtained through the implementation of different scenarios, in order to identify the best option that reduces costs and increase performances of the integrated ports system.
- **Software simulation**, data collection, **model building and validation**; final presentation to the customer of the reports built.

University of California at Santa Barbara

(April 2009 – August 2009)

Junior Specialist – Research on Transportation and Logistics engineering

- Review modeling and simulation techniques; Develop new model frameworks; **use data to estimate and validate models**. Write reports to sponsor and prepare professional presentations.
- **Economic and financial analysis** to assess the impact and the return of the projects proposed.
- Working on **data analysis** directly related to research in travel behavior analysis and simulation, environmental aspects of aviation, and projects in optimization of transportation systems.
- The main goal was to achieve the **technical and economic fine tuning in order to obtain the financial sustainability** of the proposed projects.

EDUCATION

Master in management, innovation and service engineering

(Jan. 2011 – Aug. 2011)

Sant’Anna School of Advanced Studies, Pisa (Italy)

- **University Master Degree of second level on general management** built in cooperation with the Haas School of Business at the University of California, Berkeley.
- The Master’s Degree’s aim is to educate how to become managers that are able to increase the firms’ competitiveness **focusing primarily the attention on the interactions among services, finance and innovation**.
- Final Thesis: “*The future of Data Storage and IT transformation: the servitization process and the role of storage economics*”. **Graduated Cum Laude**.
- **\$8,000 scholarship** received from the School, ranked first of all applicants to the Master’s Program.

Master’s degree of Civil Engineering (3+2 years program)

(October 2003 - December 2009)

Universita’ degli Studi di Reggio Calabria (Italy)

- Major: **Civil Engineering with specialization on Transportation and Logistics**.
- Final Thesis: the course has been completed with an **experimental thesis, developed at the University of California**, about “*Approach of mobility micro-simulation for impact assessment through activity-based models*”.
- **Graduated Cum Laude** (110/110 Summa cum Laude)
- **\$12,000 scholarship** from the European Community to **study one year at the University of La Coruna (Spain)** (September 2005 – September 2006)

OTHER SKILLS

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|--------------|---|-------------------|
| • Windows OS | • Microsoft Office, Project, and Visio | • Public speaking |
| • HTML & C++ | • Entrepreneurial attitude: International publication
both engineering and management field,
academic theories to working experiences | • Writing |

Licensed to practice as a professional engineer (Member of Albo degli Ingegneri)

(January 2011-present)

LIST OF SCIENTIFIC PAPERS PUBLISHED

- **A. Lugarà** (*forthcoming, 2017*)
How to implement a railway predictive maintenance strategy
- **L.Cinquini, A. Lugarà** (2013)
A Storage Economics Model to Asses IT Performance. The Journal of Cost Management, Thomson Reuters.
- **M. Rapaccini, I. Porcelli, N. Saccani, L. Cinquini, A. Lugarà** (2012).
LCCA and TCO: a how-to approach to assess the costs in the customer's eye. ISBN: 9783642328466, Tokyo, Japan.
- **An approach proposal for evaluation of transit reliability performances**
Paper presented during the FOVUS Symposium organized at the University of Stuttgart (2010). ISBN 978-3-00-031958-7
- **Transit reliability performance analysis. An application to BHLS.**
Infomobility systems and sustainable transport services, ENEA, 2010. ISBN 978-88-8286-229-9

INTERESTS: Travels - Social Networks - Tech Startups - Thai Boxing - Football – Drama -Philosophy