

Fabio d'Alessi

Summary

I am a serial disruptive innovator and entrepreneur.

My innate passion for Technology and Biological Sciences has always brought me to very complex working challenges.

With a technical background in software engineering, network administration and information technology, I have started my career within the University of Padua as a project manager and software engineer, supporting teams of biologists and medical doctors willing to apply computer sciences and technologies to their fields of research to create new approaches and tools.

In 2007 I have been among the founders of M31, a novel venture incubator with a strong accent on radical innovation driven by novel technologies. Within M31 I started my career as Software Project Manager and progressed to Project Manager and subsequently CTO of the company, leading M31 engineering unit. On one side I have been covering the position of Director of Operations within M31 (coordinating all R&D, Supply Chain and Mass Production activities of the company), on the other side I have acted as business developer helping our key customers define their new products, building the partnership agreements and the commercial contracts with them.

As of today, I cover the position of Chief Innovation Officer at M31, promoting the continuous research of ways to bring brand new value services and products to the market.

With 4 EU patents and 7 scientific publications on international peer-reviewed journals my main attitude has always been using innovative technologies to build disruptive new products and solutions.

My last fifteen years of experience in M31 have added a wide experience in the management of innovation through Open Innovation approaches, start-up creation, lean/agile organization principles and management as well as in using novel methodologies (such as design thinking, lean start-up methodology, innovation through MVP, design sprints, etc.) to define new business models, products and services.

Since 2019 I am also contract professor at the University of Padua holding a course of Entrepreneurship (Start-up in ICT) at the department of Mathematics / Informatics.

Employment History

2022-currently: **Chief Innovation Officer at M31 srl**

Reporting to CEO

Tasks:

- Innovation Management:
 - Supporting the company targets of disruptive and continuous innovation through best innovation practices such as design thinking, Agile/SCRUM methodology implementations, Kanban/Lean methodology implementations in M31.
 - Supporting the company migration to more Innovative design and development practices through formation and continuous support to key managers.

- Implementation of M31 SCRUM-ban methodology.
- Implementation of OKR methodology.
- Implementation of Product design / concept / definition methodologies according to Lean Start-up methodologies, Lean Canvas and other key innovation tools and practices.
- Business Development:
 - Sale strategy and coordination support and reporting.
 - Direct management of company key accounts.
 - New customer / new deal acquisition.
 - Market exploration, Product definition, Requirement mapping, problem-solution fit and product-market fit with Customers.
 - Customer mapping, Customer Journey and Exploration, Value Proposition definition.
 - Technical specification and milestone definition.
 - Contract setup and negotiation.
 - Sale Process.

2013-2022: **Head of Operations & Business Developer at M31 srl**

Reporting to CEO

Tasks:

- Support to CEO:
 - Yearly Profit and Loss forecast definition.
 - Quarterly and end-of-year Profit and Loss assessment support.
 - Definition of the quarterly profit objectives to match forecast.
 - Discussion and Implementation of Corporate Strategic Objectives.
 - Operation management, structuring, tuning (in M31 this includes Innovation, mechanic engineering, hardware, software RD, Production).
- General Management:
 - Company structuring: SOP, Quality strategies, processes and supporting tools definition.
 - Overall company realtime “business cockpit” definition, implementation and monitoring – proving realtime KPIs to all first line managers.
 - Profit/Loss realtime monitoring and management on ordinary activities in support to CFO.
 - Cash flow support to CFO.
- Director of RD activities such as:
 - Overall management of project and product portfolio.
 - Direct support to the management of specific projects.
 - Project Manager supervision and coaching.
 - Overall management of time/cost/scope indicators of all projects.
 - Planning of RD Operations.
 - Coordination and planning of Production & Supply Chain Operations.
- Overall team
 - 1 IT manager
 - 7 hardware engineers
 - 2 industrial designers
 - 12 firmware and software engineers
 - 2 project managers
 - 2 directors (R&D and Production)
 - 4 production staff
 - pool of outsourcers and consultants
 - 4 years with yearly business unit turnover in the 3MEUR order.

2019-current: **Contract Professor – Start-up in ICT**
Department of Informatics, University of Padova

Program:

- Introduction to Startups and Entrepreneurship
- Startup Basics

- Innovation Vectors (Blockchain, IoT, AI/DL, Virtual Reality/Metaverse)
 - Building a Startup (legal, economical, personal issues)
 - Lean/Agile Methodologies
 - Startup Advanced Topics
 - Startup example
 - Laboratory: building a real startup
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Technical Background

As an operative technical developer these are my key experiences:

- Software Architecture & Design, C/C++/Perl Programming, debugging, deployment and maintenance.
 - Web and embedded web programming and management (including Perl, PHP, JavaScript programming), webserver advanced configuration (including HTTP and HTTPS multiple domain configuration, proxy configuration, load balancing), HTML, XHTML, CSS, XML, DOM expertise.
 - Backus-Naur notation compilers (lex/yacc) for custom parsers, Regular Expression programming.
 - Linux System Administration (including bash programming, installation and management of email, database, file, DNS, DHCP, SSH, SVN, GIT, web servers, firewalls)
 - Design and implementation of TCP/IP networks (including servers, routers, firewalls and switches).
 - Database programming, setup and maintenance (MySQL), especially in corporate intranets and supporting web applications.
 - Graphical Design and Typesetting, automatic generation of PDF documents, design of digital and printed newsletters, magazines and books.
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Education and Training

- Liceo Classico A. Canova (Treviso, Italy) – 48/60.
- Faculty of Electronic Engineering, University of Padua, Italy.
- Faculty of Natural Sciences, Department of Biology, University of Padua, Italy.
- Contractor at Department of Biology and Department of Medicine.

Languages

- Italian: native.
- English: oral and written, fluent.

Other Professional Activities

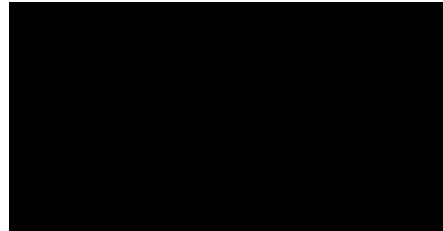
- Active dissemination and spreading of innovative start-up methodologies:
 - Cooperation with Fondazione R&I, Genova setting up courses and lectures during several events.
 - Contribution to SmartUp SviluppUmbria, innovation program of the Umbria region.
 - Digital and Physical lectures during events dealing with disruptive innovation / start-up.

Hobbies and Leisure Activities

- Breeder of historical, endangered local chicken breeds such as Padovana and Polverara.
- Grower of endangered and/or rare botanical species such as *Sarracenia*.
- Promoter of a by-seed propagation of botanical entities as a sustainable alternative to industrial mass cloning.

- Founder and chairman of the Italian Carnivorous Plant Society (up to 2007, 500+ members).
- Pro-bono Editor and Graphic Designer of several botany charity societies and initiatives (such as the UK Carnivorous Plant Society, the International Euphorbia Society, the Botany group studying South African Stapeliads).
- 1st Year Sommelier of the AIS (Associazione Italiana Sommeliers).

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the 1990s, the number of people in the world who are under 15 years of age has increased from 1.1 billion to 1.5 billion, and the number of people aged 65 and over has increased from 0.2 billion to 0.4 billion (United Nations, 1999).

There are a number of reasons why the world population is ageing. First, the number of people who survive to old age has increased. This is due to a number of factors, including improved medical care, better nutrition, and a decline in the number of people who die from infectious diseases. Second, the number of people who are born has decreased. This is due to a number of factors, including a decline in the number of people who are born, and a decline in the number of people who are born to women who are older.

The ageing of the world population has a number of implications. First, it will increase the number of people who are dependent on others for care. This will increase the demand for health care and social services. Second, it will increase the number of people who are able to contribute to the economy. This will increase the demand for labour and capital. Third, it will increase the number of people who are able to contribute to the culture. This will increase the demand for education and research.

The ageing of the world population is a challenge for the world. It is a challenge that will require a number of solutions. First, we need to improve the quality of health care and social services. Second, we need to increase the number of people who are able to contribute to the economy. Third, we need to increase the number of people who are able to contribute to the culture. Fourth, we need to increase the number of people who are able to contribute to the environment.

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