



# Stijn Depril

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## Experience

**April 2023 – Current** • *FinOps Architect & Service Delivery Manager* • *Devoteam (Freelance)*

### Responsibilities

- Domain: MS Azure, AWS, GCP
- Creating a FinOps offering and organise delivery.
- Deliver FinOps projects to customers.
- Manage cloud projects together with customer, internal and 3<sup>rd</sup> party teams

### Most important accomplishments:

- As Head of Development running a team of 8 people to deconstruct a monolithical application and refactor it do more modern approach.
- Running a 5 person FinOps Practice together at 5 mio cloud customer as Program Manager
- Deliver different projects at transportation customer in Belgium
- Work on FinOps offering together with European teams.
- Start and advance FinOps practices at both international and national customers
- Optimizing +1mio of cloud spend
- Architecting FinOps programs at customers

**October 2022 – April 2023** • *FinOps Architect & Service Delivery Manager* • *45 Degrees (Cronos) (Freelance)*

### Responsibilities

- Domains: *AWS, MS Azure, GCP, FinOps, ITILv4*
- Business: *Maturing FinOps & SDM practice. Creating offerings, **aligning to customer needs**, delivering FinOps trainings,...*
- Human: *end-user contact, intercompany (Cronos) network building, partnership,...*
- Operational: *FinOps focus in a **multi-platform** context. Service Delivery Management **aligning customers processes to hybrid** reality.*

### Most Important accomplishments:

- *Creating mature service offering aligned with customer need*
- *Engagements with Umicore & BAC*

**March 2022 - October 2022** • *Managing Partner* • *Nuvols (Cronos) (Freelance)*

### Responsibilities:

- Technology: *AWS, MS Azure, GCP, FinOps*
- Business: *Starting business line. **P&L & team** responsibility*
- Human: *end-user contact, intercompany (Cronos) network building, partnership,...*
- Operational: ***FinOps** focus in a **multi-platform** context. Service Delivery Management **aligning customers processes** to cloud provider.*



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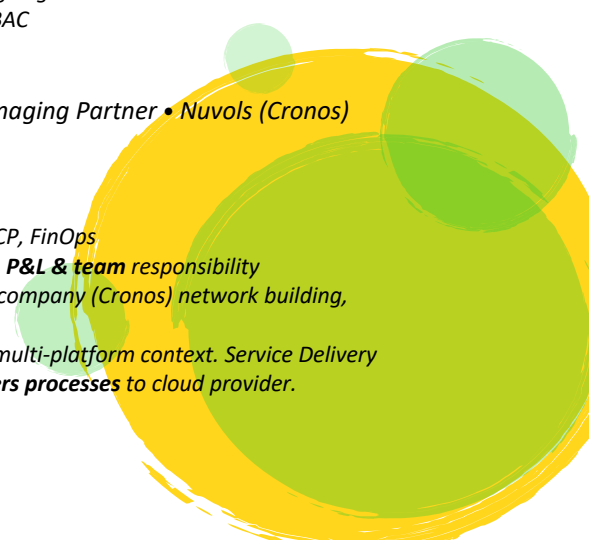
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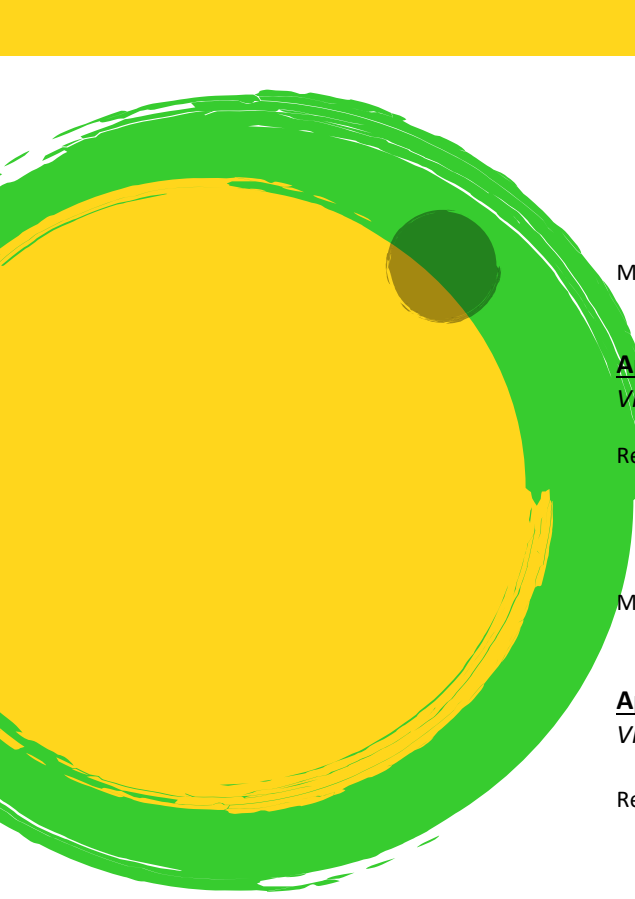


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Most Important accomplishments:

- *Starting business and create **service offering***

**April 2020 – March 2022** • Senior Partner Business Manager, Benelux • VMware

Responsibilities:

- **Business alignment** between VMware and partners
- **Strategic partnership** with 5 to 9 partners
- **Aligning** partner pre-sales to VMware technology

Most Important accomplishments:

- *Business growth of +30% with my partners*

**April 2017 – April 2020** • Senior Specialist SE for VCF & vSAN, Benelux • VMware

Responsibilities:

- Technology: *VMware stack*
- Human: *Presentation, events, workshops, end-user contact, sizings, business cases.*
- Operational: **Deep technical** conversations, **Operational** trainings, storage & datacenter sizing, creating financial business cases, SLA management, availability management, service continuity, monitoring and operational management training

Most important accomplishments:

- Achmea: cloud to on-premise migration
- NATO: Mobile command units
- Rabobank: Datacenter platform renewal

**August 2014 – April 2017** • vArchitect • VCE

Responsibilities:

- Technology: *VMware ESX, vCenter, NSX, Cisco Compute, Cisco Networking, EMC Storage and back-up, VCE cockpit.*
- Human: *Presentations, workshops, end-user contact, data center sizings & design,*
- Operational: **Aligning business to the IT operations. SLA management** for infra support, **availability** management, **organizational change** management, **Capacity and performance** review, **Incident** response SLA's, Service continuity, availability management ...

Most important accomplishment:

- Euroclear: 3 DC renewal

**June 2013 – July 2014** • Solution Sales • RealDolmen

Responsibilities:

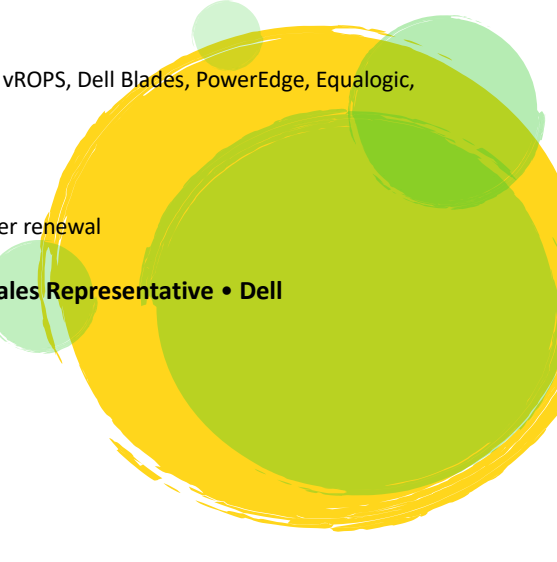
- Technology: *VMware ESX, vCenter, vROPS, Dell Blades, PowerEdge, Equallogic, Compellent*
- Human: *End-user contact*

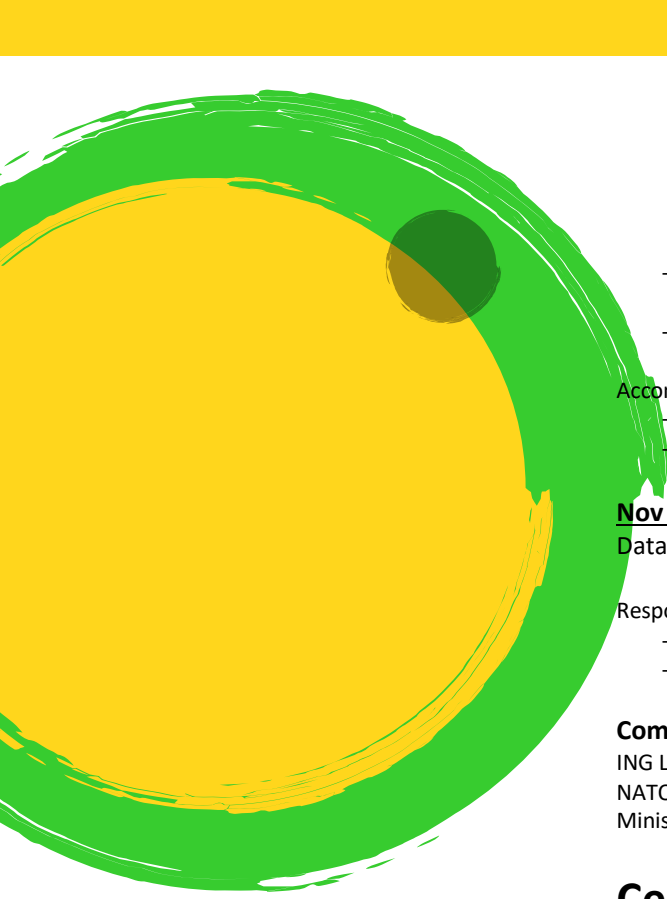
Accomplishment:

- Gemeente Ingelmunster: Datacenter renewal

**April 2011 – June 2013** • Technical Sales Representative • Dell

Responsibilities:



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- Technology: *VMware ESX, vCenter, Site-recovery manager, vROPS, Dell Blades, PowerEdge, Equallogic, Compellent*
  - Human: *End-user contact*

Accomplishment:

- *Alcopa: Datacenter renewal,*
- *Scarlet: Datacenter Renewal, Back-up project*

**Nov 2007 – April 2011** • Product Specialist HP Enterprise - VMware • Tech Data Azlan

Responsibilities:

- Technology: *VMware ESX, vCenter, vROPS, HP Blades, Proliant*
- Human: *Partner Contact, end-user contact*

**Companies I worked with over the years –**

ING Lux & NL, Rabobank, Nationale Nederlanden, FedNot, Ministerie Van Defensie, NATO, DIGIT, KBC, Euroclear, Crelan, Telenet, Vestas, LCM, Ministerie Van Financieën, Ministerie van Justie, Rijkswaterstaat, Proximus,...

## Certification

- Licensed Business Practitioner of NLP
- Azure Fundamentals, Microsoft
- FinOps for Containers, FinOps
- FinOps Certified Practitioner, The Linux Foundation
- AWS Partner: Cloud Economics Accreditation
- AWS Partner: Accreditation (Business)
- 1 of only 200 FinOps Professionals**

## Communication


I am a **clear and concise** communicator who values the opinions of others. I can explain complex issues in a way that is easy to understand, and always strive to communicate with the bigger picture in mind. By taking a holistic approach to communication, I can ensure that everyone involved has a **clear understanding of the issue at hand**. Through my **respectful** and **honest** communication style, I have been able to build strong relationships with colleagues and clients alike. Overall, effective communication is a crucial aspect of my professional life, and one that I take seriously in all my endeavours.

## Language Skills

Dutch	Native proficiency
French	Full Professional proficiency
English	Full Professional proficiency
Swedish	Limited knowledge

## Leadership

Leadership comes **naturally** to me, as I have a strong urge to **take initiative** and get things done. I can maintain a high-level view of projects and easily **collaborate** with others to achieve our joint goals. Throughout my career, I have successfully started many new business lines and sales initiatives, demonstrating my ability to identify and pursue new opportunities. My leadership style is focused on empowering others and achieving success as a team.





## On a personal note

I am passionate about spending time with my **family** when I am not working. It brings me joy to watch my children grow and create lasting memories with my spouse. Listening to **music** or reading/listening a book to keep my knowledge current or create new perspectives. Another passion of mine is **cycling**, I love both riding and watching the sport. I lost my travel heart in the **Nordics and Sweden** more specific.

