YVES PENEVEYRE

MICROSOFT SPECIALIZED SALES | TEAM MANAGER | SOLUTION ARCHITECT

Contact

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Education

1998

Engineer ETS Telecommunications (BSc equivalent)

1994

CFC in electronics at Kudelski SA

Languages

French – Native language

English – Good working knowledge

German – Basic knowledge – B1 Est.

Certifications

2025

AI-900 Azure AI Fundamentals

2024

AZ-900 Azure Fundamentals

Awards

2025

ISG Provider Lens Leader for Microsoft Cloud Ecosystem 2025 survey, 5 times for Eviden Germany, 2 times for Eviden Switzerland

2024

ISG Provider Lens 6x Leader for Microsoft Cloud Ecosystem 2024 survey for Eviden Germany.
ISG Provider Lens Rising Star for Microsoft Cloud Ecosystem 2024 for Switzerland

2020

3x Atos SPOT Awards in Pre-Sales, HR, and Management

Since 2019

Member of the Cloud technologies Experts network

2013

Ranked #1 in French-speaking SharePoint community influencer by Harmon.ie

2009

Cambridge Technology Partners Sales Excellence Award

Major Courses and Trainings

2022

GOLD for Technology Leaders Atos internal program (in collaboration with Universities of Paderborn and Cambridge)

2015

Improve your communications in difficult situations, Sparks, Geneva

Other Corporate Involvement

Employee Representative member of the Board of Trustees of the Atos Switzerland Pension Fund

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Passionate about technology and its power to enable people and organizations to achieve more, I thrive on driving innovation and digital transformation. My strong technical background, combined with excellent communication skills, allows me to engage both technical teams and executive decision-makers with clarity and impact. I translate complex technology concepts into strategic business value and easy to catch messages. Collaborative, creative, accountable and result oriented, I take difficult challenges to turn them into impactful success.

Expertise

Business Skills	Alliance Management Thorough knowledge of Microsoft partnership program Business Development, Strategic Growth Business Reviews, Account Planning Team Management, Leadership
Enterprise Skills	Enterprise Architecture Solution Architecture Software design
Productivity Suites	Microsoft Office 365 Microsoft Copilot Claude.ai, Perplexity, ChatGPT
Modeling Tools and Products	UML, Archimate (ToGAF) Sparx Enterprise Architect Agilian, CaseWise, PowerDesigner
Unified Communication	Microsoft Teams
Document management	SharePoint (Online) Documentum
Cloud Technologies	Microsoft Azure Amazon AWS
Technological Tools and Products	Azure AI Microsoft Power Platform Microsoft Dynamics 365 Visual Studio (Code) C#, VB.NET, .NET, SQL TFS, Azure Devops

Employment History

Since 2005	Atos and Eviden (an Atos business), Nyon (through acquisition of Cambridge Technology Partners)
2000 - 2005	LooKware Development SàRL, Préverenges
1998 - 2000	HEIG-VD, Yverdon-les-Bains

Other interests, hobbies

Ice-Hockey

Sport Shooting – Organizations of regional and local events

Multiple Associative engagements

Since 2005

Since 2023
Microsoft Business Group Central Europe Lead

Eviden, Nyon (an Atos business 210 – 96'000 people)

Management of Microsoft business as an end-to-end process, from leads to order. Go-to-market plans definition for Central Europe countries (Austria, Germany, Switzerland, Hungary, Poland, Czech Republic, Slovakia, Bulgaria)

Accountable for the Microsoft partner order entry (OE) (**130%** of the target in **2023, 30+M€**). Participation in the Eviden OneCloud business line OE (110M€ in 20203). Microsoft business sales pipeline development for more than 100M€

Driving Microsoft specific pipeline development, increasing win probability (achieving **55%**, strongest region in the group) by co-selling with Microsoft, and finding competitive advantages

Portfolio and business development closely with the regional Microsoft Partner Development Manager. Definition, execution and tracking of **Joint Account Plannings** (JAPs), and creating synergies between Eviden and Microsoft account teams

Driving Partner **QBRs (Quarterly Business Review)**, **ABPs (Account Business Planning)**

Tracking and supporting Microsoft-related opportunities and contracts, ensuring proper funding, submission of customer claims, proof-of-execution (PoEs) and payouts

Company alignment of training and certification on the Microsoft strategies, introduction of Azure AI, and Copilot

Internal point of contact for Microsoft partnership programs, contracts, licensing and Azure pricing

Coaching the sales and solutions teams about Microsoft technologies and services, along with the partnership advantages

Tracking of Microsoft funded projects (through End-Customer Investment Fund, **ECIF**, Partner-led **AMM/AI** or **Azure Accelerate Partner Nominated**, Azure subscriptions **PAL tagging**) and MarCom activities (Co-Op Marketing campaigns), such as publications, telemarketing campaigns, online campaigns.

Leading of the Microsoft Community for Central Europe (100+ people)

Solution and architecture review of proposals for Microsoft-based solutions, encompassing Microsoft Dynamics 365, Power Platform (Low-Code/No-Code solutions), M365 (including Copilot), Azure (SaaS, PaaS, AI/ML)

2021 – 2022
Microsoft and Cloud Enterprise Solutions (CES) Practices Lead for Switzerland and Czech Republic

Management of cross-country teams (career, performance, salary reviews, promotion, staffing, resource planning, sourcing, hiring, etc) composed by **50+ employees**

Ensuring and increase of Microsoft practice billable utilization rate in Switzerland from 82% in Q1-21 **to 99% in Q3-21**. Responsible for the Profit-and-Loss (P&L) of the practices, working on internal revenue and operating margin increase, and revenue loss remediation actions

Development and review of services catalog. Adaptation to the local markets

Customer and internal advisory about Microsoft products usage optimization

Microsoft partnership management (e.g. **ABPs**, **partner portal deal registration**, **Premier Support**, Microsoft incentives and funding tracking, ECIF, etc)

Leading and participation in multiple pre-sales activities, proposals and answers to RfPs (solution review and validation, Azure and Microsoft-technologies architecture review and sizing, proposal writing, financial proposal, capabilities and solution presentation, negotiation)

2017 -2018

Central and Eastern Europe (CEE) IT Strategy and Transformation Lead

Leading the pre-sales and delivery activities of the IT Strategy and Transformation (ITST) business unit in Switzerland

Shaping of the ITST portfolio offering for Switzerland, with marketing and communications

Architecture, transformation roadmap and design of cloudification journey

Managing of ITST consulting team, including recruitment and staffing

2011 - 2020

Senior Microsoft Solution Architect

Competencies :

Solution and Enterprise Architecture
Cloud and Hybrid Governance
Data Integration
DevOps and ALM
IT Governance
International Projects Leadership

Technologies :

Microsoft Azure (IaaS, PaaS, Data Lake, Synapse, ML)
Microsoft .NET
Microsoft SharePoint
Azure DevOps

Summary and highlights

Worked on **multiple projects (40+)** for different international organizations, such as Nestlé, Japan Tobacco International, IATA, International Olympic Committee (IOC), International Labor Office (ILO), Canton du Jura, Global Blue, Unilabs, MIG Bank, Orange, DSM, Sonceboz, Betterwork (ILO)

Improvement of the training request process, resulting in faster response to employees and consistent cost control

Definition and implementation of line management best practices for B&PS CH (Business and Platform Solution, Consulting), **achieving a 99%** on-time appraisals submissions for the whole unit in H2-2020

Management and coordination of multi-disciplinary teams (onshore and offshore), for solution delivery and platform migrations, guaranteeing high-quality delivery compliance with IT governance and security standards.

Ensuring the incubator projects were following the industry standards and guidelines, and setup of a team supporting these projects

Successful delivery of a **5 weeks cloud assessment** in the area of data management and integration for a pharmaceutical company, with the support and managing an offshore team

Architecture and delivery of a data science (Artificial Intelligence and Machine Learning) platform for a major FGMP company

2007 - 2010

Solution Architect

Competencies :

Solution and Enterprise Architecture
Enterprise IT Governance
Enterprise Application Integration
Content and Document Management
Team Leadership
Requirements Gathering
Functional Specifications
Technical Specifications
Coaching
Mentoring

Technologies :

Microsoft .NET (C#, ASP.NET, VB.NET, WCF)
Microsoft SharePoint (2007 -2010)
Microsoft SQL Server (2005 – 2008)
Microsoft BizTalk
SAP NetWeaver PI

Design and implementation of enterprise and cloud architectures for large international organizations (Nestlé, IATA, IOC, ILO)

Lead of Microsoft Azure cloud adoption and governance programs, and delivery of hybrid data-driven platforms (Data Lake, Synapse, ML).

Delivery of mission-critical platforms including global data management, IoT-enabled systems, Application Lifecycle Management (ALM), and collaboration solutions.

Acted as trusted advisor to executives, providing roadmaps, architecture validation, and IT strategy guidance.

Led the architecture, design, and implementation of enterprise applications using Microsoft .NET, SharePoint, and SQL Server.

Designed and delivered document management, content management, and collaboration platforms, including SharePoint-based portals.

Provided technical leadership and governance for large-scale enterprise programs (Nestlé CFPDT, CAS, BCM; DSM DNP; ILO STAR 2.0).

Heavily contributed to pre-sales and partnership engagements at Atos, while mentoring consultants and leading architecture practices.

2000 – 2007

Senior Consultant

Competencies :

Enterprise Architecture
Enterprise Migration
Data Integration and Migration
UX/UI Development
Automation
Dashboarding and Reporting
Second and Third level support
User Training

Technologies :

Microsoft .NET (C#, VB.NET, ASP.NET, VBA)
Microsoft SQL Server (2000 - 2005)
Microsoft SharePoint (2003 – 2007)
Microsoft BizTalk Server
Win/Web Forms
SharePoint (2003/2007)
BizTalk Server

Implementation of projects for Nestlé and IATA

Responsibilities and highlights:

Designed and developed enterprise applications with Microsoft technologies (.NET, SQL Server, SharePoint, BizTalk, ASP, VBA).

Delivered data management and integration solutions, including SQL Server migrations

Implemented web services catalog applications compliant with UDDI specification.

Built business-critical applications for Nestlé, such as a CIO Cockpit (for executive-level dashboard and reports) and NesTool (group-level business process engine).

Led application migrations and upgrades (Access to SQL Server, ASP 3.0 to .NET, CRM customizations).

Provided technical support, user training, and consulting.

2000 - 2005

Technologies :

UML
BizTalk Server
C#
ASP.NET
SOAP
WSDL
SQL Server
NUnit
Objective-C++
Access
VB

LooKware Development SàRL (3 people)

Design and development of Windows and web applications for the clients.

RFP answers and company admin work participation.

Setup of continuous integration solution for the developments.

Design and development of warehouse management, work orders management and, technical staff management application using VBA and Access for FAG Graphics Systems, Lausanne.

Development of mice and keyboards drivers and user interface for MacOSX using Objective-C++ for Logitech, Aclens

Development of a web portal and banking platform data flows integration for customer portfolio consolidation for Plurigestion, Geneva

Consulting and migration of multiple management applications to Windows XP for the City of Lausanne.

1998 – 2000

Technologies :

ADA95
C/C++
Smalltalk
Java
Win32
Real-time systems
Embedded software

HEIG-VD, Yverdon

Assisting professors during the computer sciences labs, courses and developments in the data structure, real time programming, database and algorithms areas.

R&D projects for local industries.

Development of a network abstraction layer in C/C++ and ADA95 under Windows in order to help students developing applications using the LAN.

Development and setup of a real-time lab infrastructure.