

CESAR BROD
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Lajeado, RS, BRAZIL

Objective:

Work with Linux and other Free/Open Source software related project management, services, systems integration and business development.

Profile:

- Recognized as a great contributor to the Free Software community, was among the three finalists (the only one from Latin America) for the Free Software Community Award 2004, along with Andrew Tridgel (Samba Project) and Theo de Raadt (Open BSD), who won the prize.
- Entrepreneur, is the founder and director of Brod Tecnologia, a Free Software Consultant company and a founder and member of Solis, a Free Software development co-operative.
- Leader, has been working as a team manager since 1992 both as an employee and independent consultant. Always shares the accomplishments with every team member and makes sure everyone will grow along with the company or project.
- Committed, creative and versatile, has been able to work new markets for the companies he worked for as an employee or consultant. While working in sales positions has been able to bring into the companies he worked for new customers and new businesses into existing customers.
- Fast and self-learner, is capable of learning and understand about new technologies and markets by reading and interacting with people.
- Good speaker, is able to expose clearly his ideas and has been a constant presence in several Free Software and IT related events.

Recent Work History:

Brod Tecnologia
Lajeado, RS, Brazil
1999 – now
Owner and Director

- Brod Tecnologia is the legal framework for Cesar Brod's and Joice Käfer's Free Software consulting services. Since its foundation, Brod Tecnologia acted until the end of 2006 as the main IT consulting firm for Univates, a 10,000 students University Center in the South of Brazil. While managing the IT resources for Univates, Cesar Brod assembled a free software development team that was able to build several web-based academic administration, library and various other free software solutions that made Univates well known in the free software arena both in Brazil and around the world. Among the solutions developed under Cesar's management are Sagu (Academic Administration), Gnuteca (Library management and circulation system), Fred (dynamic web portal system), Agata Report (reporting tool) and others. These solutions have been adopted in several other Universities in Brazil and even in Bolivia, where Sagu is used at the Universidad de Aquino.
- With sponsorship from Microsoft, Brod Tecnologia coordinated from August, 2006 until February, 2009, the Open Source Lab initiatives in Brasil, managing a team of 14 trainees in the Federal

University of Rio Grande do Sul and the State University of Campinas. All work produced by this initiative is delivered to the community under open source licenses. A side effect of this contract was the production of Linux-based content for the Ricky Martin Foundation portal “Navegue Protegido” (www.navegueprotegido.org), based mostly on Ubuntu and sponsored by Microsoft.

- Invited by Infomedia TV at the seventh edition of the International Free Software Forum, April 19-22, 2006 (<http://fisl.softwarelivre.org>), Cesar hosted a “talk-show” on free and open source software solutions developed by Solis and also participated in a series of debates with Microsoft representatives on interoperability. These debates had great repercussion in the specialized and non-specialized media, national and international.
- Cesar Brod worked coordinating the international grid of events such as Latinware 2004 (sponsored by Itaipu Binacional) and I Conferência Internacional Software Livre Brasil in 2003 (sponsored by Celepar).
- From April, 2002 until May, 2003 Cesar was part of a team hired by OneWorld.Net, sponsored by the Finnish Minister of Foreign affairs, to develop a study on the implications of Free/Open Source Software for developing countries. During the development of this work, Cesar has traveled twice to Finland.

Solis, Cooperativa de Soluções Livres
Lajeado, RS, Brazil
2003 – 2006
Founder, Executive Vice-President, Consultant

- Solis was formed by the IT workers at Univates, with the help of Univates itself. The idea behind Solis was allow the group to provide Free Software Services to Univates and also other institutions and companies. By doing this, Solis would create new work positions to be filled by other Univates students. It is the result of the commitment of Univates with Free Software and its link to Regional Development. Cesar was one of the founders and was elected as the Vice-President of the co-operative during its start-up and now acts as marketing consultant for Solis, establishing relationships between Solis and new customers.

B&W Informática
Lajeado, RS, Brazil
1997 – 1999
Partner

- B&W Informática was an investment with a group of partners (mostly relatives) to bring Internet access to the region of Lajeado (Taquari River Valley). Since the beginning, B&W partnered with Univates in order to start an Internet Service Provider. The company now operates independently and still is the biggest ISP in the region.

Tandem Computers do Brasil
São Paulo, SP, Brazil
1992 – 1995 and 1996 – 1998
Hardware Support Analyst, Support Manager, Acting Marketing Manager, Finance Sales Manager

- Started with the Brazilian subsidiary of Tandem Computers Inc. as soon as it was founded in Brazil in order to help startup the local operation. For the first six months was the sole Support Analyst and

have been trained in the United States and Canada on Tandem's Guardian (today NonStop Kernel) and Unix (Integrity) products. As the support team grew, took the position of Support Manager, leading a team of six support analysts by the end of 1995. Worked on Tandem installations on several Brazilian financial institutions such as Unibanco, Bradesco and Banco America do Sul. By mid 1995 also acted as Marketing Manager, organizing the presence of Tandem at the Comdex trade-show.

- After 18 months working for Tandem's partner ACI, returned to Tandem as Financial Sales Manager and was able to expand several Tandem's installations (within Unibanco, a three million dollars sale, and Banco America do Sul, a 1.5 million dollar sale) and start new businesses with the São Paulo Stock Exchange (BOVESPA) in a partnership with the Paris Stock Exchange, and start a new line of local business with Atalla (a Tandem subsidiary) with a sale of hardware cryptographic devices to BRADESCO. By the beginning of 1998 Tandem merged with Compaq.
- While with Tandem I had the opportunity of traveling all over the United States, several places in Canada and also France, participating in training, trade-shows and sales projects.
- While working for Tandem I had, in 1993, my first experience with Linux, when I needed a "Unix" system in my laptop that would allow me to reproduce our customers' environment. Never stopped using Linux since that time.

Previous Work History:

ACI – Applied Communications do Brasil
São Paulo, SP, Brazil
1995 – 1996
Technical Consultant, Marketing Analyst

- After leaving Tandem in search for new opportunities in 1995, I ended up working as a Technical Consultant for ACI, where my major job was work with the company's prospects, understand their needs and work a viable proposal with the sales team. I was the first technical and later sales Brazilian person within ACI. I was able to bring into Brazil new ACI's solutions such a download/upload software manager for automated teller machines, which was installed at Unibanco. I also provided support services for ACI's BASE24 (a fault-tolerant, Tandem based, online transaction processing system) customers such as Unibanco and Banco America do Sul. During my training within ACI's University I have scored the best grades among all students.

Novasistemas Tecnologia Ltda
São Paulo, SP, Brazil
1991 – 1992

Junior Partner, responsible for hardware support of NCR Communications Processors inside several sites of Banco do Brasil.

CPM Tecnologia S.A.
São Paulo, SP, Brazil
Porto Alegre, RS, Brazil
1988 - 1991

Hardware support analyst for NCR Communications Processors, IBM Compatible Data Storage Systems. Instructor and courseware developer.

BASF Brasileira S.A. Indústrias Químicas

São Paulo, SP, Brazil
Porto Alegre, RS, Brazil
1985 – 1988

Hardware Support analyst for IBM Compatible Data Storage Systems. Responsible for BASF's storage systems inside Banco do Brasil, Porto Alegre.

NCR do Brasil S.A.
São Paulo, SP, Brazil
1982 – 1984

First job as a hardware analyst. Worked with electronic cash registers, programmable cash registers and communication processors.

Other relevant, volunteer work:

- Member of COMSOLI (Free Solutions for City Administration).
- Work with Linux International in the Linux Around the World Initiative, a Jon “maddog” Hall effort to share good Linux experiences around the world. With this initiative I have traveled to the United States (sponsored by HP) and Turkey.
- Member of the Gnurias Free Software user group, working on several workshops for needy children.

Educational History:

- UFRGS, Universidade Federal do Rio Grande do Sul
1986 – 1988, Physics, not concluded
- USP, Universidade de São Paulo
1983 – 1986, Physics, not concluded

Other academic incursions include Administration, Systems Analysis, Foreign Businesses and History, all at Univates, Centro Universitário

- Colégio Lavoisier
1979 – 1982, Electronic Technician, high-school technical degree

Some Published Works:

- Kernel Panic (ou: Belas telas azuis e o verdadeiro amor) - ComCiência, June, 2004
<http://www.comciencia.br/200406/reportagens/12.shtml>
- SOLIS, a Brazilian Free Software Cooperative – Linux Journal, April, 2004
<http://www.linuxjournal.com/article/7081>
- Ciência e Tecnologia, Comunicação e Sociedade, with Carlos Vogt, Marcelo Knobel and Rafael Evangelista - Primer Taller de Indicadores de Percepción Pública, Cultura Científica y Participación Ciudadana, May, 2003
http://www.riicyt.org/interior/normalizacion%5Cpercepcion_publica/3.pdf
- Free Software in Latin America, May, 2003
<http://www.maaailma.kaapeli.fi/lamerica.html>
- SAGU, Free Software for Academic Administration - Linux Gazette, November, 2001
<http://www.linuxgazette.com/issue72/brod.html>

Some Public Speeches:

- Interoperability, real solutions for mixed OS environments. Debates with Microsoft representatives at the 7th Free Software International Forum, Porto Alegre, RS, Brazil
<http://fisl.softwarelivre.org>
Video available at http://infomediav.terra.com.br/visualiza_video.php?id_video=259
Other videos on the same and similar issues can be found at <http://infomediav.terra.com.br/videos.php>
- Linux 2008 – V SDSL, Seminário de Desenvolvimento em Software Livre, July, 2005 – São Leopoldo, RS, Brazil (Also participated as a speaker in all other SDSL editions)
<http://www.sdsl.org>
- Software libre y desarrollo regional - El caso UNIVATES/SOLIS - IX Congreso internacional de ciencias de la computación, October, 2004 – La Paz, Bolivia
<http://cicc.udabol.edu.bo>
- O Software Livre como Realidade no Ambiente Empresarial - Fensoft, June, 2004 – São Paulo, SP, Brazil
http://www.fensoft.com.br/fensoft2004/softlivre_programacao.php
- UNIVATES, Una universidad comprometida con el desarrollo de Software Libre: Proyecto GNUteca, Proyecto SAGU - 3eras. Jornadas Regionales sobre Software Libre, November, 2003 – Montevideo, Uruguay
<http://www.linux.net.uy/tiki-index.php?page=EventosRealizados3JornadasCronograma>
- Gestión de universidades con Software libre - VI Congreso de Hispalinux, September, 2003 – Madrid, Spain
<http://congreso.hispalinux.es/edicion/2003/presentacion/>
- Software libre y desarrollo regional - El caso UNIVATES/SOLIS - Cursos de Verano Internacionales de la Universidad de Extremadura, July, 2003 – Extremadura, Spain
<http://patanegra.unex.es/cursos/verano/softwarelibre/>
- Free/Libre and Open Source Software in the Developing Countries - Free Software and regional development – May, 2003 - Helsinki, Finland
- Sagu, Unified Open Management System for Academic Institutions – BILISM, Linux Around the World, September, 2002 – Istanbul, Turkey
- SAGU: Open Source University Administration – Linux Around the World, Linux World Conference and Expo, August, 2002 – San Francisco, California, USA
- Sagu, Unified Open Management System for Academic Institutions - 5th Annual Linux Showcase and Conference, November, 2001 – Oakland, California, USA
http://www.linuxshowcase.org/2001/full_papers/brod/brod.pdf

Languages:

- English: speaks, reads, writes
- Spanish: speaks, reads, writes enough to be understood

Hobbies:

- Guitar player
- Builds crystal radios and gives them away. Maintains in his web portal (www.brod.com.br) a guide on how to build crystal radios.

Other References:

- Articles published in Dicas-L
<http://www.dicas-l.com.br/brod>
- 2004 Free Software Award, March, 2005
<http://www.fsf.org/news/fsaward2004.html>
- Free Software Carnival: Latin America Takes to FLOSS in a Big Way, interview to the online edition of LinuxJournal, June, 2003
<http://www.linuxjournal.com/article/6915>
- Cesar Brod acredita que o software livre está na fase da maturidade, interview to the Adital Press Agency, August, 2004
<http://www.adital.com.br/site/noticias/13603.asp?lang=PT&cod=13603>