

# Antony Interlandi

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## Overview

- Polished communicator with acknowledged senior level representational abilities and recognised as being highly effective in client liaison and relationship building. Accomplished strategic relationship builder resulting from extensive involvement in sales and business development activities.
  - Consultative leadership style with a track record of success in forging high performance teams that consistently deliver outstanding results.
  - Acknowledged trouble-shooter experienced in identifying pivotal life support issues impacting on projects and hands-on involvement in project management, defining requirements, identifying and selecting suppliers, negotiating contracts and sustaining high levels of supplier performance
  - Accomplished senior IT professional with twenty plus years experience in roles including programming, consulting, network design and installation, systems configuration and implementation, solution design, team leadership, project management and practice management, operating in the government services, education, telecommunications, manufacturing, media and entertainment sectors.
  - Experienced in managing specialist technical areas, exceeding expectations in organisational restructuring and outsourcing
  - Exposure to diverse technologies, with experience in many large projects undertaking key roles in infrastructure design and development.
  - Experienced in developing strategic and business unit plans and implementing systems management and support practices across multiple environments in complex Client Server applications.
  - Demonstrated expertise in Wide Area Networking, Router Configuration, Server System Design and Configuration, Multimedia Servers, Streaming Media Servers, Video on Demand and Desktop Management.
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## Key Achievements & Community Activities

- President of **ARBA** 2006 - 2007 (Ararat Regional Business Association)
- CFA Volunteer with success completion of the CFA Minimum Skills certification course Promoted to 1<sup>st</sup> Lieutenant.
- Designed the **Ararat Explorer**, monthly Ararat focused Tourism Magazine

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## Career Snapshot

2005 - 2008	<b>Co-Director</b> the Ganymede group Provision of IT services, web site development, administration & tender services, graphic design and the publication of <b>The Ararat Explorer</b> , a monthly tourist focused magazine.
2002 - Present	<b>Director</b> Now Technologies
1998 - 2002	<b>Solution Designer/Practice Manager</b> Hewlett-Packard Consulting
1996 - 1998	<b>Technical Support &amp; Sales Consultant</b> AD Electronics Delivered complete network solutions including sales, design, installation and technical support, particularly in the government sector.
1994 - 1996	<b>Branch Manager &amp; Technical Support Consultant</b> Sovereign Office Machines Computer, network and photocopier supplier to the corporate and government sectors.
1993 - 1994	<b>Office Manager</b> Ozzie Cozzie Swimwear manufacturer
1991 - 1993	<b>Store Manager</b> <b>Production Manager</b> Rod Irving Electronics Computer, components and peripherals retailer
1990 - 1993	<b>Accounts Manager</b> MNS Promotions Charity fund raising organisation
1989 - 1990	<b>Computer Consultant</b> Independent Focused on network design, installation, support, maintenance and management and providing customer training and software development services
1984 - 1989	<b>Branch Manager</b> <b>Customer Service Assistant</b> Greensborough Computers Sales of computer hardware, software and peripherals to government schools and agencies and emergency services organisations

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## Experience & Achievements

**Co-Director**  
**The Ganymede**  
**Group**  
2005 – 2008

- Responsible for providing excellence in Solution Design, IT support, web and graphic design, Streaming Solutions, Multimedia Solutions, Real Time Solutions, administration/tender and business services.
- Active participation on the continued development of Ararat and surrounds as a hub for growth within Industrial and Scientific arenas.
- Instigator of a project for the provision of Air Services to the area, to further assist in ease of continued economic development of the region.
- Responsible for technical research and defining functional requirements.
- Responsible for corporate and brand presence.
- Equipment and outsourcing requirement responsibilities.
- Responsible for implementation and maintenance of Standard Operating Procedures (SOP).
- Responsible for liaising with key government personnel identifying key pivotal issues and negotiating resolutions

### Achievements

- ▶ Highly successful networking within local and extended business and greater community.
- ▶ Designed, developed, and created distribution channel for the monthly tourist publication, the Ararat Explorer.
- ▶ Designed and implemented many local e-commerce websites for local businesses.
- ▶ Designed a Real Time media streaming solution for the NSW Dept of Health Medical Support Unit.

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**Director**  
**Solution Designer**  
**Now Technologies**  
2002 – Present

- Responsible for designing the "Entertainment Now" integrated pervasive entertainment distribution system.
- Responsible for project managing the creation of the "Entertainment Now" integrated pervasive entertainment distribution system.
- Responsible for technical research and defining functional requirements.
- Responsible for corporate web presence and equipment sourcing.
- Responsible for corporate and branding design
- Responsible for implementation and maintenance of the Standard Operating Procedures (SOP) for the company.

**Achievements**

- ▶ Co-founder of Now Technologies
- ▶ Designer of the world’s first fully convergent integrated pervasive entertainment distribution system
- ▶ Designer of the world’s first in vehicle multi-station personal entertainment system.

**Solutions Designer Practice Manager**

World Services on Demand  
**Hewlett-Packard Consulting**  
 1998 - 2002

- Established and managed the World Services on Demand practice to create a convergent technology platform centered on an intelligent home media gateway device.
- Designed the product offering from back end services through to the consumer front end, secured corporate sponsorship and established a core development team of five to progress the product towards its initial prototype phase.

This practice grew to having approximately 60 people of which 10 were direct reports. In order to efficiently manage the practice, I scheduled a weekly teleconference in which all members were invited to participate and contribute. I had team members located in Singapore, China, U.K., Italy, Japan, Germany, France, and the U.S.

- Managed the performance, development and contribution of a team comprising a Solution Architect, a Business Development Manager, a Project Sponsor, two Application Engineers and an Administration Assistant
- Defined Set Top Box (STB) Modular Functions, STB Function integration process and User Interface (UI) standard Templates
- Identified User Interface customisable objects and migrated to I-Planet Application and web Server
- Defined and built application scripts, defined Database Tables and built MySQL Database the on-demand entertainment solution targeting the hospitality industry.
- Integrated media asset migration XML documents to provide an efficient method to update the content
- Reduced the costs of the solution by migrating the platform to I-Planet and MySQL to make it platform independent

**Achievements**

- ▶ Created, established and developed the company's World Services on Demand Solution and Solution Centre
  - established the company's first solution based research and development practice outside the US
  - created a world leading global solution that provided a two year technological lead over

competitors

- created a solution that complemented efforts in other areas of the company and provided the company with a world first and best technology entry into a market that had previously been dominated by three incumbents
- ▶ Located and obtained the resources, hardware, software and personnel to complete the solution.
- ▶ Expanded service offerings by integrating VOIP telephony and conferencing and IP Phones, VidOIP video telephony and conferencing, virtual classroom, e-ticketing and e-fax functionalities along with smart-home devices, mobile telephony devices and remote management services

**Technical Support & Sales Consultant**

AD Electronics  
1996 - 1998

Corporate / Government Computer and Network supplier, specialising in networking contracts with an emphasis on complete solutions, incorporating sales, network design, installation and technical support.

- Responsible for NT network design and implementation, system assembly and installation, preparing tender response, conducting post-implementation technical and user training, providing pre- and post-sales technical advice
- Identified and secured new business opportunities for the sale of computers, internet connection and peripherals
- Created an application called High Tide Monitor in response to a requirement from the Bank De Nationale in France which used the application for four years
- Undertook product research for tender responses to bench test samples of various networking, communications, video, wireless and applications technologies to determine their suitability for use within the response
- Designed and developed web pages.

**Key Achievements**

- ▶ Installed computer monitoring equipment PCs custom modified to run on 28v into F28 Aircraft for the CSIRO
- ▶ Implemented internet services involving multiple NT server networks in seven schools
- ▶ Achieved preferred government supplier status

**Branch Manager Technical Support Consultant**

Sovereign Office Machines  
1994 - 1996

Computer, network and photocopier supplier to the corporate and

- Established the company's new store in Portland
- Managed two full time staff
- Generated sales in copiers, computers, faxes and mobile phones
- Prepared tender responses
- Designed, implemented and supported NT networks and conducted user and technical training
- Provided pre-sales technical support
- Designed, developed and deployed a Real Estate

government sectors.

solution.

**Key Achievements**

- ▶ Negotiated a contract with Werribee City Council to install 64 computers and upgrade 30 computers which needed to be networked into their existing server with links setup for mail and printing
- ▶ Negotiated the lease for the company's new Portland branch and set up the branch's operations with responsibility for organising stock, furniture, equipment, fittings, advertising and signage and for recruiting branch staff

**Office Manager**

Ozzie Cozzie  
Australia  
1993 - 1994

Swimwear  
manufacturer

- Increased the company's value to prospective buyers by introducing practices, procedures, processes, technologies and systems to improve efficiency, elevate productivity and enhance employee morale
- Evaluated and implemented Seams production software, with responsibility for setting up the Network and Infrastructure.
- Managed the performance and development of five sales staff
- Coordinated and implemented importing schedules
- Arranged L.C.'s and IMT schedules
- Operated a computerised accounting system

**Professional Development**

**Professional Development**

- Cert IV Small Business Management
- Basic Psychology
- Communications
- Sales
- Confrontation Management
- Personal Motivation
- Team Leadership