



**Hugo Mancini Sánchez**  
*Innovation and Technology  
Consultant*

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+58 212 277.2268



## EXPERTICE AREAS AND INDUSTRIES

- Administration
- Human Capital
- Logistic
- Sales and Marketing
- Technology
- Utility sector
- Manufacture
- Professional Services

## LANGUAGES

- Spanish
- English (intermediate)

## ACADEMICS STUDIES

- Advanced Management Program (PAG). IESA. Venezuela, 2018.
- Master's studies in Industrial Engineering, mention in Management. UNEXPO. Venezuela. 1989.
- Computer Engineer. UCLA. Venezuela, 1987.

## CERTIFICATION

- ITIL V3 Foundation. # 906506

## PROFESSIONAL DEVELOPMENT

Hugo joined LEGA in 2017. Previously, he was joined to the firm for more than 6 years, strengthening the IT area with notable contributions. For more than 24 years as a manager, he has distinguished himself as a born promoter of digital transformation in the different companies in which he has worked, having the opportunity to get to know different industries. Understanding the different business processes, beyond a technological perspective, promoting relevant changes that are fully justified based on the analysis of costs, benefits, good practices, and market trends. His strategic vision creates business opportunities and value, as well as safeguards the economic interests of the business.

## EXPERIENCE:

- Information Technology Consulting for professional services and the health sector.
- Management of Information Technology and Consultative areas.
- Project and contract negotiations.
- Project leadership.
- Technological renewal and innovation processes.
- Assessments and audits of investment budgets and IT expenses.
- Corporate standardization of information systems and infrastructure.
- Cybersecurity.
- Outsourcing.

## RELEVANCE PROJECTS

- Information Technology, infrastructure and systems audit.
- Technological separation of companies.

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Caracas: Urb. La Castellana, Av. Eugenio Mendoza, Torre La Castellana, Piso 7, Chacao 1060-A, Edo. Miranda, Venezuela  
Valencia: Av. Paseo Cabrales, Sector Kerdel, Torre Movilnet, Piso 8, Ofic 9/10, Edo. Carabobo, Valencia  
Barquisimeto: Carrera 16, entre calles 24 y 25, Edif. Centro Cívico Profesional, Piso 5, Ofic 5, Edo. Lara, Venezuela





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## RELEVANCE PROJECTS

- ERP implementation and updates.
- Evaluations and implementations of projects based on Software-as-Service.
- Strengthening of Microsoft 365 as a tool for digital transformation and resilience in the environment.
- Evaluation of the technological situation of a company in the health sector and set a roadmap with a 2-year horizon.
- Development of a 3-year technology strategic plan, with budget and roadmap for a company in the professional services sector.
- Co-leadership of an E-learning project for the sales force in the pharmaceutical sector.
- Leadership of a corporate project for the lifting of processes, for the feasibility of SAP implementation at the company level in Venezuela.
- Monetary reconversion of the years 2007 and 2018.
- Implement processes for the issuance and control of Checks for Banking.
- Improvements in the visualization mechanisms of corporate data.
- Project leadership from its conception to its post-implementation of Document Management for the legal sector.
- Modernization and automation projects for the mass printing of documents.
- Outsourcing projects in technical support and document printing / scanning areas.
- Improvements in reducing cybersecurity gaps in infrastructure and information systems.
- Webpage developments for different sectors.
- VoIP projects and reduction of telephony costs.
- Projects to move the physical infrastructure and physical plant evaluations.
- Co-leadership with Marketing for the launch of a portfolio of solutions for the sales force of a technology company.
- Brand Launch.
- Various data audit projects in information systems, mainly general accounting, accounts payable, accounts receivable and satellite systems.

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