



### **Candidate Motivation Letter**

Name of Candidate: Gianluca Giorgi

Chapter: South China

Position: Local Board Member



### **Motivation Letter**

In the last years, I have been supporting the activities of the EUCCC for I believe that only with an integrated approach European companies have a true chance to compete and flourish in one of the most complex market worldwide. Hopefully though, we do have, as Members of the EUCCC, superb companies, which greatly represent competences and capabilities of the European Industries they are active in and be a valuable benchmark for the many others, which could be targeting these markets.

My goal is pretty simple: that is to support these EUCCC champions, in order for them to be even more successful mostly in one of the most complex period of the last 70 years. In this regard, I indulge in saying that, since 1986, when I started working for IBM, in Italy, I have devoted myself to support corporate customers to solve technical problems and to use new technologies to be more competitive.

Should I be elected Board Member, I will definitely use all my knowledge, competences, and networking to support the incredible EUCCC system of companies in reaching their different goals in China and beyond by also strictly collaborating with all the other Board Members.

In the end, only united we would have better chances to proficiently work with the so called China Corporate System in the very different Industrial and Tech. Verticals always aiming at creating very efficient and valuable cross border Innovation & Business platforms!



### **Biography**

CEO of ES Automation Consulting Ltd, strategic mentors in Robotics and Automation projects.

Director of the Italian Innovative and Disruptive Technologies Working Group in China belong to Italian Chamber of Commerce.

In 1983 he won the C Language Programmers Competition supported by IBM SpA in Italy for select talents, (he was 18 years old). Since 1986 followed most of big European's Innovative projects in Automation Field. He started as IBM Software Engineer in Automatic Factory System Intercommunications, then moved to General Electric Fanuc Automation division as Manager of System Integrators department.

He was the software developing director of the third biggest fully Automatic Warehouse Plant, in Italy in 1990, using Neural Nets and Artificial Intelligence algorithmic for optimize the performance of the plant.

He was funded by European Government for project the most innovative Woodworking Sanding Machine using Neural Nets and Artificial Intelligence algorithmic in 2002.

For more than 8 years was director in Innovative Automatic Production lines in automotive field supporting the project for FCA, FERRARI, MAGNETI MARELLI, LOMBARDINI ENGINES, ARISTON, GUZZINI, operation plants.

2005, He was invited to come to support Italian manufacturers in China to improve the production lines.

On 2008 opened a new company in Shenzhen for project and produce medical devices for European market, still running under ES Consultants Ltd Hong Kong and started a new brand STERILETTO a patented sanitizing system for hospitals, hotels, home and dogs beds.