

DILYAN BERKOVSKI

CONTACTS

- +359 878 400 471
- berkovski@dilyan.be
- linkedin.com/in/dilyanberkovski
- Sofia, Bulgaria

PROFILE

Senior manager with 20Y+ experience in the ICT industry. I have a unique mix of experience in the planning, implementation and operation of cloud, telco and mobile networks, data centres / Edge and fibre optic infra. In 2022 served as deputy minister for telecommunication sector in the last Bulgarian Government, before that was leading the global team owning the AWS backbone network deployment and operations. Currently consulting digital infrastructure projects.

EDUCATION

MSc

Communications Engineering
Technical University of Munich
2002 - 2004 Germany

BSc

Communications Engineering
and Technologies
Technical University of Sofia
1998 - 2002 Bulgaria

High School of Microprocessor
Technologies, Pravetz
1991 - 1996 Bulgaria

PROFESSIONAL EXPERIENCE

Co-founder and Managing Director

Kabernikum Ltd

Oct 2024 – now Sofia, Bulgaria

- Consultancy services for information and communication technologies, data centers and digital infrastructure

NetIX

Member of the Board of Directors

May 2023 – Nov 2024 Sofia, Bulgaria

- Netix.net is a fast growing global internet exchange, in world's Top#12 by traffic

Neterra

Chief Product Development Officer

May 2023 – Oct 2024 Sofia, Bulgaria

- Responsible for the development of connectivity products and services, collocation, audio-video and satellite, managed services, cloud and IT, fleet management operating segments
- Managing a team of software managers and developers, product managers, business and process analysts

Consultant

Oct 2022 – Apr 2024 Sofia, Bulgaria

- Network audit and re-design for one of the biggest wholesale optical networks in Bulgaria; business development and new security oriented services
- M&A consultancy services for infrastructure company - tech audit, business case, term sheet preparation
- High level design for international connectivity in South-East Europe with terrestrial and subsea fiber optic cables
- Training and consultancy services for AWS

Ministry of Transport and Communications

Deputy Minister for Communications Sector / K. Petkov's Government

Feb 2022 – Aug 2022 Sofia, Bulgaria

- Chair of the National Radio Spectrum Council for civil use.
- Reworked the Recovery and Resiliency Plan for Digital Connectivity to reflect the Government priorities and vision
- Triggered: preparation of national Disaster and Recovery policy and framework for the telco industry; sub-sea connectivity thru Black Sea to attract transit traffic and improve the regional network topology

CERTIFICATIONS

Diversity and Inclusion Program,
AWS

Architecting on **AWS**

Strategy Execution, **INSEAD**

ITIL Foundation, **ITCE**

Six Sigma Black Belt,

Deutsche Telecom

Managing Projects,

George Washington University

Introduction to LTE, **Huawei**

IP Back-haul Network Planning,
Huawei

OptiX RTN Network Planning

Training, **Huawei**

WCDMA RAN Product Advanced

Training, **Huawei**

Next Generation Networks: Broad-band Infrastructure, ATM Switching, High-Speed LAN Systems, The Internet Architecture, and

Wireless/Mobile Technology,

European Institute of Continuing Education

SURPASS optical products OAM;

EoS-L2 Switching Advanced

Topics, **Nokia Siemens Networks**

Implementing Cisco MPLS & Traffic Engineering, **Fastlane**

DWDM training on **ZTE** Unitrans

WCDMA RAN, **Huawei**

MINI-LINK MW, **Ericsson**

Network Manager Operations,

Tellabs

INTERESTS

Historic and popular
science books,

Squash

Badminton

Amazon Web Services

Sr Manager Optical Backbone Services

 Jan 2020 – Jan 2022  Dublin, Ireland

- Managing the teams in Dublin, IE and Seattle, USA. Responsible for the design, build and operation of Long Haul networks globally. Leading technical project managers, PhD/senior and junior engineers
- Contract, Vendor and subcontractors management (\$MM)
- Covering the full product life cycle - from proof of concept, thru new product development, pilot deployments, operations support, change management and software development for automation
- Making impact by efficiently delivering Tbps of capacity, driving highly visible program for one of the largest and most complex backbone networks in the world
- Transitioned the teams to DevOps model, introduced Operations on-call rota

Deployment Manager

 Aug 2019 - Dec 2019  Dublin, Ireland

- Managed deployment team of optical engineers for border, Edge/PoP locations globally serving variety of customers - CDN, Transit and Peering, Direct Connect, Amazon Interactive Video
- Delivered highly scalable solutions from low-cost micro-Edge, to Data Centers interconnect and Hyperscale deployments for unconstrained capacities globally

Operations Manager

 Nov 2017 - Jul 2019  Dublin, Ireland

- Managed a newly formed operations team responsible for the global AWS optical infrastructure
- Built processes for preventive and corrective maintenance, automation and alarming frameworks, metrics deck, availability improvements
- Led Operational Excellence initiatives for low performing regions making visible impact on improved availability, MTTR and reduced customer impact



Telenor

Manager Suppliers and Demand Management

 Apr 2016 - Oct 2017  Sofia, Bulgaria

- Demand management of the Managed Services Partners of Telenor's mobile business, Subcontractors/Suppliers management & relationship
- Contract ownership (\$MM) and investment management in the areas of telco (rollout and expansions), telco infra (passive and active), physical security, IT support (SW, HW and services), maintenance (fibre, power, telco towers, Data Centres, PoP/huts, transmission points)
- Achieved successful transition to outsourced model and drove cost savings \$MM with regional partner
- Led Health, Safety, Security & Environment program for all the Suppliers with zero-tolerance policy and no-accidents records

Telecom Service Implementation Department Manager



 Aug 2014 – Mar 2016  Sofia, Bulgaria

- Managed all the activities in the implementation process of mobile and telco business, including the Data Centers and PoPs - active/passive equipment and infrastructure
- Contract owner, Vendors and Subcontractors management (\$M)
- Budgeting and reporting to C-level Steering and Investment Committees
- Part of the core team for Mergers&Acquisitions on six ISPs covering the technical part - strategy, screening, evaluation, due diligence
- Program manager of fibre acquisitions - leased, IRU, purchase of infrastructure, last mile implementations, E2E from technical specifications, RFQ preparation, thru contracting till live traffic migration

ACTIVITIES

Supervised Students
Trainer /Lecturer
3 summer internship
students;
2 Bachelor Theses
prepared under my
supervision;
2 part time student jobs
supervised
2012: Co-trainer for Six
Sigma +Lean Green Belt
training
2010: Lecturer at Techni-
cal University of Sofia,
initiative "The Hour of
Globul", topic "SDH and
DWDM networks"

Volume Swap Microwave Stream Lead

 Mar 2014 – Nov 2014  Sofia, Bulgaria

- Managed the volume swap related to microwave equipment replacement for the entire network
- Made impact as major contributor to the site design forum; swap procedures and processes setup, achieved reduced to min downtime
- Delivered E2E transport network topology, HLD/LLD preparations, budgeting, stakeholder and Vendor management
- More than 3k microwaves swapped in one of the shortest volume swaps in the EU telco industry in a transition to full-IP mobile access
- Design and implementation of customized transmission tool for planning, inventory and reporting

Cosmo Bulgaria Mobile (part of CosmOTE and Deutsche Telecom)

Senior Transmission Engineer

 Aug 2005 – Aug 2014  Sofia, Bulgaria

- Network renovation RFQ transport stream leader covering IP/MPLS, DWDM, Synchronization, Microwave
- Design and implementation of a customized transmission tool for planning, inventory, reporting (PHP, PostgreSQL, AMPL)
- Network configuration and capacity dimensioning of the national SDH & DWDM backbone networks
- Access & core network planning and optimization
- Representing Globul in Deutsche Telecom Global Transport Research Group: research and evaluation of new vendors, equipment and technologies
- Transport stream lead in 3G RFQ


Transmission Planning Engineer – Fibre Optics Networks

 Nov 2004 – Aug 2005  Sofia, Bulgaria

- Planning of national backbone SDH network and FO infrastructure
- Optimization of SDH, PDH and data traffic
- Transport stream leader in 3G RFQ

BRITISH TELECOM GLOBAL SERVICES


Junior Engineer / Master Thesis / Internship

 Aug 2003 – Oct 2004  Munich, Germany

- Projects on SDH/DWDM design, utilization and optimization
- Research on next generation SDH networks concerning shared dynamic services, network optimization, planning and management leading to Master Thesis
- Programming on Business Objects, FH-SQL, AMPL, C++



TECHNICAL UNIVERSITY of Munich

Teaching Assistant (2 exercises per week)

 Nov 2003 – Jul 2004  Munich, Germany

- Teaching an exercise in Communications Networks Lab course at the Institute of Communication Networks (LKN).

Research Assistant (part time)

 Mar 2003 – Jul 2003  Munich, Germany

- Interdisciplinary Research Center, EU Project SFB 453
- C/C++ programming, research on realistic telepresence and teleaction topics
- Designed and implemented compression / decompression scheme for dynamic multi modal data