

Stefan Walcz

AI Solution Architect • Presales • Delivery

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PROFILE

I design and deliver AI solutions that run inside existing enterprise landscapes — including on-premises, where data cannot leave the building. Thirty years across both sides of the table: founder and managing director of two companies, Vice President Products at a listed German cloud-communications company with a 40-person team across Europe, and since 2024 an independent architect and developer of local AI platforms. I speak Danish (B2) and work in English (C2).

CORE CAPABILITIES FOR THIS ROLE

- Target architecture for AI applications: RAG, agents, model selection, local inference, scaling
- Integration into existing landscapes: ERP, document management, line-of-business systems, interfaces
- Sovereign and regulated operation: on-premises designs, ISO 9001, C5, EU AI Act
- Presales and delivery: discovery, proof of concept, rollout, enablement, handover to operations
- Make-or-buy and business case: TCO, ROI, NPV, vendor and technology assessment
- Multilingual, distributed projects (German, English, Danish) with internal and external suppliers

DELIVERED SOLUTIONS

- **AGNTSIO — local AI platform:** design, architecture and development of an on-premises platform that processes a company's documents, data and knowledge on its own hardware and connects to existing systems. Developed in-house, in production use.
- **Industry-specific RAG system (PoC):** offline on energy-efficient commodity hardware, designed for high confidentiality requirements; answer quality and source grounding as acceptance criteria.
- **AI phone assistant for a pharmacy:** acquired, developed, deployed and invoiced — from first conversation to production.
- **Highly automated recruiting platform:** built on a marketing-automation framework; cost per hire reduced from €15,000 to €8,000 (47%).
- **Video transcoding infrastructure, Deutsche Telekom:** commercial solution replaced by open source; processing 50% faster, success rate raised from 80% to 99%.

CAREER

Owner • Independent solution architect and consultant WALCZ, Mannheim, Germany since 2024

- Founder of AGNTSIO, a local AI platform for mid-sized companies: architecture, development and customer rollout.
- AI and IT strategy, governance and roadmap mandates for owner-managed companies; delivery of the resulting systems.

Vice President Products (2020–2023) • Team Lead Product Owner (2019–2020) NFON AG, Munich 2019–2023

- German market leader in cloud telephony, listed in Prime Standard, 15 countries, ~500 staff, €80m revenue (2022).
- Product development, portfolio and strategy with a 40-person team across 7 locations in 5 countries, reporting to the CTO.
- Make-or-buy framework, C-level portfolio process, end-to-end digitalisation of the customer lifecycle; acquisition and post-merger integration of Onwerk GmbH.

Managing Partner roqsta GmbH 2007–2022

- Digital transformation, change management and organisational development — Deutsche Telekom, Frankfurt Book Fair, Chamber of Commerce.
- Interim management of Deutsche Telekom's MobileTV app, including Sky Bundesliga TV integration and coordination with the supplier in Oslo.

Founder • Managing Director • CTO xmachina GmbH 1995–2007

- Internet services company with 33 staff: websites, e-commerce, content management, applications, hosting.
- Early German internet projects for Springer, LAMY, EHAPA (Disney Europe) and ARTE.

TOOLS AND TECHNOLOGIES

LLM and RAG architectures, vector databases, local inference on GPU and CPU hardware, agent integration via MCP, Python, automation and workflow platforms, ERP and interface integration, systems operation and hosting, governance per ISO 9001, C5 and the EU AI Act.

QUALIFICATIONS AND LANGUAGES

- MBA Digital Information Systems, Graduate School Rhein-Neckar · Business Information Systems, University of Mannheim
- Mergers & Acquisitions Certificate, Goethe Business School · Qualified Negotiator, Schranner Negotiation Institute
- Certified Accountant (IHK) · Kanban Certificate · Design Thinking Certificate
- Languages: German (native), English (C2), Danish (B2), Spanish (B1)