CURRICULUM VITAE

Dr. Florian Follonier

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Profile

I am a Senior Cloud Solution Architect at Microsoft and a hands-on builder. My work sits where AI strategy has to become a real system: agentic applications, evaluation, observability, enterprise integration, and the engineering it takes to move from prototype to production. Before that I spent years across data platforms and machine learning consulting, which is where Relataly started. Outside customer work I build products and open-source projects, from source-linked AI research and ML-driven market tools to Swiss German speech benchmarks and an embodied-agent robotics simulator. Building things myself keeps my architecture advice honest.

Experience & education

Current	**Microsoft: applied AI and cloud architecture** Working with customers and teams on Azure, Microsoft Foundry, agentic applications, evaluation, and the path from AI prototype to production.
Ongoing	**Independent products and open source** Building and running public products and open-source projects: AIUseCaseHub, Rankoon, PerpXray, speech benchmarks, coding-agent evaluation, and robotics simulation.
Since 2021	**Public AI and ML publishing** Writing practical articles and notebooks about machine learning, data science, analytics, and generative AI on Relataly, based on topics I explored as a consultant and builder.
Until 2018	**PhD, University of Bremen** A research foundation that still shapes how I think about systems, adoption, innovation, and the gap between ideas and implementation.

Core capabilities

- Agentic systems and orchestration
- AI evaluation and observability
- Azure and Microsoft Foundry architecture
- Speech and multimodal AI

- Data platforms and ML engineering
- Workshops, writing, and technical storytelling

Agentic systems that can be operated

I help teams design agentic applications with clear boundaries: identity, tools, state, approvals, cost, and observability. The interesting work usually starts after the demo.

Evaluation before opinion

Benchmarks, groundedness checks, executable rewards. Whether it is speech models on Swiss German dialects or coding agents on real pull requests, I prefer decisions backed by measurements.

Products and experiments

I build small, concrete products to learn which assumptions survive real data and real users. Some stay live, some get stopped. Both teach me something I bring back into architecture work.

Selected projects

AIUseCaseHub

A public catalog of more than 4,000 real enterprise AI deployments, each traced to a public source, with insights and trend analysis on top.

Live Website

Swiss German Voice Benchmark

A local-first workbench for measuring how well voice models understand Swiss German dialects, with WER, CER, chrF, and streaming latency.

Open source GitHub

Milo: Embodied Robot Lab

An in-progress robotics research simulator for embodied agents, with a React operator cockpit, agent-guided navigation, sensor telemetry, and reproducible test scenarios.

In progress GitHub

AI Web Scraping Pipeline

An open-source agentic pipeline for discovering, extracting, deduplicating, and reviewing structured evidence from public websites. It powers AIUseCaseHub.

Open source GitHub

RFP Agent on Microsoft Foundry

A Microsoft Agent Framework and Foundry demo that turns a customer opportunity into a cited, enterprise-ready solution proposal, visualized as a pixel-art agent office.

Open source GitHub

Rankoon

Crypto signals, daily model rankings, market research, and paper portfolios, built on XGBoost ranking models and walk-forward validation.

Live Website

PerpXray

Read-only Hyperliquid trading analytics: paste an address and get an honest, data-backed breakdown of how that account trades.

Live Website

Selected publications

These publications appeared under my former name, Florian Müller.

2018 **Patterns of Service Innovation: An Empirical Study of Automotive Engineering Services in Germany** ↗

University of Bremen · Doctoral dissertation

2017 **Service Innovation: Sensing with Information Systems** ↗

Americas Conference on Information Systems (AMCIS) · Conference paper

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2016 **Schools of Thought in Service Modularity** ↗

European Conference on Information Systems (ECIS) · Conference paper

Speaking & workshops

- What it takes to move from AI demos to systems people can use
- Agentic systems, orchestration, and where the hard parts start
- Evaluating agents and models with evidence instead of vibes
- MCP and tool ecosystems: making enterprise knowledge usable for agents
- AI governance, sovereignty, and architecture trade-offs
- How data platforms change when AI becomes part of everyday work

Formats

Keynotes · Conference talks · Hands-on workshops · Panels · Advisory sessions

Audiences

Leadership teams · Architects and engineering leads · Product and innovation teams · Data and AI practitioners · Public-sector and regulated organizations