



Francisco Porcel Vila

Chief Technology Officer · Enterprise AI, LLM & Agentic Systems

Dubai, UAE | ceo@optimaquantum.com | WhatsApp +34 680 402 180
linkedin.com/in/cescoporcel | optimaquantum.com | whatsia.io

EXECUTIVE BIOGRAPHY

Francisco Porcel Vila is a technology executive with more than twenty-five years of engineering and leadership experience, spanning CTO, CEO and founder roles across enterprise software, financial services, healthcare, blockchain, telecom and public administration. He has built and led technology organizations in Europe and the Middle East, and today operates from Dubai as Chief Technology Officer of Optima Quantum, the enterprise AI and cybersecurity practice he leads, and as founder and CTO of WhatsIA.io, a multi-tenant conversational AI platform.

He founded the practice in Barcelona in 1999 as NETPOLE SL, an IT infrastructure and cybersecurity consultancy serving enterprise and government clients, including Barcelona City Council; it became Optima Devops SL in 2021 and was re-established in Dubai as Optima Quantum Services FZCO in 2024 — one practice, three structures, twenty-six years, with client relationships that have outlasted every corporate change. His longest-running engagement is with an investment fund. He does not name clients: discretion is part of what a client is buying, and he applies it in hiring processes as consistently as in delivery. Early in his career he took ownership of the email platform of the Government of Catalonia, running production infrastructure for more than **100,000 user accounts** across a high-availability Solaris estate. That decade shaped a discipline he still applies: systems are judged by what happens after they ship, not by what they promise before.

Over the last three years his work has concentrated on enterprise AI in production. He architects and operates LLM, RAG and agentic systems that run unattended for months — including a retrieval service over **1,744 indexed documents** with embeddings and semantic retrieval, built deliberately without an external vector database so that no client data leaves the estate, and a semantic memory layer indexing **~1,750 AI conversations** exposed to agents over the Model Context Protocol. At WhatsIA.io he designed and operates a **fleet of eleven autonomous AI agents** running 24/7 across prospecting, qualification, outreach, reply detection and multi-level response, which have completed more than **143,000 executions** processing **267,000+ records**, sustained by multi-provider LLM routing with automatic failover, evaluation criteria, failure recovery and controlled human hand-off.

He builds practice rather than one-off deliveries. Client work is converted into reusable method: a **proprietary five-phase security audit methodology** with a documented ethical protocol, delivery playbooks, evaluation criteria for model-driven systems, and openly published tooling — MCP servers and agent guardrails derived from real production failures, alongside a multi-provider LLM gateway that moved live agent traffic off single-vendor inference without modifying the agents.

Cost and observability are architecture to him, not afterthought. By instrumenting every run with duration, outcome and spend he reduced operating inference cost on one platform by **92%**, and redesigned monitoring to alert on silence rather than on errors alone, after a 30-day outage that conventional error monitoring never reported. The same rigour extends to security: threat modeling, penetration testing, incident response and vulnerability remediation remain part of every engagement he leads, and are the foundation of how he approaches AI governance for regulated clients.

He has hired, trained and led engineering teams since 1999, and runs a training platform used to develop technical staff. He has founded four companies and carried full P&L in each, including Weex Bitcoin ATM, which he founded and led as CEO from concept to market rollout across Spain, owning exchange integration, liquidity management, custody and key management. He advises executive teams and boards on where enterprise AI creates measurable value, where it does not, and what an organization must change structurally to absorb it — including the judgment to stop programs with no edge, which he has applied to his own systems when the evidence demanded it.

Languages Spanish and Catalan (native), English (professional), French and Italian (working)

Recognition Google Partner | Published writer on AI and cybersecurity | Mentor at CP'AC

Work authorization Based in Dubai. Open to relocation to the United States and to full-time remote collaboration; would require visa sponsorship.