



IPMX Batch Profile

Abhijit Roy



B. Sc., Jawaharlal Nehru University, New Delhi,
M. Sc. (Defence & Strategic Studies), University of Madras, Chennai
PG Diploma in Management, IGNOU, New Delhi

21 years of invaluable military experience - transferable skills & capabilities in operations, project management and implementation, HR development and training.

Lieutenant Colonel, Indian Army

- As Chief Executive of an 800 member organization, have been responsible for its operational planning, logistics, training, welfare and administration
- Dealt with strategy, policy, planning, coordination and execution of operations as Chief Operations Officer of a 3,000 member organisation
- Appointed as instructor at the premier training establishment, National Defence Academy, Khadakwasla. Handled various facets of training to include planning, organisation, logistics and conduct
- Extensive experience in leading a 120 member organisation in diverse and challenging operational settings and geographic environments

Abhishek Dutta



B. Tech., Comp. Science, Sikkim Manipal Institute of Technology

6.5 years of experience in Application Consulting, IT Product Development and Management in the Retail business domain

Senior Application Engineer, Oracle India Ltd.

- As a Customer Focus Lead in Oracle Retail - Sustaining Engineering team, was responsible for handling multiple customers as R&D Single Point of Contact
- Led a team of product engineers, working on development and delivery of business specific enhancements on Merchandising System Solution that caters to 200+ retail businesses spread across the globe
- As a Product Owner, led cross functional teams in a QA-Automation initiative to reduce manual QA effort by 25%
- Part of R&D product development team that released a new version of the Merchandising System with enhanced business capabilities. The product version has been implemented by 50+ retailers worldwide

Application Consultant, IBM India Ltd.

- Worked as solution designer with a group of developers and QA engineers, on a retail integration project for Circuit City Inc. US
- Received awards and certificates from the customers for exemplary performances

Abhishek Ambastha



B.E., Telecommunication, PESIT, Bangalore

6.5 years of experience in Project Management, IT Consulting and ADM (Application Development and Maintenance) that includes ~3 years at client's location in the UK

IT Analyst, Tata Consultancy Services

- Led a multi-location team of 20+ associates and successfully implemented 4 business critical projects; one of which was awarded the best successfully executed project within the SBU
- Independently setup, led and managed the production support team of 15 associates in the UK for a project worth £1,200,000
- Managed 24/7 support operations while executing client's £1,500,000 migration project from a legacy to modern IT system
- Consulted client on IT transformation initiatives that turned around TCS's Customer Satisfaction Index from 67% to 98%
- Successfully proposed and pitched for a Business Intelligence project that brought in revenue worth £200,000
- Awarded 'Star of the Month' in TCS, UK for outstanding performance that led to project contract extension by 2 years
- Awarded 'Star Team Player' by the client for proposing and implementing new business solutions that helped in saving ~£30,000

Aditi Nanda



B.E., Electrical and Electronics, MIT Manipal

6.5 years of experience in Project Management, People Management and Product Design and Development in Semiconductor Industry

Senior R&D Engineer, IBM India, Bangalore

- Led a 10 member team responsible for backend design and delivery of IBM servers in 65nm, 45nm and 22nm technologies
- Managed co-ordination across cross-functional geographically distributed teams and EDA vendors
- Facilitated innovation efforts and filed for patent, which helped reduce chip cost and time by 15%

Team Lead, Wipro Technologies, Bangalore

- Led a 8 member Wipro team at the client site: Intel
- Managed client relationship to ensure smooth set-up, stabilisation and scale-up of a \$6.5mn account

Others

- Co-founded Msikshaa to provide under-privileged children free access to tutors through mobiles
- Wrote paper to analyse the impact of Feminine Identity and Soft Influence Tactics on Leadership styles

Amit Jain



B.Tech., Electronics & Communication, M.J.P. Rohilkhand University

9 years of global experience in IT Consulting, Solution Designing, Business Development, Project Management and Client Relationship Management in BFSI domain

Senior Project Leader, Fiserv Global Services

- Managed project portfolios worth \$5M delivering integrated business and technology solutions to customers in banking domain
- Led the 10 member team to accomplish key tasks of data synchronization and application rationalization for the Fulton Bank Merger
- Co-ordinated with cross-functional teams across geographies to deliver IT solutions for key accounts and enhance the Fiserv proprietary banking product 'Signature'
- Responsible for creating business proposals for new projects and for providing tactical inputs to senior management for strategic planning
- Received Shinning Star Award for spearheading the production support from offshore and playing a key role in defining pricing and service level agreement, adding annual revenue stream of \$1M

Software Engineer, CSC and Infosys Technologies Ltd.

- Led the re-engineering effort of 5 member team in the enterprise wide product migration from VSAM to DB2 for the CSC proprietary Life Insurance product 'Vantage'
- Designed and developed the credit risk application for TD Bank in the realm of Mainframe Technology

Anish Verma



B.Tech IIT Kanpur

10.5 years of experience IT that entails Product Development in PLM (Product Lifecycle Management), Project Management and IT Consulting

Software Engineer – Advanced, Siemens Industry Software (India) Pvt. Ltd.

- Successfully steered the team to develop and deliver high quality product modules for multiple release cycles
- Responsible for gap analysis, defining product roadmaps and implementation strategies to counter upcoming challenges and to maintain competitive advantage
- Led the effort to win a funding of \$500K for a project after exceeding the client's expectations from the pilot
- Won accolades from top management for designing and implementing the transition from legacy system to scalable and flexible components – reduced the defect rates by 25% and improved performance by nearly 20%
- Coordinated with cross functional team across the globe to facilitate smooth functional integration and knowledge management

Software Engineer – CL Infotech Ltd., Bangalore

- Letter of Appreciation from client
- Mentored and trained associates and transformed them into development owners

Software Engineer – Infosys Technologies Ltd., Bangalore

- Awarded "Most Valuable Player" for unique and pro-active contribution with limited direction or assistance

AnandTuli



B. Tech., ICT, DAIICT, Gandhinagar

7 years of experience as IT Consultant in roles encompassing Client Engagement, Project Management and People Management. Assisted engagement managers in devising business development roadmaps and handling key accounts

IT Analyst, Tata Consultancy Services

- Driven client engagement activities including managing client relationship, developing technology roadmap and, business and functional requirement analysis
- Handled project management responsibilities including project planning, estimation, scheduling and budgeting for multiple engagements
- Led initiatives towards identifying gaps and implement improvements in key operational and business processes leading to significantly higher customer satisfaction of 94.6%
- Identified and developed new business opportunities with existing client, adding revenue of € 400,000 to the account earnings
- Pioneered the KSS within the business unit to harness the experience and knowledge base of niche technology practice

Engineer II, Parametric Technology Corporation

- Worked as solution designer to implement various business processes, enterprise collaboration frameworks and customized solutions for multiple clients.
- Led cross functional global team of developers for different modules of the Product Life Cycle (PLM) product
- Managed, designed and developed a new software product through complete SDLC, as the product owner.

Anupama Shukla



MBA (Marketing), ICFAI Business School, Gurgaon
B.Sc. (Botany & Chemistry), Lucknow University, Lucknow

6.8 years of Business Development, Strategy, Marketing, Sales, Channel Development, Client Relationship Management and General Management experience in Banking and ITeS Industry

Senior Manager, HDFC Bank

- Spearhead the launch of super premium credit cards across north India
- Recruited, led and mentored a high-performing team of sales managers and sales executives
- Interfaced with product development team fostering product improvisation
- Managed business relationship with key stakeholders to enhance business volumes

Manager, HDFC Bank

- Propelled business growth for key asset products from HNI segment
- Managed superior performance of loan against securities (LAS) asset portfolio
- Devised promotional campaigns and incentive programs for channel partners and internal teams
- Performed pivotal role in developing five most productive DSAs

Deputy Manager, HDFC Bank

- Enhanced growth of LAS asset business through channel management

Assistant Manager, i-Strat Software

- Involved with business development activities and client relationship management for e-learning business vertical

Achievements

- Appreciation by HDFC Bank for exemplary performance in 2008 and 2009

S Bharathi Shekar



B.Tech., Mechanical Engineering, IIT Madras

9 years of IT experience in technical leadership roles building highly scalable, extensible and maintainable web based platforms and distributed systems by working with product managers and architects

Technical Lead, Yahoo India Pvt. Ltd.

- Drove productization of a new user location based platform and its features by owning end-to-end design, implementation and integration
- Helped spread the culture of innovation by filing four publications, two patents and conceptualising two user location based mobile applications
- Enhanced Internet scale platform response times fourfold by designing and implementing a clustered caching system
- Mentored newcomers in Yahoo technology and user location platform architecture

Member Technical Staff, Sun Microsystems India

- Led the virtualization of high availability product, Sun Cluster, by designing and implementing a distributed system for application management
- Re-engineered the system manageability components of Sun Cluster to improve usability and enhance performance
- In addition to core technical responsibilities, provided recommendations on engineering estimations and analyzing risks and also involved in recruitment
- Received IEC Excellence Award for team initiative and Solaris Achievement Award for engineering delivery excellence

Bijumohan R



BE, Mechanical Engineering, NI College of Engineering, Tamilnadu

9 years of IT experience in Consulting and Project management in the Retail domain for large US retailers with 4.5 years of international experience in client facing roles.

Project Manager, Infosys Ltd

- Consulted and implemented Allocation and Replenishment module for GAP Inc for its International Growth Initiative.
- Managed a 25 member project team for a US apparel retailer. Instrumental in developing the team and responsible for the project metrics, budgets and risks for the account worth US\$1.2m.
- Consulted with Business users for designing and implementing the "Average Cost Inventory System" for Pharmacy Department at Hannaford Bros.
- Managed a US\$500K project for a US Pharmacy major from client location. Implemented solutions which improved the performance of the Store data maintenance by 75%.
- Awarded "Most Valuable Player" award for turning-around unfavorable customer-satisfaction ratings for a key client.
- Extensive knowledge in Retail merchandising and supply chain functions, endorsed by "NRF- Basics of Retailing" certification and Infosys Retail Domain certifications on Merchandising.

Bhasker Gupta



B.Tech., IIT Varanasi

8.5 years of experience in Analytics, Quantitative Research, Business Intelligence and Management Reporting; especially for financial industry. CFA (US) Level 3 Candidate

Manager - Enterprise Business Intelligence, Homeward Residential Inc.

- Perform quantitative analysis of \$75bn US residential mortgage portfolio and prepare performance reports used internally by executive management
- Provide ad-hoc research that aids in strategic business decision making
- Responsible for and heavily relied upon by business to translate their needs into actionable BI and analytical solutions, either through data analysis or BI/reporting applications

Senior Analyst - Specialist, Infosys

- Quantitative Research for a European Bulge Bracket Investment Bank. Used and enhanced various models to calculate bond and CDS (Credit Default Swaps) analytics
- Risk Analytics for erstwhile Largest Thrift bank of US. Created a customer scorecard model for their Home Loans portfolio
- Marketing/ CRM Analytics for largest specialty family footwear retailer in the Western Hemisphere. Contribute to development of various marketing-oriented models, namely Market Basket Analysis, RFMC analysis

Charu Kanwar



B.Tech., Information Technology, LLRIET, Moga

Strategic, focused and business oriented IT Manager with 6.5 years of diverse experience in consulting, quality management, project and people management including 2.5 years of international experience

System Analyst, University of Akron, USA

- Successfully managed all SDLC aspects including conceptualization, requirements identification, technology selection, quality management, team management, implementation and client interaction
- Key participant in training and mentoring end-users leading to 20% increase in productivity
- Interaction with stakeholders to capture business requirements and propose efficient, cost-effective technology solutions

SDET, Microsoft Corporation, India

- Spearheaded 5 end-to-end product Test life cycles (SDLCs) in Human Resources IT projects using SCRUM Agile - C&B, Performance and Leave System projects
- Introduced frameworks, methodologies and best practices to ensure quality improvements of upto 60%
- Built, trained and led a high performance team for HRIT projects

Programmer Analyst, Infosys Technologies Ltd, India

- Led cross-cultural teams on business-critical projects of budgets over \$1 mn
- Played a key role as configuration manager in project transition from CMMI level 3 to 5

Debolina Mukherjee



B.E., (Hons.) - Comp. Science Engg, UIT, Burdwan University (WB)

7.5 years of experience in IT Project Management and Business Analysis in the Insurance domain. Experienced in Service Management and ITIL® certified

Project Manager, Tata Consultancy Services

- Led a team of 30 providing Business Intelligence solution for a large UK Insurance client
- Spearheaded the team to achieve 99.8% service SLAs on all BI services
- Implemented Service Management best practices across other teams increasing overall process compliance and efficiency

Business Analyst, Tata Consultancy Services

- Instrumental in the end-to-end requirements elicitation and delivery of a GBP 600 mn Pension project for the UK Govt.
- Managed System Test team and achieved maximum test coverage within very stringent timelines
- Received Outstanding Contribution award for timely end to end delivery of the project resulting in huge savings for the project

Onshore Co-ordinator (UK), Tata Consultancy Services

- Successfully delivered 2 key projects worth GBP 7 mn for a large UK Insurance client, received appreciation from client and TCS Delivery heads

Deepu Prakash



B.E., E.C.E., GCT, Coimbatore

9.5 years of experience in project management, business analysis and customer relationship management in BFSI domain. PMP® & INS certified

Project Lead, CSC India Pvt. Ltd.

- Led a multicultural team spread across 7 locations and 2 geographies
- Spearheaded domain led productivity improvement that resulted in reduction in project effort by 20%
- Led the domain building effort in the team by getting INS certified. Mentored my team to attain the same and today my team has highest number of INS certified professionals in the Business Unit
- Received Wall of Fame award twice. 1 out of 120 members receive this award every quarter

Programmer Analyst, Cognizant

- Maintained payments related application for a global bank
- Cognizant Certified Professional in Banking and Financial Services domain. Ranked among the top 10% of my peer group

Deependra Kumar Singh



B.E., Mechanical, JSS Academy of Technical Education, Noida

8 years (3.5 years international) of IT experience in Banking & Financial Services Domain, providing end-to-end solutions to financial service clients based out of UK, Australia and US

Sr. Project Lead, Fiserv Global Services

- Extensive experience in Core Banking System Implementation and Transformation (Productized Solution – Fulton Bank)
- Managed a 23-member team that supported an annual revenue of ~ \$850K
- Responsible for training and mentoring functional leads on core banking solutions

Project Lead, Steria (I) Ltd.

- Pre sales team member responsible for proposing customised banking solutions to prospective customers
- Managed a multi-million dollar Fast Payment Services Program at Northern Rock Bank, UK
- Involved in supply chain and inventory management system of MoD UK (MJDI) and M&S UK

Lead Engineer, HCL Technologies Ltd.

- Led an integrated product management team, in co-ordination with multiple product owners, at Westpac Bank, Australia
- Successfully developed and integrated online-Super application for Westpac Bank, Australia
- Won the HCL ANZ Employee of the Year Award

Dharti Thakare



B.E., Electronics & Telecommunication, Government College of Engineering, Amravati

6 years of experience in IT Project Management, Business Analysis & Business Transformation implementation in client facing roles with 15 months of international experience

Associate, Cognizant Technology Solutions

Project Management

- Conceptualized & led implementation of first strategic Risk Issue Management & SLA,KPI Reporting System for UK based top Pharma company
- Ideated & implemented Business Transformation Project providing optimization & IT Cost Reduction with benefits of \$ 350000
- Automated Resource & Revenue forecasting for a 600 CTS resources' project to provide better resource planning
- Instrumental in Pre-Sales activities by prototyping critical pharmaceutical application

Business Analysis

- Delivered End to End Business Requirement for Healthcare Insurance Service Consultants' application
- Prepared Business Cases and Cost-Benefit Analysis for ideas generated through Cognizant Innovation initiative
- Designed End User Satisfaction Survey involving 1200 client respondents; developed Plan of Action based on survey results enhancing customer engagement
- Led the offshore team successfully during SDLC as an onshore coordinator
- Redesigned application workflow to optimize system response time

Divya Bharti



MCA, Jawaharlal Nehru University
B.Sc., Comp. Science, Hansraj College, Delhi University

9 years of IT industry experience with IBM including 5 years international experience in Project Management, Customer Relationship & Business Analysis. ITIL® certified

Project Manager, IBM

- Worked in the areas of Security Access Management, Identity Management and Financial Control Management for SOX Compliance for a Fortune 200 client in the Energy & Utilities domain
- Instrumental in winning a quarter million dollar project for IBM supporting company strategy to upgrade from legacy systems to more flexible, scalable systems
- Handpicked by the client to lead a \$210K Access Management project. Received 'IBM Service Excellence Award' (out of 20,000 employees) for exhibiting exemplary commitment for client's business
- Evaluated existing IT environment, architected detailed design and recommended long term and short term solutions for applications portfolio
- Pioneered a solution that enhanced application availability from 89% to more than 99.6% & saved IBM \$300K in annual penalties
- Received US Patent (US7,506,320B2) for a utility that analyzed static code & produced diagrammatic outputs - saved 55% effort on the project

Indranil Chakravorty



B.E., Computer Science, Army Institute of Technology

7.5 years of experience in Business Analysis and Project Management in Storage solutions, Internet Services, Mobility and Security applications

Product Lead – Rediff.com India Ltd

- Engaged in remodeling the IT strategy roadmap for data centers and content delivery infrastructure, achieving annual cost reduction of \$3 million
- Conceived and led the adoption of geography targeting achieving 20% growth in advertisement revenues and improvement in consumer experience
- Spearheaded resource rationalization and uniform reporting systems across departments leading to better managed services and teams
- Managed Collaboration with global partners to develop lean operations and reduce operating costs

Senior Product Developer – Symphony Services

- Led a global team to analyze client operations and frame process changes to improve operations efficiency and synchronization between various geographical development centers
- Engaged in pre-sales and delivered the gap analysis for a successful service proposal bid worth \$500,000
- Awarded 'Employee of the Quarter' by client EMC for excellence in Business analysis and Services delivery
- Developed mobility security products serving B2B and B2C markets across Asia

Hemendra Singh



B.E., Electronics & Commn., Delhi College of Engineering, Delhi

6.5 years of experience in IT Software Development, Project Management and client co-ordination primarily in the HealthCare, BFSI and Telecom business domain

Senior Software Engineer, United Health Group

- Led a development and support project earning \$0.4mn annually with a team of 16 members for HealthCare Networks at UHG
- Engaged in business analysis to map client requirements. Was responsible for knowledge management, project tracking and recruitment across the project
- Implemented an automated report processing system leading to huge improvements in turnaround times and annual savings of \$100K
- Received "SPOT" award from UHG for my contribution towards streamlining processes for technical delivery and quality assurance through reduction of defects by 12%
- Completed Certifications on Six Sigma - Yellow, White belt and ITIL

Software Engineer, HCL Technologies Ltd.

- Involved in all phases of SDLC. Was single point of contact for the client
- Consistently rated 'Exceeded Expectations'
- Trained new recruits for Sun Certified Java Programmer certification

Janakiraman Simizhi Ramakrishnan



B.Tech., Mechanical Engineering, NIT, Jaipur

8.8 years of Manufacturing / Engineering Services Outsourcing, Operations, Product Design, Product Lifecycle Management and Engineering program management experience across Automotive and Aerospace sectors including 3+ years at USA

Senior Engineering Lead – TCS Ltd. (Manufacturing Division), India / USA

- Demonstrated engineering management excellence by achieving high quality, 100% on time engineering support for 747-8 and 787-8 airplane programs with a cross functional team of 30 Tata engineers
- Developed customised operational strategies for providing effective Engineering solutions through a multi geographic collaborative framework
- Achieved 30% reduction in value stream cycle time by spearheading process enhancement initiatives across 10 Tata Projects in the Boeing Manufacturing facility
- Received "Pride@Boeing: Exceptional Performance" Awards thrice from Boeing Management for creating a positive impact on the Product cycle
- Co-authored three whitepapers on applications of Lean manufacturing techniques
- Exposure to Boeing Manufacturing Systems

Senior Engineer, Hyundai Motor India Ltd, India

- Successfully executed planning, scheduling and on time completion of Certification Tests for the launch of two passenger vehicles in Indian market
- Achieved on time availability of component proto types by reducing coordination bottlenecks with suppliers

Engineer, Subros Ltd., India

- Managed Production, Quality and Planning

Jayant Kumar Gadi



B.E. (Hons.), - Electronics and Communication, Govt. Engineering College Bikaner, Rajasthan University

6.7 years of experience in Product Design & Development, Quality Management and Technical Consulting of IT Products & Services (primarily investment banking domain)

Associate, JP Morgan Services India Pvt. Ltd.

- Led development efforts of Morcom Trading ITC Team for Private Client Work Station(PCWS), Chase Investment Services Corp. (CISC) project involving \$83bn of assets and 1.6mn brokerage accounts
- Co-ordinated ITC's PCWS-SWAT team efforts and achieved smooth conversion involving single day go live of 1.6mn accounts
- Quality Gate Champion of Broker Dealer Services ITC Team
- Part of core team that conceptualised and rolled out iConcepts thus promoting innovation at work
- Received JP Morgan India CIO Team Innovation (Gold) and Partnership (Silver) awards
- Involved in training and recruitment activities

Specialist Developer, Mastek Ltd.

- Led a 9 member team for Contact Point, National Health Services, UK
- Involved in project requirement gathering and release planning
- Participated in LexVehicle Leasing Project's Q6 (6-Sigma) initiative which helped save GBP 0.114 million in 2007
- Provided technical consultancy and training to projects

Dr. Khushi R. Tahiliani



MS Ophthalmology, MD (Anaesthesiology & Critical Care), Delhi Univ. United States Medical Licensing Examination Certified Physician MBBS, Maulana Azad Medical College, Delhi University

10 years of experience in healthcare sector at reputed medical establishments in the country. Experienced in hospital operations, management and administration

Senior Medical Officer, Safdarjang Hospital, New Delhi

- Streamlined procurement and purchase procedure of phacoemulsification machine, drugs and OT consumables worth INR 1 crore
- Played a key role in establishment of an Eye Bank at SJH. Liaised with Min. of Health & Family Welfare and obtained funding INR 5,00,000 annually
- Implemented the electronic registration system for CGHS patients leading to reduced waiting time for registration by 30%

Senior Resident, Post Graduate Institute of Medical Education & Research, New Delhi

- Successfully formulated the Business plan for low cost cataract surgery for patients from economically weaker section of society
- Managed the 2005 Delhi bomb blast crisis by leading a team of EMS at site of incident

Resident Doctor, Safdarjang Hospital, New Delhi

- Led a diverse team of 10 members and organized 30 eye camps/year in rural areas of Western UP
- Authored five research papers published in leading medical journals & three medical books

Karthik Bharadwaja



B.E., Mechanical Engineering, Bangalore Institute of Technology, Visveshwaraiiah Technological University, Bangalore

7.5 years of Business Analysis, IT Delivery and Project Management experience in Supply Chain and Logistics domains for top retailers in the UK

Technology Lead, Infosys Ltd.

- Worked as a Business Analyst for a leading UK mobile retailer to provide and deliver solutions to integrate multiple disparate information systems. Project involved co-ordination with cross functional teams in locations across Europe
- Led the program to identify 'Shrinkage' issues across the supply chain for a leading UK retailer. Discovered lacunae in the systems which helped account for 18mn pounds annually. Received 'OMEGA Gold Medal' from Infosys in recognition of the exemplary business value delivered to the client
- Led a team of 12 engineers providing maintenance, support and development services for mission critical supply chain and logistics applications for one of the top three grocery retailers in the UK
- Involved in 'Centre-of-Excellence' team to suggest methods to improve quality and provide solutions. Received the 'Best Centre-of-Excellence team' award for our contributions

Kranti Gaikwad



MMS Marketing Narsee Monjee Institute of Management Studies, Mumbai B.E - Electronics Engineering Thadomal Shahani Engineering College, Mumbai

7.9 years of experience in various functions like IT Strategy, Product management, Corporate Marketing and Program Management working across geographies with cross-functional and multi-cultural teams

Program Manager, Capgemini India Private Limited

- Led overall engagement of over €3 million for an Energy and Utility client
- Implemented tactical technology strategy across projects with time & cost estimation, competency building and delivery tracking as key levers

Senior Manager, Technology Management, ICICI Bank

- Stewarded all technology acquisitions across ICICI Group by deploying cutting edge technologies with applications in the BFSI domain
- Understood IT landscape, devised technology footprint, made recommendations to the CTO
- Crafted award winning communications that led to ICICI bank winning maximum awards at BTA awards 2007

Manager, Product Management and Corporate Marketing, i-flex Solutions

- Responsible for designing the sales kit, competition analysis, product roadmap and alliance management
- Orchestrated communication with analysts across the globe for the entire product suite translating to First Takes on wins, quotes in press releases, speeches at i-flex events etc.

Kumar Vaibhav Gaur



Indian Ordnance Factories Services
Engineering Services Exam 2001 Batch
B.Tech Mechanical Engg. HBTI, Kanpur

9 years of experience in General Management, Supply Chain Management, Infrastructure Project Management and Operations

Works Manager, of Muradnagar, Ghaziabad

- Plant head of two Production shops, managed operations for annual output worth INR 110 crores.
- Spearheaded team of 300+ people comprising of technical experts and Junior Managers for Planning, Projection and Scheduling of resources.
- Reduced rejections in various products resulting in annual saving of INR 50 Lacs.
- Maintained excellent synergy between the management and various labour Unions

Works Manager, Metal & Steel Factory, Ishapore, Kolkata

- Managed Annual Procurement worth INR 100 crores as the Provisioning Officer.
- Responsible for demand generation and management of Cash flow, Annual O&M Provisioning budget & Annual Civil budget.
- Responsible for Materials Management, Inventory Management, Contract Management, Tendering, Negotiations, Importation, Commercial Operations and Logistics.
- Performed Vendor Exploration, Evaluation and Management functions.
- Managed Infrastructure Projects worth INR 15 crores annually, from inception to execution stage.

Malay Ghosh



PGDM (Symbiosis, Pune) , M.A.- Economics (Pune University)
B.E. (BIT Sindri)

Around 10 years of work-experience, in Banking and Financial Services in assets and liabilities, managing Business portfolio, negotiating deals with merchants and designing offers for customers.

Regional Manager, Muthoot Fincorp Limited

- Generated revenues out of Delhi NCR Region through -- Muthoot Core-Products (Gold-Loan, Micro-Finance lending, Secured-Debentures) and Alliance-Products (Forex , Money Transfer, Mutual-Funds).
- Designing Regional Incentive Schemes for Employees and Local Festive Offers for Customers.
- Did a phenomenal turnaround of Delhi NCR region , by growing the asset under management from 15 to 95 Cr, in a span of 6 months.
- NCFM certified

State Head, ABN Amro Bank N.V.

- Managed P&L and Acquired clients for Unsecured Assets (Credit Cards, Personal Loans, Business Loans) and Liability products (Savings & Term deposits) for the Bank, in Gujarat & A.P.
- AMFI & IRDA certified

Area Sales Manager , GE Capital

- Negotiated deals with 65 mega merchants across South India for tie-ups on SBI Cards.
- Built relationship with State Bank of India /Mysore/Hyderabad & Travancore.
- 6-Sigma-Green-Belt certified

Lav Ahuja



B.Tech, Industrial & Production, IIT Delhi

7 years of experience in Product Planning and Management, Project Management and Process Planning in Automobile Sector

Manager, Tata Motors Ltd.

- Product planning and management of the rear engine bus segment
- Prepared the product proposal for India's largest tender of buses. Project coordinator for the government's tender execution
- Led a cross functional team for the development of low floor bus for intra-city and tarmac application
- Expertise in preparing the business case and product approvals in new product introduction process
- Achieved 20% improvement in first shot Ok by establishing the quality system and process in the Ace's gearbox line
- Planned and coordinated the process of delivery of fully built vehicles to key customers in north India
- Increased sales of 207 Di by 20% in eastern UP by revamping the sales team and organizing promotional activity
- Cleared the Tata Motors's assessment centre to become a part of talent pool

Manisha Umbarje



B.E., Computer Science, Walchand College of Engineering

Extensive experience in technical leadership role in software product development, conceptualization and delivery of complex product features with leading software product companies like EMC and Sun Microsystems

Lead, EMC, US

- Defined and designed next generation Content Management Server interfaces
- Championed common reusable configurable components that reduced significant development overheads and implementation time by 30%
- Led cross-functional global product development teams to deliver quality product iterations
- Recruited and Mentored junior team members for the engineering group

Product Architect, EpicEdge, US

- Improved software development process resulting into cost saving of 10% for the organisation
- Provided a robust, scalable, and extensible architecture for complex enterprise application
- Managed team members performance through mentoring, goal setting and appraisal processes
- Handled cross-cultural teams, recruitment and project tracking

Lead, Sun Microsystems, India

- Awarded US Patent for "Business Integration Component for containers"
- Conceptualized Diagnostic Service that reduced company cost by improving customer escalation handling process by 20%
- Published multiple articles and managed online developer community for various features of Application Server product

Mayank Nema



B.E., Information Technology, Oriental Institute of Science and Technology, Bhopal

6.5 years of experience in IT products delivery, customer relationship management and business development

Project Lead, Mahindra Satyam, USA

- Performed multi-faceted roles of QA engineer, Project Co-ordinator and Pre-Sales Advisor for Mahindra Satyam's largest testing portfolio in North America
- Spearheaded a 22-member onsite team responsible for end-to-end quality assurance of Google Inc's consumer & business products
- Streamlined the QA processes, which reduced time-to-market of the mobile products delivering services such as maps, social-networking, e-commerce, advertisement, and media
- Won company's coveted 'Pat-on-the-back' award thrice for repeated excellence in project delivery and team management

Project Engineer, Mahindra Satyam

- Worked as a Functional Lead in a large scale data migration project using Product Lifecycle Management tools for a Fortune-500 consumer goods manufacturer

Consultant, Mudra Business House, Bhopal

- Worked in a start-up environment and crafted business techniques to overcome operational challenges in manufacturing processes
- Designed and implemented an inventory control system with process optimisation measures to reduce costs

Mohit Jain



B.Sc. Engineering, Electrical, Faculty of Engineering, DEI, Agra

7.8 Years of Experience in Embedded Systems design & development, Product Management and Project Management

Product Manager, MindTree Ltd.

- Managed New product development (handheld POS device) for "Aadhaar" (UIDAI) based applications from idea till alpha prototyping. Managed 15 member team, five vendors and more than 15 suppliers
- Developed marketing strategies and handled presales proposals for POS device
- Award for best whitepaper (Aadhaar related rural banking business sustainability)

Project Lead, MindTree Ltd.

- Led a team of 8 members for development of Ultrasound platform for US semiconductor major (Achieved size reduction of 30% and cost reduction of 20%)
- Led a team of 5 members for development of PTE equipment for fortune 50 US client which reduced production test time by 50%
- Worked as sustenance engineer for fortune 50 client at the manufacturing facility in Indiana (US)
- Core member of pre-sales team in embedded design group (Won over \$1 mn business)

Medha Gupta



B.Com (Hons.), Delhi University • PGDHRM, IMT, CDL

Seasoned HR professional with 7+ years of experience in Talent Management and M&A Integration role. Acted as HR advisor to multiple functions and business leaders

HR Analyst, Fiserv Global Services

- HR Business Partner for 400+ associates spanning across India, USA and Australia
- Led HR interventions related to employee engagement, performance management and employee communication
- Core member of the PCMM initiative. Developed KRA specimens for support verticals, achieved communication practice goals, and implemented career development framework for my BUs
- First HR Business Partner to receive Value in Performance award

HR Associate, Cognizant EAP

- Talent Manager for 300+ associates; expertise in managing the complete employee lifecycle
- Initiated Job rotation practice for multi-skill development and retention of high potential associates; helped reduce attrition levels by 2%
- Established and spearheaded the Corporate Social Responsibility arm, Outreach, for the Gurgaon location
- Designated as the post acquisition Integration SPOC for marketRx. Managed transition of various systems and policies
- Co-ordinated and participated in campus recruitment activities at premier institutes such as IITs

Namrata



B.Tech (Hons.), Gold Medalist Electrical Engineering, YMCA Govt. Institute of Engineering, Faridabad

9 + years of experience in Global Sourcing, Project Management & Engineering design in the Power Sector; Certified Project Management Associate, IPMA-D

Manager, Corporate Contracts, NTPC Ltd.

- Procurement management of power plant equipments from Indian and global vendors for various Green Field Mega Power Projects
- Led techno-commercial vendor assessment and evaluation of major Indian & International OEM, EPC vendors
- Handled Consultancy, Services and Equipment procurement Contracts worth INR 200 Crores per annum
- RFP, BOQ and commercial bid document formulation for bids invited on International Competitive Bidding basis (ICB)
- Vendor management & project review to achieve Ministry of Power, GOI milestones.
- Coordinated with geographically dispersed cross functional project teams & vendors for smooth project execution & conflict resolution.
- Handled Electrical maintenance for a 430 MW Gas based Power Plant including 10 day plant overhauling assignment

Engineer, Punj Lloyd Limited

- Estimation tendering, preparation of technical BOQ and Vendor evaluation for pipeline and tankages projects

Namta Bansal



PGDM Amity Business School • B.A., Economics, Delhi University

9.5 years of experience in New Product Launch, Cross sales and Sales force management in Life Insurance sector

Senior Manager (Strategic Initiatives), Max New York Life Insurance

- Conceptualised and executed a complete business turnaround for Delhi NCR region, achieving a growth of 29% in 2011 over previous year in new business premium
- Designed various campaigns for Cross Selling and Persistency to increase revenue and profitability
- Developed Sales Promotion strategies to push the right product mix for achieving each product's targeted New Business Margin
- Member of cross functional team formed by Product Management Group to develop sales concepts for launch of new insurance products

Senior Manager (Agency), Max New York Life Insurance

- Spearheaded setting up of a new branch including location selection, layout and staffing
- Led a team of 7 Sales Managers to achieve QoQ sales targets

Director, Celestial Knits and Fabs Pvt. Ltd.

- Established garment manufacturing unit having a turnover of 3 crores
- Managed business development, client relations, material procurement and production operations

Nidhi Singh



B.A. (Hons), Economics, Hansraj College, Delhi University

6.5 years of cross functional experience in investment management, strategy and business research across industries; experience in leading teams and end-to-end management of research projects

Senior Analyst, Strategy Practice, The Smart Cube

- Lead analyst for strategy research projects and studies for various industries including retail, freight, pharmaceutical, energy, catering and FMCG
- Key assignments included entry strategies, market attractiveness, procurement strategies, supplier risk, financial soundness and negotiation power assessment
- Designed training modules and conducted trainings on research techniques, analytical frameworks and financial analysis

Senior Business Analyst, Financial Research, Gravitie Knowledge Services (a startup organisation)

- Led the financial research team and client engagement group
- Key engagements included project valuation, investment consulting, institutional fund raising, and M&A valuation for European and South Asian PE funds and global corporate clients

Analyst, Renewable Energy, Datamonitor Ventures

- Led a five member report writing team on customised research projects for leading global renewable energy companies such as E.ON, GE Energy, and Vestas
- Role involved project planning and execution and client management

Neelam Talera



Masters in Tourism Administration, IIPS, DAVV, Indore
B.Sc., Computer Science, Gujarati Science College, DAVV, Indore

7.9 years of experience in Marketing, Branding, Digital Communication Strategy and Business Development

Media Manager, Tourism Office of Spain

- Spearheaded integrated marketing activities (Ex: Travel on Movie trail, Mango Campaign, Spain Addict online campaign, Media FAM, India Today & Femina inserts etc) leading to 35% YoY growth of inbound tourist in Spain
- Conceptualized & implemented PAN India marketing strategy, with the budget of € 1,45,000
- Fostered online communication plan for website, e-newsletter & facebook page through webanalytics, SEO and SEM
- Collaborated marketing plan with Excel Entertainment for movie project "Zindagi Naa Milegi Doobara" to promote Spain
- Responsible for partner relationship management

Team Leader, Cox & Kings (I) Ltd

- Led sales & operations team of 8 member to achieve revenue target
- Interacted at senior level to acquire and engage 20 new clients of ET 500 companies
- Achieved 13% profit above desired profit line through process reengineering
- Designed business process for CSD to handle group travel of 500+ passengers based on SERVQUAL Model
- Introduced corporate loyalty program for repeat and cross sell

Nikhil Bhargava



M.Tech., Comp. Sc., IIT Delhi • B.E., Comp. Sc., NSIT Delhi

10 years of R&D including 4 years of managerial experience in Telecom and semiconductor industry

Project Manager, UTStarcom.

- Led IPTV development and delivery for 4 clients
- Wireless product development

System Architect, Aircom

- Architecture and design of network optimisation products

Principal Engineer, Hughes

- Led RRC stack development for dual mode satellite phone
- P.O.C for SCMA based receiver for communication satellite
- Authored Software Processes (2) for Hughes' ISO certification

Sr. Engineer, STMicroelectronics

- Dvpm. of video plugins over Symbian for high end mobile phones

Other highlights

- India head of Aircom's patent committee
- Researched for 2 years on "Network switching for multicast networks"
- Conference Publications (4) and magazine articles (14)
- Copyrights (2) in Network Security and Computer Programming
- Senior contributor, Stallings Publishing group & Pearson group (Comp. Science PG books)
- Senior Member-ACM and member-IEEE (Region 10)
- IIT-Delhi certified IPR and Cyber Law professional
- WIPO certified patent analyst

Nithin Subhakar



B.Tech., Applied Electronics & Instrumentation,
College of Engineering, Trivandrum

7.5 years of global experience in executing IT -Data management and Application value management projects in Life-sciences domain

Project Leader, Cognizant Corporation, US

- Built and spearheaded a 10 member enterprise-wide report operations team at IMS Health, US
- Achieved over \$1mn in monthly revenue contributions through seamless execution of Customer Portfolio Management solution
- Collaborated with thought leaders of IMS Consulting group to generate customer focused reports on Pharma market trend analysis and healthcare measurements
- Won accolades from top management as well as customer for providing seamless consultative solutions in Pharma data analytics space
- Evaluated technical feasibility of new data warehousing proposals to be pitched to prospective clients of Cognizant Data warehousing – Life Sciences practice
- 5 years of international experience, co-ordinated with multicultural teams from the US, China, and Japan
- Led a 3 member team to execute complete SDLC for a back office – customer account setup system of JP Morgan Chase, US

Prabir Majumdar



B.E., Electronics and Communication Engineering, NIT,
Surathkal Certified PMP®

11+ years of IT Services experience in Banking, Logistics and Telecom domain. Last 8 year in US in customer facing roles - Relationship Manager, Practice Anchor, Pre-Sales.

Senior Project Manager and MDM Practice Executive Council Member, Infosys, USA

- Led Market Analysis, Strategy and GTM Planning tracks for \$10+mn MDM Practice
- Infosys SPOC for all IBM MDM/PIM bids in US
- Managed client relationship at CXO/Director levels
- Blogger in CRM/MDM domain, published whitepaper in Customer Data Integration (CDI)
- Instrumental in restructuring the Practice in matrix organisation with verticals and horizontals

Project Manager, Infosys, USA

- Managed large portfolio of transformational projects in Banking, Logistics and Telecom domain
- Led post M&A CDI Program in Bank of America worth \$6mn. Established Infosys as the preferred vendor. Achieved CSAT score of 7/7 for 4 years
- Felicitated with “Infosys Excellence Award” – awarded to top 3 projects of Infosys among 1000+ projects

Pre-Sales Lead, Infosys, USA/India

- Led number of multi-million USD bids articulating business benefit, value proposition and new engagement models – ticket and outcome based
- Received “Business Enhancer Award” for winning a \$3+mn deal in logistics supply chain

Parag Deshpande



B.E., Electronics and Telecommunication, Govt.
College of Engineering, Amravati

7.5 years of experience in Project Management and IT Consulting in Business Process & Content Management solutions in BFSI with exposure to Pre-sales and Business Development roles

Project Manager, TCS

- 40% project revenue growth and 100% headcount growth on year-on-year basis
- Conceptualised and Led Operational Excellence team to achieve \$1.1mn savings for client
- Managed resourcing requirements for 250+ strong cross geographical client account
- Successfully Led the implementation of \$1mn mission critical upgrade project
- Bagged 2 new clients as a pre-sales co-ordinator in ECM domain

IT-Analyst (Enterprise Content Management & Business Process Management Consulting), TCS (USA)

- Achieved up to 30% reduction in processing time and compliance costs by recommending Business Process Customisation
- Recommended Business Application and Process flow redesign to reduce complexity and manpower by 15%
- Achieved 25% reduction in turnaround time for ECM solutions by proposing services based reusable implementation
- Evaluated and recommended best fit ECM solution to enhance back office productivity by 10%

Puneet Malik



B.Tech., Metallurgical Engineering, IIT-BHU, Varansi

7 years 10 months of experience in IT Industry in management, account leadership and client interfacing roles

Project Manager, IBM, India

- Successfully turned around business critical project to achieve 30% increase in yearly baseline
- Managed 60% of overall customer deliverables worth \$20mn of annual business, streamlined processes through CMMI implementation
- Led 2 lean six sigma implementations in the account to achieve \$200K cost reduction
- Handled resourcing and delivery excellence for team of 100
- Championed employee engagement initiatives in my account as a People Manager and brought attrition below 10%

Technology Lead, Infosys

- Represented a Fortune 100 Retail giant as Subject Matter Expert to implement pioneering cross organisational system integrations
- Implemented process reengineering and reusable application frameworks for client to achieve 30% higher efficiency
- Led and mentored multi-culture teams from US, China and India
- Received Infosys Bravo, On the Spot, Best Team awards at account and Business Unit level

Punit Agnihotri



B.E., Mechanical Engineering, S.G.S.I.T.S., Indore

10 years of experience, including 6 years in US, in Client Engagement, Project Management and Presales roles across multiple industry verticals

Solution Architect, Barclays

- Data-Warehousing Architect for card business, engaging cross function owners/SME, and multi-vendor teams
- Created standardised framework for data acquisition to achieve 50% effort savings

Project Manager, Infosys

- Rich experience of client interaction at CXO & senior executive level
- Managed the implementation of global financial reporting applications in 80+ countries; built support framework as per ITIL for BI Competency Centre
- Played lead consultant role to create BI roadmap for logistic giant leading to 100% growth of the team
- Anchored multiple pre-sales initiatives of more than \$12mn and direct sales of \$1mn
- Performed business analyst role supporting cross-functional teams; resulted in downstream work of \$2mn
- Led unit level skill enhancement initiative, building knowledge repository and training programs
- Awarded "Excellence Award" & "Most Valuable Player" for the delivery and client management excellence

Rajat Dhaka



B.Tec., Mechanical Engineering NIT, Allahabad

7.5 years of experience in supply chain domains and have worked in retail sales, Institutional sales, service marketing, Product management, Procurement, Pricing and having exposure of SAP MM-PP module

Manager, Tata Motors Ltd.

- Handled Pricing of Annual Maintenance contracts for Institutional as well as retail customers (For commercial vehicles) worth INR 200mn annually
- Managed, monitored and executed all ongoing projects as an executive assistant to the customer care head and ensured timely delivery of all projects on time
- Actively participated in documenting risk management register and BSC and ensured its effective deployment
- Led and implemented one full cycle of SAP MM-PP Module for one Tata Motors franchisee at Coimbatore
- Spearheaded the operations of the reconditioning unit at Coimbatore and handled all procurement of 50 vendors (Pan India Network)
- Demonstrated Management excellence by ensuring Annual sales Target of INR 20mn as Sales Head in Rajasthan Region for two years in a row
- On time execution of gear box product introduction project as a part of NPI team
- Active participation in reducing the flow of material from using lean management concepts
- Received best officer award from Tata Motors Ltd. for excellence demonstrated and active participation in first year of Induction and training

Ruspen Chattopadhyay



B.Tech., Mechanical Engineering, IIT Kharagpur

15 years of experience, including 12 years in Product Definition, Technology and Architecture Strategy Consulting, and People Management in Enterprise Application and Technology Domain.

Chief Architect, SAP

- Head-Architecture for Business-Suite India (1000 Employees), managing Top-Talent Architects. Established Innovation-Center and Architecture-Network
- "Enterprise-Mobile-Champion" for Business-Suite. Architecture Integration of SAP-Sybase Mobile Platforms Post-Acquisition
- Global Head of Oil-and-Gas Product Architecture. Ramp-up implementation for ONGC
- Advisory to Senior Management on Strategic Management of Business-Suite Application Platform. Conceptualized MDM, and BPM Technology Roadmap for Suite. Technology Evaluation of E-Sourcing On-Demand Platform Post-Acquisition, Suite On-Cloud Platform, and ESOA Consumption Strategy
- Representative - Global CTO Office, of SAP Architecture Governance, Product Standards Consulting and Program Responsible for Global SAP-Architecture Curriculum in India
- Project Lead and Architect of new HCM Delivery – Australia Country version, Talent-Management, and HR-Shared Services. Ramp-up implementation for Nestle, PetroChina
- Experience with Six-Sigma, LEAN, Agile Methodologies
- Recognized as 'High-Potential', held 'Key Position', first Chief Architect of India, part of Leadership Team, holds US patent

Rajender Aggarwal



B.E., Comp. Science, Netaji Subhas Institute of Tech., Delhi University

8.5 years of experience in IT consulting and project management in global distributed delivery model across multiple verticals. Proven experience with Agile methodologies. Certified PMP®

Senior Consultant, GlobalLogic

- Ownership of 3 Scrum teams, 10 members each, to provide an mobile commerce platform
- Responsible for planning, execution, monitoring, reporting and recruitment
- Spearheaded productivity improvement initiatives, increasing gross margins by 5%

Junior Architect, Contata Solutions

- Managed product development in the domain of social media & collaboration
- Streamlined processes resulting in improved team morale, cost reduction and better quality
- Established the Center of Excellence (COE) for Java technology practice

Senior Consultant, Oracle SSI

- Consulted on business issues related to Enterprise Content Management and Business Process Execution
- Provided pre-sales support; suggested strategic technology roadmaps

Senior Associate, Sapient Corporation

- Implementation manager managing the release process, including activities such as cutover, capacity planning, and business continuity management, for e-Commerce portal
- Setup and led a 14 member team for 24x7 production support; earned SLAs based bonus for consecutive 10 months

Rakesh Narayan



B.E Production Engineering, Amrita School of Engineering, Coimbatore

7.7 years of IT & Business consulting experience in Life Sciences and BFSI handling Data Stewardship, Business Analytics, Program Management and People Management.

Senior Associate, Cognizant Technology Solutions, US Project Management

- Implemented and managed salesforce cloud platform, a \$1 mn business critical initiative for Novartis General Medicine group- Led to overall savings of \$300K and yearly savings of \$50K
- Spearheaded the "Benefit Design" product development to achieve 99.6% SLA's
- Independently executed several successful engagements and managed a portfolio of high value projects across geographies- Resource management, vendor management and budget allocation

Business Analysis

- Instrumental in executing the need gap analysis and envisaging the future state business. Unearthing the data sources and interfaces and charting out the data flow/business flow maps.
- Consulted Novartis and IMS Health for wide range of analytics & DW engagements- Patient Rx Data Analytics, Switch Reports and Plan Data Analysis
- Worked with IMS Health consulting team to generate customer specific reports on healthcare metrics and market trends
- Application rationalization to identify business critical applications; led to increase in process efficiency by 15%

Rohit Appasaheb Deshmukh



IES officer- 2006 batch,
B.E. Mechanical, Pune University.

11 years of experience in Operations management of captive power plant and Diesel loco shed, project management, vendor development, material procurement and contract management.

Divisional Mechanical Engineer, Indian Railways

- Managed overall operations of Diesel Loco shed, Hubli, South Western Railways
- Led a team of 650 people for managing assets worth over INR 2,500 crores
- Increased revenue by INR 4.5 crores through efficient operations and by streamlining maintenance activities
- Executed Diesel shed expansion project worth INR 36 crores
- Handled material procurement worth INR 50 crores per annum and managed works contracts worth INR 30 crores
- Implemented life cycle cost analysis of critical components
- Achieved all India 8th rank in UPSC Engineering Services Exam. 2006

Scientific officer, Department of Atomic Energy

- Managed complete operations of captive power plant
- Successfully re-commissioned one steam turbine after major repairs
- Core member of project management team of a process plant at Heavy Water Board, Mumbai
- Developed Vendors for non metallic equipments and handled procurement of equipments worth INR 15 crores

Raman Kumar



B.E., Mechanical Engineering, NIT Durgapur, West Bengal

Certified PMP®, 8.7 years of experience in Application Development & Maintenance (ADM), Client handling and Project Management in Banking/HR domains across geographies

Developer Analyst, Aon Hewitt, Gurgaon

- Led a global team working on a portfolio of 150 applications to provide process digitisation services to various BUs
- Conceptualised solutions for process automation thereby reducing cost of operations
- Led a 6-member team to enhance a key HR process for 9 European countries, leading to increased efficiency & cost reduction
- Won 'Champion Award' for exceeding Client's expectations and providing improved efficiency in services

Associate, Cognizant Technology Solutions, Pune

- Provided IT solutions to clients on their business needs and won appreciation for boosting their confidence by consistently delivering successful solutions through self and team

Software Engineer, Patni Computers Systems, Mumbai

- Led an inexperienced 4-member team to deliver a French language project, a first in our portfolio
- Received Letter-of-Appreciation for demonstrating people management and task management skills

Ronak Shah



MCA, L. D. College of Engineering, Gujarat University

8.9 years of experience, including 5 years of international engagements across geographies, in ERP Consulting, Presales & Relationship Development, and Delivery Management

Tata Consultancy Services Ltd.

ERP Consultant

- Understanding ERP transformation objectives and recommending TO-BE IT operating model
- Experience in modeling technology solutions across Order-to-Cash, Procure-to-Pay, Procurement and Manufacturing lifecycles
- Generated value additions worth \$ 1 million through data migration process optimization
- Assessing technology platform for integration with disparate systems having spread across geographies

Presales & Relationship Development

- Designing Service Delivery Model for Oracle E-Business Suite Managed Service transformation RFP worth \$13 M
- Demonstrating delivery capabilities, Creating new business proposals and providing tactical inputs to senior management for strategic planning

Delivery Manager

- Strong leadership skills with flexibility and adaptability to work in a dynamic cross functional environment
- Identified key bottlenecks, mitigated risks and renegotiated the scope that helped to save schedule-slippage of ongoing projects
- Resourcing, developing and retaining top talent and driving change management for a 200+ associate relationship
- Certified Six Sigma Green Belt®.

Sachin Deshmukh



B.E., Civil Engineering, V.J.T.I, Mumbai University, Mumbai

9 years of experience, including 7 years in US, in IT Project Management, Client Relationship Management, Business and System Analysis in BFSI and Airlines industries

Technology Consultant, AXA Equitable

- Responsible for design and architecture changes to 4 business critical systems, dealing with collection and reconciliation of monetary contributions for Annuity products
- Managed a team of six, delivering multiple projects worth more than \$5mn

Project Lead, L&T Infotech

- Led a team of 10 across India and the US, for designing and implementing multiple enhancements in client's insurance quote/issuance system, rolling out multi-State projects in overlapping phases of SDLC
- As a Business System Analyst for building a new Data warehouse, participated in requirements gathering and creating supporting artifacts, acting as liaison among the business, development and QA teams
- Bagged 'Excellent Performance Award' for taking new responsibilities and conducting trainings, contributing to account growth

Programmer Analyst, Kale Consultants

- Provided analysis, design and development solutions and support for Airlines IT products, catering to clientele across Kenya, Macau, Malaysia, S. Korea and UK

Saurabh Joshi



B.Tech., Electrical Engg., GB Pant University of Agriculture and Technology, Pantnagar, Uttarakhand

7+ years of experience in Product Design and Development, Project Management, Capability enhancement and cost reduction in Automobile sector in India and Japan

Manager, Maruti Suzuki India Ltd.

- Led the Body Electrical team in R&D for design and development of Alto, EECO, Wagon-R and other models
- Department co-ordinator for VAVE & Cost Reduction achieving annual savings of over INR 100mn
- Implemented electrical design software across department thereby enhancing local designing capabilities at par with Suzuki, Japan
- Established a testing laboratory and an in-house design facility for supplier engineers
- Involved in over 20 vehicle trials for 6 models and 30 variants in India and Japan
- Conducted supplier sourcing activities like RFQ's, Statement of Requirements, Technical Reviews and second source development

Project Engineer, Tata Autocomp Systems Ltd.

- Part of first design project undertaken for designing of TATA ACE

Graduate Engineer Trainee, Motherson Sumi Systems Ltd.

- Bill of Material preparation, costing, sample approval and VAVE of Wiring Harness for the European customers

Satish Sridharan



B.E., Mechanical, Fr Conceicao Rodrigues Institute of Technology, Vashi, Mumbai

8.5 years of experience including 7 years in Project Management, Release Management and client co-ordination activities in the Financial vertical in IT industry.

Team Lead, Accenture Services Pvt Ltd

- Directly worked with clients using Future and options clearing platform to convert business requirements into technical requirements; delivered projects worth close to \$500K year on year
- Led critical revenue generating modules like reconciliation of trades, positions and conducted several live demos of the reconciliation module to prospective customers
- Managed multiple teams [overall 150 team members] as part of Release management process
- Led Semi-automation of Release management process resulting in annual savings of around USD 50,000

Onsite Co-ordinator/Senior Software Engineer, Patni Computer Systems Ltd.

- Handled delivery management, coordinated with the fraud detection systems from Onsite/Offshore for a leading commercial Credit card company in US
- Attended client meetings to understand business requirements and finalized requirement specifications
- Received an appreciation certification from client for implementing a \$20,000+ project
- Was awarded Valuable contribution award (VCA)

Saurabh Kumar



B.E., Mechanical Engineering, Delhi College of Engineering

6.8 years of experience in IT Consulting & Services, Business Intelligence, Business Process Re-engineering & Project management in BFSI, HR and Electric utility domain

Assistant Manager, Barclays Shared Services

- First IT consultant recruited in Noida by Barclays UK to provide data warehousing solutions. Responsible for recruiting & building an offshore centralised business reengineering team
- Collaborated with Head of BI Innovations to provide financial reporting solutions to the Chief Financial Controller, Barclays UK
- Evaluated BI tools and spearheaded revamping of legacy systems used for Bank of England external reporting, leading to savings of GBP 1.5m
- Conceptualised, designed and led a multinational data-warehousing team to set up an IT system for analysing global customer complaints to Ombudsman Services, UK against Barclays
- Promoted to Assistant Manager, won Best individual performer and Best team awards

Software Engineer, Aon Hewitt

- Improved scalability and performance of existing HR systems for Goldman Sachs
- Awarded with the Certificate of Excellence for conducting technical trainings and defining reporting standards

Shekhar Kumar



B.E., Electronic & Telecommunications, BIT, Durg (CG)

6.8 years of experience including 3 years in UK in Customer Relationship Management, Client Support Consultancy, Training and Service Delivery Management in IT industry

Customer Relations Manager, Tech Mahindra Ltd. (TML)

- Delivered Customer Relationship Management project for Client British Telecom's (BT) £5mn Single Inventory Program
- Recognised as "Youngest Project Manager" and "Fastest Growing Individual" in TML
- Achieved average Customer Satisfaction (CSAT) score of 4 out of 5 in successive project deliveries
- Played instrumental role in launch of BT's Next Generation Broadband (NGB) product targeting 1mn prospective customers across UK. Groomed 16 resources to deliver £3mn outsourcing project for NGB
- As Right First Time (RFT) platform Lead achieved 100% compliance to BT's RFT standards during rollout of NGB product across 848 locations in UK
- Formed offshore customer engagement team to support 2,000 customers across 16 countries
- Received Platform Delivery Achievement award from BT Delivery Director for reducing system defect slippage by average 8% in successive software releases

Siddharth Asthana



B.Tech., Computer Science and Engineering, UPTU, Lucknow.

6.5 years of experience including 3.5 years in the US in Customer Relationship and Project Management across telecom and manufacturing domains in IT industry

Technology Analyst, Infosys Technologies Ltd.

- Client site experience - Worked for AT&T USA and Mercedes-Benz USA as an Infosys consultant for 2 years and 1.5 years respectively
- Consistently maintained high customer satisfaction ratings (7 / 7) in client engagement feedback for 5 continuous years
- Rich experience in planning, estimation and project management
- Led a team of 6 members to enhance Mercedes applications to include Mercedes SMART cars in the system (a \$140K project) for better US-wide dealer support
- Led a team of 8 members to deliver a web based application for handling service request order for service centre operators of AT&T. Team also produced a comprehensive documentation on "Service Order Handling" and legacy system interfacing API
- Won several appreciations from client and "Certificate of Excellence" on quick turn-around time to enhance features and developing a robust and flexible architecture

Shomi Agrawal



B.Com. (Hons.) Marketing, Banaras Hindu University
PGDM, Insurance & Risk Mgmt., Birla Institute of Mgmt. Technology

8+ years of global experience in Consulting/Business analysis, Account management, Underwriting and Business development for IT and Insurance Industry

Lead Business Analyst, Fiserv Global Services

- 4+ years of Professional Services experience in the US, responsible for analysis and implementation of billing and personal lines insurance applications
- Account management and business development for the US insurance companies with revenue budget ranging from \$1.5mn to \$4.6mn
- Increased revenue by approx. 100% (\$1.7mn to \$3.2mn) in one of the accounts through cross-selling of products
- Exposure in contract preparation, SOWs, budgeting and portfolio analysis
- Part of organizational process change management team which moved Support function from cost center (\$500K annual loss) to a profitable (\$800K annual profit) operation
- Received Shining Star Award for excellence in Client Relationship Management (Less than 1% employees are nominated for exemplary performance)

Business Analyst, Computer Science Corporation

- Defined business specifications and functional testing of enhancement projects

Underwriter, ICICI Lombard

- Responsible for underwriting of risks related to commercial-lines insurance products

Somya Sharma



B.Tech., Comp. Science & Engg, U.P. Technical University, Lucknow

7.5 years of experience in ERP product management, business analysis and techno-functional consulting in Oracle Applications

Project Leader, Oracle India Pvt. Ltd.

- Led product development team of 10 members and was the SME for multiple modules in Oracle product-Finance and Lease Management
- Was instrumental in introducing agile methodology for development thereby increasing the team efficiency by 20% and reducing rework by 25%
- Drove product design improvement projects and reduced the implementation cost of investor management module by 70%
- Experience in client interfacing and issue management with industry leaders like GE, Caterpillar and John-Deere. Won accolades for quick turnaround
- Extensive experience in managing and working with cross functional/cross geographic teams
- Multiple recognitions at Product /Product Group level

Software Engineer, Nucleus Software Exports Ltd.

- Designed and enhanced Nucleus's internal ERP-NPP, including bug tracking system used by external customers
- Mentored team of 3 members and contributed in process improvement by implementing six sigma initiatives
- Awarded 'Nuc-Karthik 2005' for exemplary work on implementation of complex requirement.

Sourav Ganguly



B.Tech, Electrical Engineering, Kalyani University, Kalyani

7.5 years of experience in Business Analysis, Solution Delivery and Project Management in Insurance, Energy & Utility domain with 1 year of international experience in client facing role.

Senior Associate, Cognizant Technology Solutions

- Managed business critical Enterprise Data warehouse of US based Fortune 50 insurance customer, reducing 'Cost of Care' by \$ 50 mn annually.
- Analyzed Member Product Enrollment business process and rectified data inconsistency problem helping in improvement of campaign management.
- Awarded 'NextGen Leader' by Customer's Senior Vice President for successfully leading cross functional project team of 35+ associates achieving 91% CSI and generating \$ 2mn revenue
- Instrumental in winning 3 years \$ 9 mn Managed Service Agreement to improve business – IT alignment of the customer.
- Mentored development of value addition tools which have become part of Practice Knowledge Mine.

Assistant Systems Engineer, Tata Consultancy Services

- Consulted and implemented Business Intelligence system from scratch for UK based gas distribution customer, improving overall 'Standard of Service'
- Analyzed & developed operational reports in direct consultation with business users for a Canada based utility firm

Dr. Sridevi Guddanti



MBBS, Gandhi Medical College, Hyderabad

14 years clinical experience in Medical Oncology, including 3.5 years as a Research Officer, AIIMS and 4 months observer-ship in Tata Memorial Hospital, Mumbai

Consultant, Medical Oncologist, Sridevi Cancer Centre, Rajahmundry

- Hands-on experience in setting up and managing 10 bedded chemotherapy day-care centre

Founder, Mother Theresa Cancer Trust and Foundation.

- Conceptualised and conducted cancer awareness programmes in rural areas
- Organised and led cancer screening camps in villages

Observer, Medical Oncology, Tata Memorial Hospital, Mumbai

- Upgraded clinical skills in Medical Oncology

Observer, Preventive Oncology and Palliative Oncology, Tata Memorial Hospital, Mumbai

- Participated in rural out-reach programmes and worked in rural satellite centres
- Actively participated in cancer awareness and screening programmes

Research Officer, Medical Oncology, AIIMS, New Delhi

- Clinical Co-ordinator of phase-3 trials- ATLAS, Latrazole trial of Novartis and Quintiles
- Acquired clinical expertise in Medical Oncology
- Participated in internal audits of clinical trials

Junior Resident, Nuclear Medicine, AIIMS, New Delhi

- Worked in the department of Nuclear-Medicine

Sreejith Sree Kurup



B.E., Electronics and Telecommunication, Mumbai University, Mumbai.

12 years of experience in IT Consulting, Project Management & Leadership roles across BFSI, Industrial Automation and other verticals spread across various geographies.

Managing Principal Consultant, Oracle Financial Services.

- Managed multiple offshore-onsite model projects across all phases of SDLC.
- Provided technical recommendations to clients on various business problems.
- Managed bids worth \$3 million as bid manager for an Investment bank's ODC.
- Part of the technical team involved in the Investment Bank's application rationalization exercise.
- Coordinated geographically dispersed cross functional teams.
- Faced internal quality audit and helped project teams in taking quality improvement measures.
- Certified in Investment Banking Foundation Program and Quality Foundation Program.

Senior Software Engineer, Patni Computers.

- Module Leader at the Product Engineering Services' Industrial Automation team for one of the biggest elevator companies.
- Successfully ported the client application as part of its Technology Transformation Initiative.
- Received the 'Valuable Contribution Award' and consistently rated in top 5%.
- As a configuration manager, effectively interacted with multiple stakeholders to resolve various configuration management issues.

Srijan Singh



B. Tech., Computer Science & Engineering, U.P. Technical University – Lucknow

6.5 Years of experience in Business Analysis, Project Management, IT consulting and Software development in Retail, CPG and Logistics

Technology lead, Infosys Limited

- Instrumental in requirement analysis and conceptual solution design for a large regional distribution centre of a global retailer resulting in 15% reduction in picking time
- Managed all project life cycle stages of a \$ 1,100,000 award winning warehouse and store management project for a multinational retailer
- Proposed, organized and led an agile methodology based project resulting in significant reductions in project costs and delivered defects

Programmer Analyst, Infosys Limited

- Interacted at CXO level for a major IT transformation project and worked as single point of contact for IT director, Accounts and Operations head for €1,500,000 project in Europe
- Conceptualized, designed and led the development of a data mapping and migration solution leading to cost savings of \$ 90,000
- Multiple recognitions at various levels for outstanding performances

Subhankar Mukherjee



B.E., Mechanical Engineering, Jadavpur University, Kolkata

9.9 years of experience in IT Project Management and IT consulting in Banking and Financial Services domain with 1.5 years of international experience in client facing roles

Senior Associate, Projects, Cognizant Technology Solutions

- Managed customer portfolio of over \$ 1.4mn from both onsite and offshore for a leading payment card processing company
- Devised strategies for turning around a financially critical application by improving delivery correctness and efficiency
- Managed the first ever consolidated release from client location consisting of approximately 6000 person-hours of effort
- Worked with multiple application owners at client location for analyzing existing business processes and providing optimal solutions
- Consulted the client on several system improvement initiatives leading to substantial cost saving
- Received 'Guiding Star' award for outstanding mentoring capabilities

Software Engineer, Infosys Ltd.

- Led a team for maintaining a Customer Data Management application for a leading telecom company
- Was responsible for knowledge management for the application
- Was part of highly critical database restructuring project for the billing system of a leading telecom company

Sudhir Garg



MS, Computer Science, Washington State University, WA, USA
B.E, Computer Science, Delhi College of Engineering, Delhi, India

9.5 years of experience in IT Product Management/Development across Product, Services and Consulting domain in USA and India

Technical Lead, Juniper Networks, CA, USA

- Played a role in Product feature definitions for PGW
- Managed teams across California, USA and Bangalore, India offices
- Pre-Sales Support to key accounts including AT&T, Vodafone and Verizon
- Led various modules development for LTE/4G PGW having R&D investment of 100 million USD

Technical Lead, SS8 Networks, CA, USA

- Managed and led the development of Voice Over IP (VOIP) LI products
- Pre-Sales and Post-Sales interaction with top Customers and Business Partners including Cisco, Etisalat, Acme and Chunghwa Telecom
- Led Product definition team for various SS8 LI product offerings
- Managed and Mentored team to help build new China development center

Technical Consultant, Guardian Life Insurance, NY, USA

- Architect and design Guardian Enterprise Middleware platform (J2EE based)
- Mentored Team members
- Successful Delivery of end to end Web based platform for Guardian's stakeholders

Sudhir Avasarala



B.E., Information Technology, LIMAT Faridabad, Maharshi Dayanand University

6.3 years of experience in Presales, Client Engagement, Project Management and Product Consultation roles

Client Solution Lead (Presales Consultant), Infosys Ltd.

- Conceived the framework for creating "Target Account lists" for the entire business unit and created the prospective customer list for two lines of businesses
- Incubated the competition and customer research arm of the Product Engineering unit, the "Engineering Research Centre"
- Collaborated with inter unit business teams for proposal writing, cost budgeting and resource planning

Team Lead, Infosys Ltd.

- Spearheaded the requirement gathering, feasibility study and cost-benefit analysis for customer requested features
- Interfaced with Nortel and its customers and provided product consultation for one of Nortel's leading telephone exchange switches in terms of ideation, feature sets, performance and usability to enhance the product's value proposition
- Led a team of developers for designing and implementing highly complex network solutions
- Formulated plans for streamlining the usage of best practices in the capacity of "Reuse Prime" at unit level

Tapas Mohapatra



Btech, Chemical Engineering, NIT Rourkela, Rourkela

Nearly 8 years of experience including 5 years of Supply Chain Consulting for major Oil and Gas companies in Asia.

Consultant, Aspentech India Pvt Ltd

- Received Field Operations Excellence Award on recommendation of SK Global (Seoul) for implementing production plan analysis reports in a week's time.
- Led a global team of cross functional consultants to successfully implement Supply chain solutions worth \$1 million for PetroChina.
- Evaluated McKinsey's solution for BPCL Distribution plan model and recommended and implemented Aspentech's customized and opportune solution for better margin realization.
- Conducted post implementation benefit audit for BPCL Kochi production plan model & established the benefits exceeding the target of 10cents/bbl.
- Successfully implemented for first time in Asia a gas plant production plan optimization model (\$600K Project for PTT Group).

Application Engineer, Honeywell Automation India Ltd

- Worked with R&D team to analyze effectiveness of a \$ 100 K Operations monitoring suite for manufacturing sector.

Assistant Manager, ACC Cement

- Conducted root cause analysis to reduce the off specification clinker production volume by 3 %.

Uttara Kumar Verma



B.E., Electronics and Telecommunication, SGSITS, Indore
'Start Your Business Program' from SPJIMR, Mumbai

12.7 years of experience in Project Management and IT Consulting across Manufacturing, Automotive, BFSI and LSHC domains. Six Sigma Green Belt and ITIL certified. eCommerce Entrepreneur.

Associate Consultant, Tata Consultancy Services

- Led outsourcing of the entire QA business of a leading pharma major to TCS

Process Consultant, KPIT

- Instrumental in designing and implementing Quality Management System for Automotive giant Mobis India R&D Center(MINR) from ground zero and MINR's subsequent CMMI Level 3 appraisal

MD, Rubicon Info Solutions Pvt. Ltd.

- Setup the entrepreneurial ecommerce venture
- Conceptualized, developed and marketed a B2B portal. This portal provided an eMall where sellers could post their products/services catalogues and buyers could search and buy the products/services

IT Analyst / Quality Consultant, Tata Consultancy Services

- Led implementation of Vendor Managed Inventory system for GE Plastics
- Led SLA negotiations and their implementation and Integration of SDLC processes across multiple BUs for €200 million TCS-ABN AMRO Relationship Program
- Worked on multiple ecommerce projects both as an application developer and as a project lead

Vikas Kalra



B.E. (Hons.), Mechanical Engineering, MD University, Rohtak
PGDBA (Operations) & Diploma in Supply Chain (SCDL, Pune)

9.5 years of experience in Manufacturing Operations Transformation, Supply Chain Planning & Design, Costing, Inventory Management, ERP Implementation & Project Management.

Section Head, Hero Honda Motors Ltd. (Hero Moto Corp Ltd.)

- Spearheaded the steepest Production ramp up to achieve 50% additional Production in one year which included Capacity Planning and Internal supply Chain Planning.
- Reduced Operations cost by INR 10 Million by achieving operations efficiency and Inventory Control during working in various business Transformation Projects.
- Led a team of 12 Engineers for Value Stream Mapping and PFEP Projects to improve Process, inventory & information flow by applying lean principles.

Manager, Faurecia Automotive Seating India Pvt. Ltd.

- Successfully established entire Supply Chain, Production Planning, Logistics, Contracting and did Government liaising for two Greenfield projects.
- Led a team for cost saving projects in Operations and Supply chain by Applying Lean management ,Benchmarking, Negotiations, Milk Run design, supply chain Network designing concepts.

Manager, India Yamaha Motors Pvt. Ltd.

- Led a team of 10 people responsible for ERP management for Supply Chain Gap Analysis, Order Processing, Inventory Management, and Master Scheduling etc.
- Successfully Executed Project Planning, scheduling and timely completion of new models.

Mijay Pal Sharma



B.Tech. (Hons.), Electronics & Communication Engineering
National Institute of Technology, Kurukshetra

10.5 Years of International experience in Customer Relationship Management, Project Management, Product Design, and consulting in IT Telecom domain, and Mobile application sector across multiple geographies (USA, China, Taiwan)

Project Manager, Tata Consultancy Services

- Established the business with one of the top gaming client, Aristocrat, in USA. Played the dual role of project manager and client engagement manager while handling offshore and onsite team
- Instrumental in building and enhancing the business relationship with the global leader in the Telecom Test and Measurement Instrumentation, Aeroflex. Grew a 3 member team to 30 member team
- Redesigned the delivery process for smooth solution delivery to the client
- Led the Asset Development team responsible for providing the solutions to the LTE-A and TETRA based products, converted this Cost Centre to Delivery centre with-in 6-months
- Received more than 95% CSI (Customer Satisfaction Index) for all the delivered projects

Associate Consultant, Siemens Information Systems Ltd.

- Conceptualised and created the Windows Mobile application team, involved from competency building to end-to-end delivery of the final solution to HTC Corporations

Vivekanand Jha



B.Tech, IIT Kharagpur

9.5 years of sales, marketing and manufacturing experience in Automotive industry. Profiles handled include Business Development, Channel and Project Management with regional level responsibility.

Area Manager (Sales & Marketing) – Volvo Buses India (P) Ltd.

- Handled responsibility of sales & marketing for Volvo buses by offering value proposition to customers for their business, generating monthly sales revenue of Rs.10 Crore.
- Built long term customer relation with key decision makers thereby strategically entered into new business areas & new customer segments.

Manager (Sales & Marketing) – TATA Motors Ltd.

- Product & team handling, Sales planning, Forecasting and Achievement of sales target through wide TATA distribution network (B2B).
- Deployed marketing & sales strategy and designed commercial schemes with financier led to 8% market share growth in commercial vehicle segment.
- Implemented organizational brand strategy and thereby increasing the brand visibility in the market.
- Service network – Set up, Development, and Expansion led to increase in customer satisfaction and reach & penetration into rural market.
- Working exposure of assembly line manufacturing process of passenger car as well as commercial vehicle.

Industry Partners

- Accenture
- Aircel
- Amazon
- Apollo Hospitals
- AREVA T&D
- Avaya
- Bennett Coleman & Co. Ltd (The Times Group)
- Bernhard Schulte Ship Management
- Cognizant
- Dabur
- Deloitte Consulting
- Deutsche Bank
- Edelweiss
- Emergent Ventures India
- ERA Infra Engineering
- Ericsson
- EXL Services
- Fidelity
- Fortis Healthcare
- GE
- Genpact
- Goldman Sachs
- Google
- HCL
- Hero MotoCorp Ltd.
- Hewlett-Packard
- Honda
- IBM
- ICICI Bank
- ICRA
- IKEA
- IL&FS Infrastructure Development Corp. Ltd.
- Info Edge India (Naukri.com)
- Infosys
- International Oncology Services
- Intuit
- J P Morgan Chase
- Keane India (An NTT Data Company)
- Kotak
- KPMG
- Lanco Infratech
- Luxury Hues Consultancy Services India Pvt. Ltd.
- Microsoft
- MindTree
- Mphasis
- National Institute for Smart Government
- NIIT
- OnMobile Global
- Oracle
- PwC
- Reckitt Benckiser
- Reliance Groups
- SAP Labs
- Sapient
- Satmetrix
- Shapoorji Pallonji & Company Ltd.
- Snapdeal
- Talisma
- Tata Consultancy Services
- Tata Group
- Tech Mahindra
- Tholons Advisory
- Welspun Group
- Wipro
- Zee

Typical Roles Offered

- Senior DGM
- Director
- AVP / VP
- Delivery Manager
- Principal / Senior / Assistant Consultant
- Senior / Deputy / Chief Manager
- AGM / GM
- Group Manager
- Engagement Manager
- Program / Project Manager

Functional Breakup

- Project / Programme Management
- Delivery
- Consulting
- Business Development
- Sales & Marketing
- Human Resource Management
- Operations Management
- Strategy

Placement Committee

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