

Adept business executive with a demonstrated breadth of skills across multiple enterprise functions and technical disciplines. Extensive business & technology operations expertise, Product Development, Operations, and Strategic Vendor Management experience. Innovator and problem solver with a tremendous **focus on execution**. Broad Six Sigma expertise improving customer, business and operating results. Strong strategic and operational assets. Inspirational leader, capable of driving core company initiatives across multiple business entities. Ability to recruit and retain top talent. Highly skilled and motivated negotiator. Passionate about driving change to enable revenue growth, and or, operational savings.

---

**GD/PCGT - 2012 – Present, Role: CTO & COO, Executive member of the board, 120/39M**

---

Was hired with a specific agenda to drive Cultural Change & Transformation and deploy platform based services. Led change & cultural transformation with 25 year of history, turning around people, perceptions, and possibilities by focusing on passion, pace & purpose. After 2 failed attempts I was approached with a request to lead and drive the change/transformation. According to our Chairman – “We accomplished more in 12 months than one could over a 3-5 year period.” My immediate bosses exact words: “Day and night difference across entire company.” Key Accomplishments:

- Led operating margins improvement from 34% to 39%
- Consistent revenue growth – 9% YOY, 3 years in row, 2012,2013,2014,2015
- Deployed disciplined product management strategy from visioning to customer experience, leading through specificity at each stage & creating value for end customer.
- Deployed company’s first mobile platform and application in first 90 days, consolidating & cleaning up all legacy application footprints.
- 95% applications & infrastructure migrated to cloud in first 45 days ○ Entire company was migrated to office 365 in first 90 days
- Led application simplification process to drive consolidation/elimination/refactoring of 300+ applications – refactoring, integrated all legacy applications with new SSO solution
- Platform Based Business Model transition - Strategic Refactoring of legacy code to Micro services architecture – 1800+ SKU’s to 30 SKU’s
- Launched Net Promoter Score for top 20% customers driving 80% or more revenue ○ Offshore/outsourcing creating sustainable operational savings

---

**THR - 2009 – 2012, Role: VP & CTO, Executive member of the board, 600/189M**

---

Was hired with a specific agenda to drive Change & Transformation.

Key Accomplishments:

- Led cultural change & transformation with minimal operational disruption. ○ Deployed 22 mobile applications in an integrated platform enabling physicians & doctors. ○ Led and formalized business partnership with Apple, AT&T & MIT for new IP. ○ Led implementation of SSO for all 40,000 employees and all patients
  - Deployed EPIC across 15 hospitals & 800 clinics enabling Physician – Patient experience ○ Offshore/outsourcing creating operational savings of USD 9M in Year 1 and 6 in Year 2. ○ Created new population health dashboards & metrics for physicians
  - Migrated data center from hospital basements to state of art **cloud enabled** data center 3000 servers, 900 applications in 120 days
-

- Deployed **SuccessFactors** HRM based performance management & appraisal system in 90 days
- Launched GRC function aligned with Chief Compliance Officer for CSR.

### **GE - 2004 – 2009, Role: VP of Enterprise Systems, 35/40M**

Led enterprise architecture services group creating 35+ person, \$37M+ technology, operations and product development team for GE. Led largest strategic effort - **Digital Asset Management** initiative for 6 PB content – Audio & Video. Delivered products and services that extended the traditional Broadcast business model while contributing revenue of \$76MM+. Provided GE with thought leadership and product parity amongst its Digital Competitors, delivering viewership continuity across a number of distribution platforms, products and services. Drove drastic improvements in core Hosting, Ad Serving, Rich Media Metrics Management, Digital Rights Management and Content Distribution, all focused on improving the consumer experience. Significantly reduced product development cycle time and operating costs, while enhancing critical business partner relationships throughout our collective product/service supply chain. Led Operational integration of 3 companies acquired through M&A activities – Oxygen network, Telemundo and Universal Studios.

### **Sun Microsystems - 1999 – 2004, Role: Chief Architect, VP of Prof Svcs 300 / 189M**

---

Led as a chief architect – design, architecture & deployment of financial trading systems – Global Funds Transfer that included: Initiation of payments electronically, via Electronic Banking, File Transmission, CPU or SWIFT™, Ability to move US Dollars around the Globe on a same-day basis, with immediate availability. Led other technology initiatives at other wall street banks, fortune 50 companies [JC Penny, GE, Telestra] and at MIT leading to RFID initiative being adopted by P&G, Walmart, Colgate Palmolive, Gillette etc. Created 500M dollar new revenue stream for Sun. Led multiple System Integrator projects for fortune 50 partners. Led operational optimization across bank's infrastructure assets driving operational savings to tune of \$ 100+M.

### **Pinpoint Consulting - 1998 – 1999, Role: CTO**

---

Managed team of 40 ERP professionals and enterprise project for Bank Of America's (Nations Bank) ERP-Finance implementation of Oracle 11i

### **Cyber Solutions 1996 - 1998, Consultant**

---

Worked at Discover Card & Bell Labs (Lucent/Avaya) doing various types of software development work.

### **Education:**

---

- Master's Degree in Quantum Science – Indian Institute of Technology, Bombay
- Master's (Incomplete) Computer Science – Stanford University
- GE's Leadership Courses At Crotonville, NY
- Business Management Courses from Harvard Business School
- Professional technical certifications from Lucent, Bell Labs, Sun Microsystems, Oracle etc.

### **Personal**

---

- Pilot, Sky Diver, love to spend time with my kids, mountain climbing – aim to climb mount Everest looking for sponsors
- Consult and coach Senior executives & CEO's on balancing strategy & execution, and making people decisions right.