



GLOBAL IT / SCM BUSINESS DEVELOPMENT PROFESSIONAL

EXPERTISE

- ✓ Excellent Business Partner enabling Operational Efficiency and supporting Business Development
- ✓ Have won +\$300MM in integrated supply chain contracts from development of \$1MM to +\$50MM RFI/RFP
- ✓ Can handle complexity of Corporate wide business re-engineering programs across all functions
- ✓ Experience with Hybrid environments of Legacy systems, COTS, SAAS and diverse Vendor Services
- ✓ Have M&A related Platform rationalization and Business Integration experience
- ✓ Implemented IT Governance across multiple business units reducing TCO and failure rates
- ✓ Successful with Corporate services, Matrix organizations and working with Global BU and key Customers
- ✓ Have deployed many innovative services across the globe using web/wireless services and field hardware

KEY EXPERIENCES AND ACHIEVEMENTS

SAVI NETWORKS (*startup JV of Lockheed Martin & Hutchison*) (2008-2009)

Director, Client Value Realization

Led Development of Global Business Intelligence Applications utilizing SAAS service, GPS /GPRS /RFID wireless hardware working with the CEO and team to target the Global Supply Chain marketplace

- Identified Product Features that mapped to Key Business Problems with strong ROI
- Built Customer Value Cases **identifying +400MM in savings** across +80 projects
- Developed Product Strategies for multiple Verticals and Customer Segments
- Worked with multiple teams across Europe, Asia, Middle East and USA

NOL GROUP (*\$7.2B+ Premium Global Container Shipping & Logistics Services Companies*) (2000-2007)

ASO, Technology Owner for 3 International Business Units of APL Logistics (2005-2007)

Enhanced Performance of (Intermodal and Freight Mgmt) Business Units to win +\$50MM Revenue and reduce cost +\$23MM successfully meeting New Customer Requirements and raising Service Levels for existing customers. Put in place Technology Roadmaps, Budgets and Processes to drive change and win Revenue; supported by 3 IT Directors, an International Business Implementation Director plus VP IT infrastructure;

- Overhauled Service Capabilities across all the Business Units by Leading Business Process Improvements from Order-to-Cash, Hardware upgrades, Data Center migration, Off-shoring Support Team, ERP replacement; Carrier Integration, EDI Standardization, and IT Governance
- Implemented Pioneering Shipping Industry product 'Ocean Guaranteed', working across multiple Operations, IT Groups, Departments (Legal, Marketing), Vendors and Partners
- Launched New Services in Major Markets (Germany, China)
- Brought on board many new customers in the US thru improved data services and fast integration
- Initiated Integration with other Product Groups and syncing of Technology Road-maps
- Developed the Business Case, Technology Solution and Operational Plan to deliver improved Field Decision Support and Asset Utilization

Product Manager (2001-2004)

Led product rationalization and development of services footprint globally winning \$300MM revenue thru Customer Calls/Presentations and developing business proposals;

- Completed Product Rationalization following Merger, migrating customers to a common platform
- Developed & Executed Web Portal vision for Vendor Collaboration & Bundling multiple Services
- Won \$1MM to +\$50MM bids across Retail, CPG, Computer, Electronics, & Manufacturing sectors for Sourcing and Distribution globally using Transportation & Storage solutions.
 - Implemented inbound logistics and technology services for TJX Companies globally
 - Developed inbound logistics solution for the 'fastest' production line in the world for Dell
 - Developed real-time product distribution solution for major paper manufacturer
 - Developed customized +\$20MM fulfillment solutions for Sharp, and Sanyo



- Customers included Gap, JC Penny, Limited, Target, Wal-Mart, Ford, GM, Toyota, Honda, Coach, Nike, Thomson, Tyco, Harman, Canon, Emerson, Philips, Toys-R-us etc

Technology Services Manager, Business Logistics Services
(2000-2000)

Led delivery of Technology Services to Dupont & Honeywell: including Global Management of Specialty Equipment for Hazardous products, Rail & Trucking Services, Carrier Management, and Quality Programs

- Fixed Service Delivery Crisis: Transitioned Support in-house, put in new Order Entry solution, Reduced System Down-Time; Improved Service Quality tracking, Call-center, and Carrier Mgmt.

CROWLEY MARITIME CORP. (*\$1B Pvt. Shipping & Specialized Logistics Services Co*) (1994-1999)

Technical Consultant / Project Manager for NPI and Business Development

Led Design & Development of Custom Business Solutions across Shipping (Land/Marine/Port) Operations and Contract Logistics Services for Auto, Energy and Chemical Verticals; +worked on business re-engineering

- Delivered Web, IVR, & EDI services to manage vendors and expand service footprint cheaply
- Designed Cargo Tracking Services with customized on-demand reporting to win new business
- Selected Vendors and deployed Transport Optimization and Trade Management applications
- Led Field IT in project start-up of BP Venezuela (+bids for Shell, BP, Ford, AMOCO, & PDVSA)
- Developed standard metrics and reporting for asset management to reduce cycle time
- Developed EDI Gateway architecture to enable diverse input sources and EDI Standards

THE INDUS GROUP, INC (*a.k.a. VENTYX: a Global leader in Operations Mgmt Tools*) (1991-1994)

Technical Lead

Led Support Services for the Financial Applications portfolio at PG&E and other Implementation Services

- Led development of Procurement Management Product to control workflows and generate POs
- Implemented Plant Mgmt. & Documents Mgmt. delivering +15% Operational Efficiency, Safety Controls and Asset Management for large Utilities with Nuclear Power Plants (PGE, CECO)

TATA CONSULTANCY SVCS (*Top 10 Best Performing Global IT Services Provider*) (1988-1990)

Project Lead

Led Delivery of Data Processing and IT Services to Fortune 100 accounts (IBM, AMOCO, Unilever), Government Agencies, Banks and other Financial Institutions;

- Re-engineered Loans and Deposits Management System improving productivity and data quality
- Migrated Retirement Funds Management System, Credit Processing system etc. developing project plans, data dictionaries, database designs, application architectures, and data migration tools.

EDUCATION / Key Words

M.C.A. Master in Computer Science & Data Center Management *Pune University, India*

- Developed an integrated inventory management & distribution system for Asian Paint; automating the dispatch and tax accounting process; reducing stock-outs and enabling sales of 'dead' stock

B.Com. Bachelor of Commerce *Pune University, India*

- National Talent Scholar; On College team in soccer, field hockey, elocution and theater; many prizes

Key Words: Process Automation, Real Time Decision Support Systems, Optimization, Asset Mgmt, Yield Mgmt, Lease Mgmt, Training, Mentoring; Warehousing, Transportation Mgmt, Yard Mgmt, Multi-Country Consolidation, De-con, x-dock, VMI, EDI, Returns management, ocean, air, road, barge, parcel shipping, inter-modal services, trade settlements, insurance, supplier relationships, customs, landed cost, documentation, visibility, collaboration, RFID, bar-code scanning, imaging, invoicing, call center management, remote printing, i2, PKMS etc.