

ROHN DUTTA

SAP S/4 HANA, OTC Certified, PRINCE2™, MBA

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SUMMARY:

SAP OTC PROJECT/PROCESS LEAD/ARCHITECT/SUBJECT MATTER EXPERT

Certified SAP Order to Cash (OTC) and PRINCE2™ proficient always considered to be dedicated, capable, and innovative.

Over 17 + years with SAP S/4 HANA and ECC Consulting and Project Management experience with proven success in Greenfield, Bluefield, Transformation, Rollout, upgrades, Enhancement, and application performance tuning. An active participant in phases and worked under Waterfall and Agile project management activities on more than 6 implementations in a wide range of industries including commercial and Government organization environments.

Presales, Requirement & Scope Determinations, FIT/GAP Analysis, Solution Design & Delivery, Integration, Issue Resolution, Data Migration, Training, Go-Live assistance, Hyper Care/Post Implementation Support.

Specialization in **S/4 HANA Sales (SP 1709, 1809, 1909). & ECC Order-to-Cash (OTC)**. Extensive experience in SAP SolMan, LSMW, EDI/IDoc, Data Migration and cross-module integration with S/4 MM, Shipping, Logistic Execution (LE), Project System (PS), Production Planning (PP), GTS (Global Trade System), Warehouse Management (WM/EWM), Financial & Controlling (FI/CO).

SAP Activate and Accelerated SAP (ASAP) Methodologies.

Delivered multiple projects as a process/project lead, architect, subject matter expert, or lead and managed deliverables timelines by monitoring the dependencies of the activities of milestones.

Define the scope and reviewed and revised the project plan and schedule with senior management and other stakeholders.

Industry experience in Industrial Power Tools & Fastening, IT & Business Services, Chemical, and Noble Metal, Pharmaceutical, Advertisement & Media, Print and Publishing, Education, FMCG, Telecommunications.

Developed and maintained the RAID log (Risk, Action, Issues, and Decisions).

Presented weekly and monthly status reports to Directors and VPs regularly and worked alongside with client's project manager/system users/product owners.

Delivery-focused and able to motivate teams. Broad/deep business process experience in SAP Supply Chain Management.

I am an excellent team player, open to new ideas and concepts, always eager to learn, self-motivated, able to work under pressure and delivered timely and quality results, and able to communicate effectively at different levels.

Extremely resourceful at maintaining business relationships with clients and customers to achieve quality product and service norms by resolving their service-related critical issues.

Multiple engagement experience with a global delivery model including offshore functional and development support.

FUNCTIONAL & TECHNICAL SKILLS:

Excellent Track Record of Service Delivery
Extensive experience in ECC Order-to-Cash (OTC), QTC, MM,
Experience in implementing S/4 HANA Sales-1709,1809, 1909
Good integration knowledge of FI, PP, LE, WM/EWM, GTS, PS
Good hands-on knowledge of JIRA, HPLM, Solution Manager
Methodology

- Hands-on experience in ABAP debugging, ALE/EDI
 - Goods hands-on experience and knowledge DM (Data Migration), including LSMW, S4 HANA Migration Cockpit
 - Project Management – experience in Waterfall and Agile
 - Integration with SAP GTS
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Notable Projects: Stanley Engineered Fastening, NTT DATA, Stanley Black and Decker, MARS, Vodafone, Johnson Matthey, GSK, McCann Erickson, KLW Lowe, CMG, Draft FCB, Media brands, RGA, ACPL India Ltd, DCC SMART Meters, Open University, Simpson Strong-Tie, EIRcode (Republic of Ireland)

Applications:

SAP Software: S/4 HANA, SAP ECC 6.0, SAP R/3 /4.6C/4.7/ 5.0 SD integration with MM, FI, FICA, GTS, PS, PP, WM/EWM.

Operating Systems: Windows NT/2000 server, XP, Windows 7,10

Operation System: Mac OS X 1.7 (Lion)

Other applications-MS Office-viz-Word, PowerPoint, Excel, MS Project, MS Outlook

AP Certifications and Training:

PRINCE2™ Foundation and Practitioner

SAP Certified in SCM Order Fulfilment (Sales & Distribution) from **SAP AG** and trained at the **SIEMENS** Information System Limited.

SAP S/4 HANA –Sales

SAP MM-Procurement, Invoice Verification-SAP Academy- certified

SAP-PS- WBS, Project Creation-SAP Academy-Certified

SAP FI-Complete

PROFESSIONAL EXPERIENCE:

Stanley Engineered Fastening

SAP – S/4 HANA OTC Solution Architect-Contract

June 2020- Present

STANLEY Engineered Fastening provided fastening and joining solutions for automotive and general industries, comprising consulting, volume parts and equipment. With experience in more than 100 industries, supporting in excess of 3,500 diversified customer locations.

- Responsible for analyzing SEF sales business processes, taking ownership of the SAP OTC domain in the S4 HANA (1909) implementation program.
- Managed the planning, leading, facilitating the workshop and team, including the system integrator team (HCL) to determine requirements, identify gaps, pain points, improvements required and deliver solutions for the replacement of legacy ERP systems.
- Ensured optimal use and adaptation of S/4 HANA 1909/enabling best practices from the sales domain perspective, including reporting and analytics.

- Manage relationships with key stakeholders and provide leadership, regular updates, communication and identification of risk & issues, and performed quality control concerning SAP HANA Order to Cash processes.
- Responsible for thoroughly understanding the capabilities of the system such that suggested alternative approaches to the configuration of the product, as well as suggested enhancements to the system that would achieve the business objectives.

TT DATA EMEA

SAP – S/4 HANA OTC Process Lead/Architect-Contract

June 2020- Sep 2021

TT DATA Corporation is a Japanese multinational system integration company and a partially owned subsidiary of Nippon Telegraph and Telephone. It is the 5th largest service company in the world with annual revenue of \$14 billion and ranked 55th in Fortune Global 100.

- Manage relationships with key stakeholders for the EMEA market and with executives at high levels in the business and System Integrator (IBM) in the transformation program to realize significant value in SAP S/4 HANA (1909) OTC.
- Responsible for analyzing NTT Data Group's sales business processes and taking ownership of the SAP OTC domain in the Global Template.
- Review existing OTC processes across NTT Data EMEA and engage with key stakeholders in existing central OTC groups to ensure the process is "fit for purpose".
- Ensured optimal use and adaptation of S/4 HANA 1909/enabling best practices in the Global Template from the sales domain perspective, including New condition Contract, Data model changes in S/4, factsheet, and analytics.
- Responsible for identification and giving recommendations on the implementation of Continuous Improvements influencing the NTT Data global business requirements, as well as integrating with CRM (Salesforce) and other third-party systems.
- Planning, managing, leading, and facilitating workshops with close partnerships with Center of Excellence (CoE) and System Integrator.
- Prepare and assist the program management team in Capacity Planning for OTC deliverables and with integration with other modules, Project System (PS), CPM (Commercial Project Management), RTR (Record to Report), and PTP (Procurement to Pay).
- Provide leadership, regular updates, communication and identification of Risk & Issue, training, and performed quality control concerning SAP HANA Order to Cash processes.

TT DATA Business Solutions (Intelligence), UK

SAP – S/4 HANA OTC Project Lead-Contract

June 2019- Mar 2020

Intelligence Consulting is an NTT DATA company and focuses on SAP Solutions. Intelligence is a global SAP Pinnacle Award-winning platinum partner offering customers broad range of SAP consulting. It has worked with thousands of companies to help them transform and be more successful with our 7,700 SAP experts in 25 countries.

Responsible for OTC process in S/4 HANA Greenfield implementation business requirements. Working with the client to analyze their requirement: prepare and participate in the workshop, requirement documentation.

Working using Activate Methodology road map for development and deployment of creation of new project deliveries.

Lead the proof-of-concept, translating business requirements into a solution design, modeling transactions through the system to ensure that the business requirements are met, including S4 OTC activities, Advanced BOP (ABOP), Business Partner (BP) & CVI, BRF+ functionality, CDS view functionality, and standard and customized Fiori Application.

Responsible for thoroughly understanding the capabilities of the system such that suggested alternative approaches to the configuration of the product, as well as suggested enhancements to the system that would achieve the business objectives.

Map out the complete OTC processes requirement into S/4, including Contract, Third Party Process, Credit Management, Pricing, Tax, SEPA direct debit billing processes and design solutions keeping SAP best practice building block. Drive the development of functional and system specifications.

Lead team that includes internal and offshore consultants and delivered all required objects on time.

POC (Point of Contact) integration lead for analyzing and working on cross-functional integration with PS, MM, and FICA (Financial Contract Accounting) and FICO.

Delaware Consulting, UK

SAP – OTC Solution Delivery Lead (Contract)

Jan 2019- Mar 2019

- Lead workshop sessions to collect the document required and for the Fit/Gap analysis within tight delivery deadlines.
- Configure complete Order to Cash (OTC) module, especially focused on Tax, Legal and Statutory (TLS) while working closely with the local market requirement.
- Worked on STP (Solution, Target, and Proposal) on process improvement, identify, and assisted with documentation, and along with the technical team to implement.
- Analyzed and worked on cross-functional integration with LE/EWM, MM, and PP.
- Worked closely with Data Migration (DM) team in identifying the business objects and load methodology.
- Created and executed test plans working closely with the super users and BPO.

Manley Black & Decker, Inc.,

SAP –S/4 HANA Process Architect Consultant (Contract)

July 2017-Dec 2018

Manley Black & Decker, Inc., is a Fortune 500 American manufacturer with revenue reported \$12.74 billion and overall 57,765 employees.

Manage relationships with key sales stakeholders in the business and System Integrator (Accenture) in the implementation of SAP S/4 HANA and ECC rollout.

Worked on S/4 HANA Greenfield implementation and ECC template rollout project and project. Responsible for translating OTC/QTC business requirements into a solution design, and provide a Fit-Gap tracker to the business.

Provided the BPML Business Process Master List and end-to-end scenarios.

Validate business process migrated from ECC to S4 HANA sales and configured S4 OTC activities, including Advance ATP(AATP), Business Partner (BP) & CVI integration, Product Allocation (PAL), BRF+ functionality, Fiori Applications.

Worked on a complex pricing enhancement project and standardized it based on the business requirement.

Manage and coordinate data migration (DM) strategy, including Migration cockpit (LTMC) in S/4 HANA, determining business objects, data mapping, transformation, and loading by working with both Business and the functional team members.

Worked on a cutover plan, strategies, and SAP OTC process change management activities.

Lead SAP EDI Teams (Both Functional and Technical) & worked with SAP EDI / Integrations with CRM (Salesforce).

Worked on designing user test scripts with emphasis on keeping them user-friendly with all required explanations and information.

ICL Axon, UK

Managing Consultant –SD/MM

June 2017-June 2017

ICL AXON is a UK-based business transformation consultancy that sells its services to customers using SAP and Oracle as their ERP system modeling tools. The company has been a subsidiary of Indian outsourcing firm HCL Technologies since December 2008.

Worked on STP (Solution, Target, and Proposal) on process improvement, identify, and assists with documentation.

Accenture, UK **SAP –Business and Integration Architect** **Oct 2015-May 2017**

Accenture PLC is a global professional services company and provides consulting services in digital, technology, and operations with a revenue of \$31.0 billion +, with more than 373,000 employees serving clients in more than 200 cities in 120 countries

Responsible to gather, analyze the OTC business requirement, and developing the application into SAP through interactions with the Business Process Owner (BPO) and Business Process Expert (BPE) concerning the legacy system.

Worked involved industries, including Chemical and Nobel Metal, Consumer Goods, and Telecommunications.

Involved in the kick-off meetings and conducting workshops with stakeholders to understand current business processes.

The project involved developing a complex customizing customer pledging process for the metal industry in SAP.

Preparation of functional requirement specifications (FRSs), documents, design, and development.

Worked on the interfaces between SAP and Open Link web services, i.e. developed the bespoke process to capture the metal indicative prices into SAP.

Worked closely with the cross-functional team for integration with LE/EWM, MM, and PP.

Worked with developers to make the other RICEF objects fully functional, including forms for all OTC Reports, outputs.

Worked as a single point of contact (SPOC) for the OTC defect management.

Capita Plc, UK **SAP- Senior Sales and Distribution Consultant** **June 2014-Sep 2015**

Capita is a business process outsourcing & professional services company, and has clients in central & local govt', & the private sector with a turnover of over £4billion.

Utilized a combination of SDLC/ASAP road map for development and deployment of creation of new project deliveries.

Analyzed the client's as-is business process & map it-to business process to identify the business needs, including a business requirement for SMART Meters rolls out.

Created bespoke interface requirement to create Customer Master, order, and billing for DCC's end customer British Gas, N Power, etc.

Worked and Managed Republic of Ireland Post Code roll out projects which team include AXELOS (joined venture of UK Govt. and Capita Plc)

Prepared dataflow diagram for all the business processes to be included in the FRS's.

Drafted user requirement specification (URS) for sales and distribution.

Defined user roles and security matrix for SD activities.

Interpublic Group (IPG), UK **SAP SD/MM Implementer** **Dec 2009-May 2014**

Interpublic Group is a global provider of advertising and marketing services. Over 40,000 employees in all major world markets with a turnover above 6.4 \$ billion.

- Worked in the Order To Cash (OTC) team including defining and customizing business processes as per the SD module requirement.

Responsible for the creation of functional requirement specifications to configure/implement and Support various SD/MM module requirement processes. Including resource-related billing, milestone, and periodic billing.

Worked on the Change Management Request (CRs) team in understanding the business requirement of the client, System Gapping, and appropriately configuring and transporting change requests through the Global Solution Manager (GSM).

Worked with varied technical, business solutions (including SAP complex workflow design, Open Text Archive attachment, Dolphin's DNO process)

Developed test scenarios and scripts and carried out testing, including regression and QA testing and documented test results. Executed Integration testing with other modules MM, CATS, and FI/CO.

Worked closely with Global team based at Headquarters in Omaha, USA.

izcore Technologies, UK

SAP SD Business Analyst /Trainer (contract)

Sep 2009-Nov 2009

- Sales & Distribution (SD) related process and system design training and leading the junior team members and supervising the individual project tasks.
- Coordinated the SD and MM module core team members to ensure the successful communication and implementation of all project milestones.
- Coached and trained the consultants, end-users, who work with the project team and deployment program, review and approve their work.

lien Softnet Technologies Pvt, Ltd, India

SAP SD Application Consultant

Mar 2004- Jul 2009

lien SoftNet area of specialization is in ERP Consulting & implementation, software development & run by more than seventy SAP-certified consultants.

- Responsible to configure OTC objects, primarily in the area of Enterprise Structure, Customer Master, Pricing, Sales Processes, Output Control, etc. Secondary experience in Logistics Execution (LE) which includes Shipping.
- Provided support after “Go-Live”, was responsible for giving solutions to different tickets raised during the SAP production support and post-implementation phase, and fix the defects on time.
- Work included providing support and maintenance in SD/MM module and creating customer-specific reports through ABAP Query and SIS/LIS.

ducation & Other Professional Development

MBA- Master’s Degree in Business Management, Middlesex Business University, London, UK

E-Commerce Certified