

**RAJIV TULSYAN**

**GLOBAL TECH & TRANSFORMATION LEADER**

TO:

26TH JUNE, 2024

**UNITED STATES DEPARTMENT OF HOMELAND SECURITY  
UNITED STATES CITIZENSHIP AND IMMIGRATION SERVICES**

**Subject:** Letter of Intent

Dear Sir or Madam,

**About Myself:**

It is with great pleasure that I introduce myself, Rajiv Tulsyan, an accomplished technical leader with a distinguished career spanning over two decades. Throughout my professional journey, I have had the privilege of working alongside some of the brightest minds in the industry, fostering a collaborative spirit that drives innovation and excellence. My commitment to leveraging technology for meaningful change has been the cornerstone of my career.

My interest in technology began as a curiosity and evolved into a lifelong passion. Over the years, I have specialized in architecting distributed systems, leveraging cloud technologies, and mastering a valuable suite of tools such as Gen AI, Integration, API, Microservices, Java, Kubernetes, Docker, and API gateway technologies. This dedication to honing my skills is complemented by my academic achievements, including an MS in Consulting Management and an MCA in Computer Application, which have enabled me to blend theoretical knowledge with practical applications effectively.

**About My Career:**

My career trajectory is a testament to my technical expertise, leadership capabilities, and my relentless pursuit of excellence. I began my career in India, where I held significant positions in various prestigious organizations. At STMlcroelectronics, I worked as an Application Development Lead, where I honed my skills in systems integration and project management.

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Following that, at Wipro & CSC, I served as a Lead Architect, overseeing major projects and driving technological innovation.

Currently, I am a Solutions Architect at Software AG, a global leader in software solutions for business transformation, IoT, and integration. I have been with Software AG for the past 9 years.

### **About My Current Organization:**

At Software AG, our flagship product, webMethods, is renowned for its integration excellence, connecting diverse applications and systems on a global scale. Software AG's focus on IoT and Industry 4.0 empowers businesses to harness IoT data for operational optimization, driving digital transformation across various industries in over 70 countries. My contributions have been recognized through numerous certifications and accolades, establishing me as a thought leader in integration architecture.

### **My Contributions:**

As a Solutions Architect, I have spearheaded numerous successful projects for our client-companies, delivering cutting-edge solutions that drive efficiency and innovation. I have directly impacted multimillion-dollar deals across multiple projects for the organisation, with the total amounting to at least \$10 million. One notable project involved leading a complex integration for a Fortune 500 company, which resulted in a 30% increase in operational efficiency and significant cost savings. My efforts in such projects underscore my ability to provide high-impact solutions that meet our clients' strategic goals.

In addition, I have developed an innovative tool called "Code Analyzer and Documenter," which significantly accelerates the code analysis process. This tool reduces a task that typically takes months and substantial resources to less than a week, highlighting my commitment to driving efficiency within the industry.

I have recently authored a book titled "Transform Your Enterprise with Generative AI," which explores the transformative impact of Generative AI on businesses.

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The book features real-world case studies, such as Netflix's recommendation system and e-commerce product descriptions, showcasing its practical applications across diverse industries.

As another example, I have proposed a Technical Excellence Maturity Model, which serves as a roadmap for technical pre-sales organizations to systematically assess and enhance their proficiency levels. By providing a framework with which other organizations can verify and advance through these maturity levels, I offer clear tools that can be leveraged to improve capabilities, develop quality partnerships with clients, and give a superior edge to succeed in the IT industry market. Furthermore, I host a podcast channel, "Tek-Talks," where I discuss the latest trends and innovations in technology with industry experts, sharing insights and fostering knowledge exchange within the tech community.

Manu Khullar

My Plan to the US:  
Global Tech & Transformation Leader

I plan to leverage my expertise to contribute significantly to the United States by driving economic growth and innovation through leading high-impact projects that enhance operational efficiency and generate substantial cost savings for U.S. companies. My current company Software AG has granted me many years of experience at the forefront of software solutions innovation for digital business transformation, and I look forward to keeping adapting our powerful technologies to help our clients improve their businesses and processes.

As an author of "Transform Your Enterprise with Generative AI" and host of the "Tek-Talks" podcast, I will also disseminate knowledge on emerging technologies, fostering a culture of continuous learning and innovation. By implementing my Technical Excellence Maturity Model, I will elevate industry standards and improve service quality within the tech sector, strengthening U.S. companies' technical proficiency and competitive edge. Additionally, I plan to engage in mentorship programs and industry forums to nurture the next generation of tech leaders, ensuring a steady pipeline of skilled professionals who will drive future innovations and contribute to the country's economic success.