ABHAY SINGH
IT LICENSE MANAGER

Career Overview

An enthusiastic IT professional with 8 years of experience in software license management, contract compliance, technology sourcing & IT integration.

Key Competencies

- Software asset management
- License compliance and optimization
- Vendor relationship management
- Audit defense
- Software contract management
- IT Procurement
- IT Integration

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Location :   Hamburg, Germany

WORK SUMMARY

Atotech - MKS Instruments | March 21 - Present
IT License Manager (IT Governance)

- Implemented IT License management process adhering to IT governance framework requirements. Process covered license requirement gathering - RFQ process - vendor selection - PR creation - PO - license distribution - Invoice & cost center management - License harvesting
- Performed end-to-end contract management of enterprise grade contracts and SaaS agreements (Plan, negotiate, monitor contracts, invoice verification, renewals, new demands, self-declarations and other contractual obligations)
- Focused approach towards optimizing software spend and cost savings
- Served as single point of contact for software audit requests globally and conducted internal reviews for risks and mitigation
- Managed diverse portfolio of licenses for Infrastructure, applications, governance, R&D/ Engineering and EUC.
- Appointed member of PMO for integration (IT) during M&A process. Planned day-1 & day-100 activities, functionalities for end users and managed interdependency within functions during the integration.
- Led IT contract synergy discussions to harmonize/standardize contracts & subscriptions to achieve savings with new increased volume
- Reviewed and compared existing HW & SW procurement process, policy, tools to recommend a go forward solution for IT harmonization

Highlights and achievements:
- Zero discrepancy/ bill of materials post audit by publishers
- Savings achieved by reduction and adopting new license model in M365 agreement during true-up preparation
- Recommendations for housekeeping of SAP systems resulted in compliance during annual declaration
- Developed strong knowledge of IT integration during M&A

UBS Business Solutions | Oct 2018 - Oct 2019
Sourcing Technical Specialist (Global software asset management)

- Planned and supported contractual compliance, prepared, and shared declaration / true-up reports, and responded to vendor audit notices
- Provided inputs on license positions for software contract negotiations/deal reviews and demand fulfilment for GSAM
- Performed root cause analysis for identified non-compliance and prepared risk remediation plan for business streams
- Responsible for refreshing license positions of top 100 software publishers.
- Collected software inventory from different sources, identified and highlighted inventory gaps to application managers
- Coordinated between functional owners, technology team, IT architects, vendor relationship managers on license specific terms and condition
- Released risk news letter to head of business streams/ sponsors for mitigation

Highlights and achievements:
- Steered internal software audit initiatives for SAP and Oracle products
- Formulated software usage declarations (GitHub, Informatica etc.) and supported in Microsoft true-ups, IBM declarations.
- Strong knowledge of managing software licensing risks and issues - commercial/financial exposure
- Reduced "risk vendors" count for the bank

Language Skills

English: Business Fluent
German: Beginner
Hindi: Native
Marathi: Proficient

Certifications

- ITIL V3 Foundation in IT Service Management
- PRINCE2® Foundation in Project Management

IT Skills

MS Office	SPSS
SAP Ariba	Qualtrics
Flexera	Tableau
Jira	Confluence
MS Project	Azure
Lansweeper	Kofax
Freshworks	ServiceNow

Work References

- Akos Radnai, Head of IT Governance
  Email: akos.radnai@atotech.com

- Rahul Sonar, ITAM Service Delivery Manager,
  Atos Global IT Solutions & Services
  Email: rahul.sonar@atos.net

Atos Global IT solutions | Sept 2016 - Sept 2018
Consultant, Managed Services (Infra. & Data management)

- Responsible for operations and support for ITAM managed services for clients in Europe and North America
- Updated software license asset records from license contracts and maintenance agreements in Flexera (FNMS) and scheduled reconciliation
- Handled daily communication with business clients on ITAM service, prepared and presented software compliance dashboard and executive summary along with key findings and recommendations
- Organized and participated in cross-functional training on new tools, process, and software licensing models
- Review of SAM standard operating procedures and recommending improvements on processes to ITAM service delivery manager

Highlights and achievements:

- Implemented and administered Flexera and designed service management for software approvals
- Atos certificate of excellence for extraordinary efforts in the project and contribution towards IDM India. (Feb 2017 & June 2017)

PricewaterhouseCoopers | Mar 2015 - Aug 2016
Analyst (Risk Advisory Services)

- Performed software compliance review for Microsoft's SAM assessment and Adobe's License compliance program
- Collected data using networks scan tools & scripts to analyze the data, apply licensing metrics and prepared effective license position reports
- Reported gap analysis with compliance leads of software publishers for closure
- Handled multiple accounts simultaneously by planning, coordinating and scheduling audit activities and ensuring compliance in client engagements
- Identified opportunities for proactive license management services for new customers

Highlights and achievements:

- Experience working closely with compliance leads of major software publishers (Microsoft, Adobe)
- Developed collaborative relationships with client and customers

ACADEMIC BACKGROUND

- ### MSc. International Business Management
  Kingston University , Hamburg | Oct 20

- ### Bachelor of Engineering - Electronics. & Telecom.
  University of Mumbai, Mumbai | June 14