Manoj Mansukhani
Director CAPTURE Management

Vienna, VA - Email me on Indeed: indeed.com/r/Manoj-Mansukhani/00d678dfd1d349e9

WHAT I CAN DO FOR YOUR COMPANY
Mr. Mansukhani as a leader drives capture management, business development, helps forge strategic alliance, helps with account planning and win strategy planning. Provides guidance in creating strategic business growth plans.

Mr. Mansukhani is highly skilled in leading captures for Enterprise Security Solutions, Mobility, Cloud, Analytics, Application Services, Data Centre consolidations, Program Management, IT Strategy, IT Business Alignment, developing solutions and strategies for leveraging technologies for providing improved mission effectiveness by integrating distributed systems to share information, meet compliance mandates, provide scalability on demand, improve competitive advantage and ROI.

From a technology perspective Mr. Mansukhani has a strong foundational background in enterprise architecture, including Cloud, Application Services, SOA, Big Data and Enterprise Security and Program Management.

Business Development/Sales:
Mr. Mansukhani has been working for 12 years in a sales support role at HP, working closely with sales to do account planning, determine win strategy and alliances, driving deal shaping for large deals in pre-RFP stage by presenting to federal decision makes and stake holders. Mr. Mansukhani understand pipeline management using salesforce, cold calling and follow through with stakeholders.
Mr. Mansukhani has a blend of sales, technical and program management experience, which become an unique asset, to be leveraged in any dealing, negotiations and communications with technologist, sales and stakeholders, providing an seamless effective ability for identifying the right solution from your portfolio / establishing winning alliances/ selling solution /capturing work share and the deal.

PROFESSIONAL SUMMARY
Mr. Mansukhani has 28 years of experience in IT / Software industry. MS in Computer Engineering , MBA in Information Systems and Certified PMP

Mr. Mansukhani currently works at Hewlett-Packard Enterprise as a Senior Federal Capture Opportunity Manager. In the Capture Opportunity Manager capacity at HPE, Mr. Mansukhani pursues federal business opportunities. In this role he works with account teams to do account planning, identify and capture opportunities within federal space, addressing work share, win theme, win strategy, price to win, labor categories/rates, solution/response compliance, margin requirements, IP and OCI considerations. Mr. Mansukhani has created sub-million express packaged services solution offerings for quick purchase and standardized delivery.

For proposal pursuit Mr. Mansukhani uses the Shipley method as prescribed within HP and works with all the stakeholders (internal / external), identifies, creates & leads proposal response team, ensures that key differentiators and value points and win themes are identified and woven within the response. As an opportunity manager Mr. Mansukhani is completely responsible for the final proposal response; which is consistent with HP's product and solution offerings and partner strategy; meets all financial margins and intellectual property rights concerns.

As a Solution Principal at HP, his role was evangelizing HP's service portfolio by working with pre-sales, marketing, account managers in providing information and education to the CIO/CTO and Senior Management about HP consulting services and product offerings - How HP can help address the business and technology pain points. Mr. Mansukhani also provides expertise and guidance in identifying, defining, planning strategic solutions, developing technology collateral such as white papers, business strategies and solution methodologies for various federal agencies, along with giving presentations to decision makers, responding to RFP's.

In last few positions Mr. Mansukhani was in the following roles:
As a Sr. Enterprise Architect at Unisys, Mr. Mansukhani engaged in an IT business alignment strategy project for a DOD Agency dealing with senior level executives and breadth of the agency in conducting a gap analysis based upon best practices, we conducted workshops made presentations and provided recommendation that included tactical and strategic projects along with a high level plan and estimate.

Mr. Mansukhani as Manager of eBusiness Solutions at Bearing Point; drove strategy into initiatives and was responsible for managing the delivery of tactical application systems planning and implementation to maximize business value. Mr. Mansukhani provided project management, technology leadership and guidance to a team of 15 software engineers in planning, architecting and deploying an eBusiness solution for ASP market space using Enterprise Application Integration for COTS.

WORK EXPERIENCE

Sr. Federal Capture / Opportunity Manager
Hewlett Packard - October 2008 to January 2017

Mr. Mansukhani has moved up within HP ranks to be a Senior Opportunity Manager to work with account teams and sales to plan, pursue and capture deals including large multi-Million dollar deals, IDIQ deals and associated Task Orders.
- Mr. Mansukhani works with stakeholders to create win strategy and works with technical, account delivery and sales team to create win themes.
- Mr. Mansukhani works with stakeholders and deal analyst to drive price to win exercise.
- Mr. Mansukhani drives the proposal development through various review processes for making certain that the financial margins, delivery risks, intellectual properties and contracts issues and concerns are all identified and have a mitigating strategy or risk built in the proposal submitted.
- Mr. Mansukhani works closely with partners, which includes 8A, SDB and Large Primes to define and identify work share, provide value add solutions, establish joint collaborative proposal pursuit.
- Mr. Mansukhani follows the detailed internal processes for opportunity pursuits, based upon a comphrensive sales model, which is focused on understanding the customer, qualifying and validating opportunity, developing win strategy.
- Mr. Mansukhani makes presentations to decision makers, partners and at conferences to educate, evangelize and help influence the RFP and drive HP business.
- Mr. Mansukhani has been on large IDIQ, BPA and RFP steering committee and review team for proposals and RFI's.

Sr. Solutions Principal
Hewlett Packard - May 2005 to October 2008

Hewlett Packard
- As Solution Principal some of Mr. Mansukhani's responsibilities include developing go forward strategies for initiative areas of Information Security, Information Sharing and Enterprise Architecture, which will provide the Client principles and Account team a clear path and approach for their target accounts.

- Mr. Mansukhani has also represented HP on NCOIC Aviation IPT, providing feedback on NGATS program requirements and JPDO Security and Information Exchange approach
- Mr. Mansukhani has created collateral which pulls together from various divisions and groups within HP providing a coherent framework that brings together all the various solutions and methodologies under one umbrella and is in line with HP's Adaptive Enterprise Framework.
- Mr. Mansukhani has conducted technology review, working in a matrix horizontal team of potential business partners that demonstrate synergy with HP's offering of services and solutions and seek to establish alliance with HP.
- Mr. Mansukhani has proposed new security framework and architecture for HP global security practice, as well as received an Authoring Excellence Award for his SOA white paper published on HP's external site.

Master Solutions Architect

Unisys - June 2004 to April 2005

Here Mr. Mansukhani worked on DOD project, providing IT Strategy for alignment with Mission and Goals. The approach was to categorize major organizational competencies as Business, People, Process and Technology initiatives and create hypothesis which are to be validated by interviewing the client thereby arriving at a short list of prioritized competencies, working together with the client and providing a portfolio management and implementation plan for these initiatives.

Mr. Mansukhani also provided thought leadership and developed long-term and tactical solution strategies for several projects to drive revenue growth in existing accounts such as:
- The GSA FIAT project for Architecture Use and Maintenance, proposing integration of Capital Planning and Investment Control (CPIC) process with Enterprise Architecture, Federal Information Security Management Act (FISMA) and FEA reference models for a holistic strategic management and capital planning in federal agencies. Creating high-level scenarios, identifying work products and high-level processes for doing so.
- On the GSA Advantage program Mr. Mansukhani white paper on alignment of GSA Advantage with Integrated Acquisition Environment (IAE) program, which included identifying baseline business level requirements for IAE and conducting analysis to identify gaps.

SAIC

Chief Systems Engineer - Office Of Chief Systems Engineer - March 2004 to May 2004

SAIC
Mr. Mansukhani worked as member of the elite the team of OCSE's to define strategic architecture solution for the Acacia FBI program, which involved bringing together several stove pipe systems and legacy applications onto a scalable adaptable architecture framework, which allowed for automating and managing business processes more efficiently across segments, enabling the FBI to do multi-agency information sharing, efficient ubiquitous records management for structured and unstructured data from various sources across multiple segments and for developing a referential knowledge capability to do intelligence work.

Sr. Information Security Consultant

Electrosoft, Inc - June 2002 to March 2004

Mr. Mansukhani provided thought leadership in defining strategies and solutions to penetrate new accounts, these included research and analysis in cryptographic mobility protocols and develop guidance documentation for users of such solutions.

Mr. Mansukhani provide Information security, EAI and software consulting expertise for system architecture, information assurance, policy, process & procedure development and project planning on government contracts.

Some of these tasks were - Making policy recommendation for intrusion prevention and detection and participate as a member of the firewall policy working group; Evaluated various DOJ information security standards and policies and making recommendations to selectively implement and expand the scope of standards as applicable to the existing environment; Defining rules of behavior for the DOJ agency security program and related activities. All the while keeping focus to create additional account penetration, Mr. Mansukhani was able to help Electrosoft get additional business with the client.

Startup Entrepreneur
Mr. Mansukhani - May 2001 to May 2002

participated in a professional services startup as a partner, launched as loosely formed group of software professionals/consultants, along with some senior management talent to explore commercial consulting services opportunities. Mr. Mansukhani's startup was working towards getting consulting contracts that fit the team's backgrounds and expertise. Mr. Mansukhani's contributions included creating business plans, approaching venture capitalists, business development strategy and plans, conducting potential client presentations.

Manager eOutsourcing / eBusiness Solutions
Bearing Point   -   McLean, VA   -   July 2000 to April 2001

Mr. Mansukhani performed program management tasks for Application Delivery and Management Infrastructure (ADMI) engagement. He drove his engagement team to develop product architecture design; provide release planning; refined and documented best practices for project delivery and client relationship management. Maintain strategic alliance with various business partners. Manage engagements do soft sells on existing contracts & conduct presentations.
Some of the tasks Mr. Mansukhani worked on included -
- Create project plan to manage the ADMI engagement, with mile stones; potential bottle necks and constraints identified. Worked with team leads to define adapter interface requirements and managed the integration efforts from the ISV perspective.
- Managed the ADMI lab deployment for Sprint Canada project, coordinating with teams in Silicon Valley Office as well as a dozen ISVs. Created a Standard ADMI Build Phase Template for SOW along with a detailed ADMI Deployment/Implementation project plan.
- Managed client expectations by negotiating the ADMI feature, functionality delivery with a key ISV, client and development team. Involved in the complete hiring process including screening, interviewing and initial orientation of new hires in to eOutsourcing. Conducted ADMI presentations and demos for international clients.
- Managed the complete setup for creating separate development and demo environments for ADMI. This includes establishing program requirements as related to technical specifications, planning schedule, identifying, defining, procuring, installing and configuring ADMI platform modules. Working with vendors and clients to obtain the necessary modules for a smooth integration & delivery.

Sr. Systems/eBusiness Architect
NRECA   -   Arlington, VA   -   September 1998 to July 2000

Mr. Mansukhani provided leadership & guidance in technology selection, strategic and tactical technology planning, e-commerce architecture planning, system capacity planning, infrastructure capacity planning, information security, access solutions and SLA recommendations. Other responsibilities included, implementing proof-of-concept, vendor selection & management based on cost/benefit or other relevant criteria, forging strategic vendor alliances, writing, reviewing and analyzing RFP responses and to write white papers about emerging technologies and potential solutions as applicable to this environment.

Software Engineer
IBM Internet Integrated Technologies   -   Falls Church, VA   -   September 1995 to April 1998

Mr. Mansukhani led and managed a software development team of five developers. His responsibilities included providing technology direction and guidance for software design and development, conducting team performance evaluations for Server Frame Work (SFW). SFW was a CORBA based Common Messaging Services middleware module, it provides secure multi-protocol messaging capabilities, by wrapping other protocols into TCP/IP packets; leveraging IBM MQSeries for robustness and guaranteed delivery. SFW allows applications to register with the server as either a consumer or provider. This was the core middleware for IBM "infoMarket" web based content delivery and information reselling system.

Software Engineer III

Stratus Computers, Inc   -   Vienna, VA   -   November 1993 to July 1995

Mr. Mansukhani's responsibilities included communication software design, development, and enhancements, for an integrated Multi-Services Platform (IMSP). IMSP was an integration of various services like Fax on demand, Voice Response Unit, Interactive Voice response, and other services over a UNIX networked environment. Mr. Mansukhani also developed the Flight to Ground Network Systems (FGNS) protocol used for call handoffs and communication in airplane seatback airphones.

Software Engineer II

GTE Spacenet   -   McLean, VA   -   November 1988 to October 1993

Mr. Mansukhani's responsibilities included maintenance, modification, and enhancements of existing OSI layer 2/layer 3 protocols like SDLC, X.25 and X.75, for a real time embedded 68000-based VSAT network. Also responsible for network management interface and network statistics collection.

EDUCATION

MBA in Project Management Professional
Virginia Tech
1999

MS in Computer Engineering
Clemson University
1988

Bachelor of Engineering in Electronics & Communication
MIT   -   Mangalore, Karnataka
1986

SKILLS

Certified Project Management Professional (PMP) May 2008

ADDITIONAL INFORMATION

SKILLS

Capture Management, New Business Development, Account planning, IT Strategy, IT Business Alignment, HP Trained Opportunity Management; Quality Delivery, Strategic Account and Revenue Growth Planning, Strategic Alliance Management (Vendors and Key Partners), Team Leadership, Team Management, Project/ Program Management (Work Breakdown Structures, Resource Management et al.)
Other soft-skills; Analytical skills for conducting Cost/Benefit or other relevant business/financial risk criteria, gap analysis, root cause analysis, identify, document, refine and implement repeatable best practices.

Mr. Mansukhani has successfully managed several multi-Million dollar proposal pursuits.

Win highlights include

• $50M USDA win for HP partnering with a small business prime

• $10M US Senate win for HP

• $30M MCEITS in partnership with General Dynamics

• $3M US Air Force win with HP as prime

• LOC OIG IDIQ win with HP as prime

• $243M DOS ECP IDIQ win HP as prime

• LOC OIG TO2 & TO3

• $250M NORAD N2ITSM with HP as a sub

• $1.3M Treasury OFS with HP as prime

Mr. Mansukhani has won several small (less than $2M TCV) opportunities with several agencies and departments these include:

Air Force, Army, ATF, DHS,DISA, DIA, DOC, DOD, DOE, DOI, DOJ,DOS,DOT,EOP,FAA,FBI,FDA,FRB, GAO,HHS, IRS, Indian Health, Marines, Navy, NGA, NIH, NIST,NOAA, NREL, Smithsonian, US Senate, USDA, US Census, US Courts, US Senate, VA.

SKILLS

Speaker

1. HP SOA best practices at Network Centric Operations Industry Consortium (NCOIC) winter plenary conference on March, 2nd 2006.

2. HP SOA Methodology solutions and services webinar, along with Forrester Group and Intel on […]

3. "Developing an Effective Enterprise Solution Powered by SOA" IITSEC conference Orlando, FL December 2006.

4. "SOA - Is it right for your Agency?" at FOSE, Washington, DC March 2007.

5. "Best Practice for SOA Transformation in Federal", Forrester Group Webinar, April, 2007

6. "Practical Approach to SOA", HP Tech Forum, Las Vegas, June 2007