LETTER OF RECOMMENDATION

I am no less than elated to pen this letter of recommendation for Mr. Vaibhav Varshney, whom I have known since June 2023. During his seventh semester, Vaibhav interned with us at Mavio Solutions Pvt. Ltd. as a Software Development Intern. Our growing startup relies on individuals who can quickly adapt, show initiative, and take on diverse responsibilities. Vaibhav matched these expectations and exceeded them during his tenure with us.

Vaibhav's key role during his internship involved implementing and customizing ERP systems through ERPNext for various clients. This encompasses understanding a business's needs and customizing the system to make its workflows more efficient in solving particular challenges. His attention to detail and methodical approach have been important in finding solutions that added much value for our clients. Vaibhav's ability to grasp complex workflows theoretically and translate them into seamless ERP implementations virtually streamlined business operations, significantly reducing manual effort and improving overall efficiency. Vaibhav used his technical experience to integrate and implement ERPNext customization consistently. This is where he established robust server-side logic for handling complex workflow, implementing the Frappe framework, and coding much of Python for the backend. In addition, Vaibhav proved his ability to define the data models and put the business rules into operation in the context of the ERP system by employing query-oriented language such as SQL to ensure optimal results on data processing. Additionally, Vaibhav used Pandas and Excel to manage and clean the data for over 10,000 client assets, guaranteeing excellent outcomes and a smooth data integration process.

What differentiated Vaibhav from others was that he brought data-driven, valuable insights into every task 0he pursued. Even for ERP customization engagements, he continuously looked for ways to scrutinize and improve the processes through data-driven approaches. For instance, onboarding with a new client, he suggested implementing a data validation framework that could be used to reduce data redundancy and facilitate easier updating in the future. The initiative resulted in a 30% reduction in data redundancy, thus ensuring cleaner data entry. His custom workflows further enhanced the system's efficiency by an additional 25%, reduced manual tasks, and improved operational productivity. His ability to integrate software development with data analytics indicated his strong analytical skills and inborn talent for data science.

Furthermore, he received training on Salesforce CRM and how its data could be best maintained and used for actionable insights. He actively engaged in constant discussions about aligning the CRM data with our ERP by suggesting a way to create reporting and enhance customer relationship management. His promptness in uncovering new tools and their uses and integrating those hot workflows made him stand out among his peers.

Therefore, I believe Mr. Vaibhav's experience in implementing ERP, data management, and analytical approaches makes him an excellent candidate for your master's program. His ability to bridge technical knowledge with practical business applications makes him distinctive. He is technically fit but also business-apt and solution-oriented. Please do not hesitate to contact me if you need any more information.

Sincerely,
Ms. Ketaki Kulkarni
Business Analyst
Mavio Solutions Pvt. Ltd.