**Guru Gudduguriki**

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**Summary:**

Have 10+ years of experience in SAP consulting services and 11+ years of Industry Experience. His non-SAP experience is in the areas of Sales & Marketing and Procurement from a highly reputed engineering group company.

Extensive experience working with clients in USA and the industry exposure includes Automotive, Whole Sale Distribution, Software, Life Sciences and Manufacturing.

Has worked extensively in Order-to-Cash (OTC) process stream and involved in multiple Implementation, Global Template, Roll-out and Support projects.

Very good hands-on experience in SAP SD/LE with secondary skills in MM, WM, CRM, GTS and Vistex. Very good working knowledge of integration between other relevant modules.

Very good experience in facilitating design workshops, analysis, process mapping, configuration, testing, training, go live and support cycles and worked in capacities of Project Lead, Team Lead and Team Member. Team oriented and worked extensively with cross cultural onsite and offshore teams. Accustomed to use SAP Solution Manager during project implementation. Well versed with ASAP Methodology and proprietary Methodologies.

Experience in preparing Design Workshop presentations, Business Blue Print / Functional Design Documents and Functional Specifications. Experience in Data Migration strategies and execution.

Business process experience include but not limited to, Inquiry/Quotation process, Standard Order Process, Sales with Scheduling Agreements, Sales with Contracts, Shipping, Billing, 3rd party order process, Cross Company process, Free of Charge, Returns & Complaints, Down Payments, Billing Plans, Foreign Trade processing, Customer Consignment process, Returnable Packaging, Make-to Order, Stock Transport Order, Retro Billing, Revenue Recognition, Self Billing, Rebates etc. Well versed with EDI related transactions.

Configuration experience include but not limited to, Enterprise Structure, Master Data, Sales Document Types, Item Categories, Schedule Line Categories, Delivery Types, Shipments, Billing Types, Copy Controls, Pricing, Availability Check, Credit management, Batch Management, Serial Number Management, Handling Unit Management, Free Goods, Material Determination, Account Determination, Listing/Exclusion, EDI, Outputs etc.

Extensive experience in working on development requirements like reports, interfaces, conversions, enhancements, forms and workflows.

Also active participation in Project scoping, Proposal forming, effort estimation, resource planning, Prototype/PoC and other activities in Pre-sales.

Also lead various service line specific activities including training academy, competency development and solution center development to build preconfigured systems for demo purposes and also for SAP approval.

Has good functional & technical competence, willingness to stretch and get the job done. Adaptable to different client situations and quick in learning new skills and methods

Has excellent communication, analytical, interpersonal skills and is good at problem solving. Possess a positive attitude and enthusiastic, looks for challenging opportunities.

**Experience:**

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| **Dates** | **Organization** | **Role** |
| Oct 2013 to till date | StratEdge Inc | SAP OTC Process Architect |
| July 2006 to Sep 2013 | Capgemini US LLC / Capgemini India Pvt Ltd | Project Lead / Team Lead / Team Member |
| June 2003 to July 2006 | Symitry Technologies Pvt Ltd (partnered in staffing for major IT companies) | Team Member |
| Feb 1992 to June 2003 | UltraTech Cement Ltd / Larsen & Toubro Ltd | Territory Head (Sales & Marketing) / Procurement Executive |

**Projects:**

The details of the various Projects that I have handled are listed here, in chronological order.

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| Period | Aug 2012 to till date (Implementation) |
| Description | The client is a premier supplier of lighting solutions for the automotive industry with full capabilities in design, development and manufacturing.  The project scope included SAP ERP (FI/CO, SD, LE, FT, MM, PP, QM), PI, BI and legacy systems. The process design is based on standard SAP best practices and proprietary solution for Automotive Industry. Involves critical interfaces. |
| Role | OTC Lead (process and EDI enablement) |
| Responsibilities | Team Management, Facilitate design workshops for OTC stream, Process analysis, design and solution, Prepare Functional Design Documents & Functional Specifications, Data Migration strategy, Configuration, Unit Testing, Integration Testing, go-live and post go live support |

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| Period | June 2012 to July 2012 (Support) |
| Description | The client is a biopharmaceutical corporation and involved in drug development to treat such diseases as hepatitis C, systemic lupus erythmatosis, anthrax disease, and cancer. It collaborates with other biotechnology and pharmaceutical companies, for development partnerships and licensing.  The project scope included application management of SAP ERP (FI/CO, SD, LE, MM, PP, QM) and legacy systems. |
| Role | Project Lead |
| Responsibilities | Understand the key scope of the application management, business process study, staffing |

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| Period | Jan 2012 to May 2012 (Implementation) |
| Description | The client offers dedicated business-to-business (B2B) service, focused on providing solutions that drive long term business results for industrial, commercial, government and non-profit organizations.  The project scope included SAP ERP (FI/CO, SD, LE, MM), CRM, PI and legacy systems. The project involved key interfaces for availability check, fulfillment, tax calculation, payment card processing and financial reporting. |
| Role | OTC Team Member / SD Lead |
| Responsibilities | Team Management, Facilitate design workshops for OTC stream, Process analysis, design and solution, Prepare Functional Design Documents, Extensive contribution to Pricing design and solution, Preparation of Functional Specifications |

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| Period | Oct 2010 to Dec 2011 (Enhancement project) |
| Description | The client is a largest provider of server and desktop virtualization, networking, SaaS and Cloud Computing technologies.  The project scope included SAP ERP (FI/CO, HR, SD, LE, MM), GTS and legacy systems. The project involved multiple business process reengineering and enhancements. |
| Role | Project Lead |
| Responsibilities | Team Management, Understanding the current design & develop solutions for new requirements, Also identify areas of process improvements & provide solutions, Prepare Business Requirement Documents, Functional Specifications, Configure, Test & go-live support |

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| Period | Aug 2010 to Oct 2010 (Internal) |
| Description | SAP Vistex Competency development, an internal initiative |
| Role | Project Lead & Facilitator |
| Responsibilities | Lead & Facilitator for this initiative and involved in,  Understand & learn Vistex, Developing a plan for competency development, Form team and train in Vistex Module, As a next step build solutions and align with Capgemini preconfigured industry solutions |

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| Period | Mar 2009 to Aug 2010 (Global Template) |
| Description | The client is a medical technology company that serves healthcare institutions, life science researchers, clinical laboratories, industry and the general public. It manufactures and sells a broad range of medical supplies, devices, laboratory equipment and diagnostic products.  The multi year program scope included SAP ERP (FI/CO, HR, SD, LE, MM, WM, PP, QM, PM), CRM, GTS, SCM (SRM, APO, EWM), Vistex and legacy systems. The project aimed to capture all the core process across all the operational geographies, standardize and produce a global template to be used as a reference during later part of the implementation. |
| Role | CTC Team Member/ Data Migration Lead |
| Responsibilities | Team Management, Process analysis, designing, configuration & testing, Prepared functional design documents and Test scripts, Shared responsibility in Material Master  Configuration, Complete Design & Configuration  ownership of Sales BOM, Extensively worked on developments in order & billing areas |

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| Period | Sep 2008 to Feb 2009 (Implementation) |
| Description | The client is a leading provider of Spend Management solutions, helps companies analyze, understand, and manage their corporate spending to achieve increased cost savings and business process efficiency  The project scope included SAP ERP (FI/CO, SD, LE, MM, HR) and legacy systems. The project aimed to adopt SAP best practices for Software Industry. |
| Role | OTC Lead (Offshore) |
| Responsibilities | Team Management, Business process design & mapping through customizing, Responsible for preparation of Functional Specifications, Complete design & mapping of a critical interface |

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| Period | Feb 2008 to Aug 2008 (Implementation) |
| Description | The client is a leading independent leaf tobacco merchant serving the world's largest cigarette manufacturers  The project scope included SAP ERP (FI/CO, SD, LE, FT, MM) and legacy systems. The project involved extensive use of batch management and critical interfaces. |
| Role | OTC Team Member/ Data Migration Lead |
| Responsibilities | Business process study, design & mapping through customizing, Responsible for preparation of Blueprint Design documents, Functional Specifications, Unit Testing , Integration Testing & End user Training, Lead Data Migration activities for all OTC load objects, Go-live & Post go-live support |

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| Period | Sep 2007 to Jan 2008 (Internal) |
| Description | Capgemini Training Academy is formed to meet precise training needs for their employees based on the specific needs originated across group companies. |
| Role | Project Lead / SD Lead |
| Responsibilities | Template design, team forming, execution, reviewing, publishing and training. His contributions helped Capgemini to have a full fledged training facility for the module concerned. |

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| Period | Mar 2007 to Aug 2007 (Implementation) |
| Description | The client is focused on building a family of the world's best Fashion brands. This is one of the biggest implementation assignments which Capgemini is handling in the North America region.  The project scope included SAP ERP (FI/CO, SD, LE, MM, HR,WM) and legacy systems. The project aimed to adopt SAP best practices for Retail. |
| Role | Testing Lead |
| Responsibilities | Team management, monitor testing, defect logging, defects fixing, retest and ensure completion. Daily monitoring of planned tasks and taking corrective action, wherever necessary and ensure timely delivery. Interact with client to understand the issues and communicate daily status. |

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| Period | July 2006 to Feb 2007 (Rollout) |
| Description | The client is the global leader in pallet and container pooling services, serving customers in a wide range of industrial and retail supply chains, including consumer goods, fruit and vegetable, meat, home improvement, beverage, raw materials, petro-chemical and automotive industries  The client has implemented an ERP system, TRIPS (Transactional Reporting Information Processing System) in Europe, North America and Mexico. The Roll-out project included SAP application for New Zealand, Australia, Asia Pacific and Africa & Middle East region. The project scope included SAP ERP (FI/CO, SD, LE, MM, PP) and legacy systems. The project also aimed to adopt few relevant SAP best practices for Automotive Industry. |
| Role | O&L Team Member |
| Responsibilities | Preparation of complicated Functional Design Document and Functional Specification, Understand process requirements & suggest better alternatives, Help the development team to prepare Technical Specification, Development & Test, Creation Of Business Process procedures (through InfoPak), Unit Testing |

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| Period | Mar 2005 to June 2006 (Support) |
| Description | The client is the world's largest marketer of branded consumer lawn and garden products, with a full range of products for professional horticulture as well. |
| Role | OTC Team Member |
| Responsibilities | Understanding the business process that are mapped in SAP , Support at transaction level, master data level & configuration level, Responsibility to resolve day to day issues, Drawing specifications to meet new business requirements, Testing ( unit, scenario & integration ), Maintenance also included new configurations as per business requirements |

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| Period | Jan 2004 to Feb 2005 (Implementation & Support) |
| Description | The client manufactures a broad range of electronic products grouped into six categories: AV/Information and Communications Equipment, Home Appliances, Industrial and Commercial Equipment, Electronic Devices, and Batteries as well as others |
| Role | OTC Team Member |
| Responsibilities | Business process study & designing, Business process mapping through customizing, Unit testing & Scenario testing, Training ( core team & end user ), Documentation, Go-live & Post go-live support, Have been a key member for issue resolution after go live |

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| Period | June 2003 to Dec 2003 (Support) |
| Description | The client is a multinational healthcare industry services provider that applies vast resources, knowledge and expertise to help their customers from healthcare manufacturers to providers of patient care |
| Role | OTC Team Member |
| Responsibilities | Providing functional support to the client at transaction level, master data level & configuration level, Responsibility to resolve the maintenance requests from the client and maintain the turnaround time to a minimum for all the requests |

**Industry Experience:**

**Organization :** UltraTech Cement Ltd / Larsen & Toubro Ltd

**Duration** :Feb 1993 to June 2003 (Feb 1992 to Jan 1993 – Training period)

Accomplished Sales Manager with extensive experience in driving sales initiatives and ensuring achievement of planned targets and sales collections. Enabling business growth by developing warehouses. Monitoring the supply chain and facilitate cost effective, seamless movement of goods from factories to warehouses and on to clients. Channel development. Monitoring all credit control operations related to the channel partners

Also has wide experience as Executive in Materials Management. Involved in material planning & procurement in accordance with production schedules .Monitor stores operations ensuring optimum inventory levels to achieve maximum cost savings without hampering operations. Floating RFQs, compiling quotations, negotiating, evaluating, placing order & follow up for material supply

**Education:**

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| **Degree** | **Institute** | **Major and Specialization** |
| MBA (Post Graduate Diploma) | Welingkar Institute of Management, Mumbai, India | Supply Chain Management |
| Advance Diploma in Business Administration | Welingkar Institute of Management, Mumbai, India | Management |
| Certified in Basics of Supply Chain | APICS | Supply Chain Management |
| Bachelor of Science | Bangalore University | Electronics |