

# DINESH P

SOLUTION ARCHITECT F

TALENT ID: CHR135VF



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## PROFILE

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Cloud professional with 15+ years of experience in Cloud Consulting, Cloud Infra Solution architecture, Solution Design, FinOps, Technical Delivery, Project Delivery with Azure Cloud Computing IaaS, PaaS, SaaS solutions, Cloud app

assessment, New build, Implementation, Migration & Pre-Sales/Post-Sales across Industry Vertical, Clients and

Geographies. Cloud Architecture – Current deployment architecture analysis, Target Cloud solution architecture<br>

(Azure), Cloud native applications. Cloud Strategy & Consulting– Business-IT prioritization, Cloud adoption objectives,

Business Case Analysis, Current state analysis, Target cloud recommendation, Cloud migration roadmap definition, DC</p><p><br>

transformation support & Cloud migration support. Pre-Sales/Post-Sales - Provide help to sales team during pre-bid

phase, Preparing Techno commercial proposals for new projects, contribute to commercial activities, conduct

workshops with Sale team, ensure system availability to end users spread across nationwide, Participated in compliance

audits. Providing support to RFP, RFI, RFQ, BOQ, BOM, SOW, Sizing, Capacity estimation, Pricing and Bids defense

planning. Cloud Assessments – Readiness assessment for IaaS/PaaS/SaaS/Public/Private Cloud, application

modernization/ transformation analysis & recommendation for target cloud. Led Cloud Assessment using Cloud data

discovery tools like Azure Migrate, Cloudscape, Cloudamize, Movere and HCL application portfolio management tool

Dprizm. Program Management – Providing solutions to large unstructured problems (strategic & operational) by

leading cross-functional inter-BU team. Led Cloud Application Migration Strategy and Cloud Assessment Team. Project

Delivery - Manage customer relationships and act as a single point for leadership escalations to achieve higher CSAT.

Governance (utilization, expense tracking, subcontractor management), Define targets for projects managed & review

overall continuous improvement strategies, identify risks and mitigation strategies, people management.</p><p>Cloud Practice

& Delivery Management - High performing with proven professional diligence & caliber in new Cloud Infra Build,

Transition, Installation, Maintenance, Deployment, System Configuration, Decommission, Monitoring, Troubleshooting

& Technical assistance. Targeting optimal performance & client satisfaction. Conduct meetings with client, discuss

weekly/monthly progress reports, meeting defined SLA & provide recommendations. FinOps - Helps our customers to

SKILLS

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