DINESH P

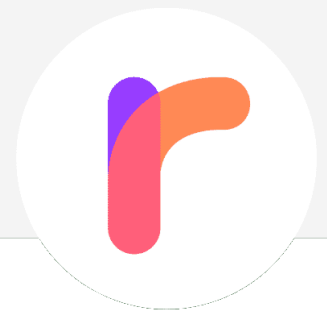## SOLUTION ARCHITECT

TALENT ID: SDHDS

☎ +91 977 8426 319

✉ dinesh_p6@rapidbrains.org

⚲ Ground Floor, Athulya, Infopark,
   Kochi, Kerala, India

🌐 www.rapidbrains.com

PROFILE

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 (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 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. 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 make efficient choices and let them use their cloud activities in an optimal way, by giving them insight in their cloud spend and advice on how to improve its efficiency. Helping customers to run their workloads in the cloud in a cost effective and efficient manner. Vendors Management – Tracking, monitoring performance on delivery and service availability. The experience also involves Capacity Management, Resource Management, SLA Management, Customer Relationship Management etc Client Sites – Visited many clients

on-sites for project works. Proven track record in working across multiple geographies and cultures Well versed in managing projects and program for domestic and international clients. Proficient in building and sustaining relationships with client thus generating additional business & revenue Strong leadership skills, including coaching, mentoring, team building and conflict resolutions

EXPERIENCE

HEXAWARE TECHNOLOGIES

Jan-1970 - Present

CLOUD SOLUTION ARCHITECT / SR. MANAGER , noida

Company profile: Hexaware is headquartered in North America, USA, 24000+ employees serve, 350+ global customers and has a Revenue of Rs.71,777 million INR along with 36 global office, 26 Delivery center and 15 offices PAN India. The company sharply focus on key industries: Digital IT, Banking, Financial Services, Healthcare & Insuranc

○ TO Cloud Business– Cloud Practice Design and own solutions from conception to delivery. Work on RFP, RFI, RFQ, BOQ, BOM, SOW, Design Architecture, Pricing and Bids defense planning, FinOps. Work on Cloud offering, Cloud Solution Design, Sizing, Capacity Estimation, Pricing, Transition roadmap, Conduct workshops, Submit Proposals. Create and maintain project related documentation (Statement of Work Document, Proof of concept document, technical design document etc.) Designed & Developed comprehensive Azure IaaS & PaaS solution in different projects which consists of VMs, ADF, Logic app, Service Fabric, Service bus, Business Critical SQL, Web Apps, Functions, Monitor, Traffic Manager, Microservices, App services etc spread across Prod, UAT & Dev environment Delivering IaaS, PaaS and SaaS models and providing best-fit solutions. App/Infra for High Availability under public, private, hybrid cloud models.

○ Solutions for Power Platform technologies, such as Power Virtual Agents,Power BI, Power Apps and Power Automat. Hands-on implementation of the Azure delivery dealing with IAAS Infrastructure (VMs, Storage, Azure Services, Web App, logic app, Azure Active Directory, RBAC, Key-vault, deployment) and deploying applications as PAAS (Websites, Azure Data factory, Datalake), Implemented New Azure Services like Backup Vaults, Recovery Service Vaults, Key volts, Azure Event Hub, Automation. Have good knowledge on Azure DevOps, Kubernetes, Microservices, Automation and have offered the solution in previous delt cloud solutions designs. Participate in technical discussions with Customer and 3rd parties to define E2E solution required by customers. Lead discussions on technical requirements and resolve gaps with Product Managers and System Engineers to ensure customer features/roadmap commitments can be met, during pre-sales engagements. Helping customers to run their workloads in the cloud in a cost effective and efficient manner and leading FinOps team and work activities. Interacting with Clients, Directors, VPs, OEM partners, Vendors, & other Stakeholders on a regular basis through face-to-face interactions/ video conferences / teleconferences/ mails to understand client's processes and business problems Worked closely with sales and service delivery team to ensure seamless delivery & customer satisfaction

SKILLS

Project Management | Efforts and Resource Planning | Technical writing / Documentation | FinOps | Team building | Microsoft Azure Infrastructure | MS Visio / MS Project | Datacenter Migrations | Process improvement strategies | OnPremise Microsoft Application migration to Azure Cloud | Estimating Budgets ● Azure PaaS and IaaS Services | Solution Architecture | Solution Design