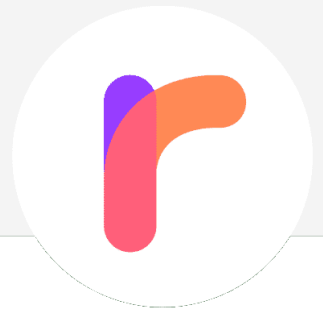# DINESH P

SOLUTION ARCHITECT

TALENT ID: CHR135

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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

CLOUD SOLUTION ARCHITECT / SR. MANAGER

Jan-1970 - Present

Hexaware Technologies , 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 & Insurance
- ITO 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

SOLUTION ARCHITECT / PRACTICE LEAD

Jan-1970 - Present

Coforge Technology Ltd (Erstwhile NIIT Technologies Ltd) , NSEZ , Gr. Noida

- Company profile: Coforge Ltd (Erstwhile NIIT Technologies Ltd), is an IT company with over 10,000 employees serving clients across Americas, Europe, Asia, and Australia. The company sharply focus on key industries: Banking and Financial Services, Insurance, and Travel, Transportation and Hospitality. Established in 2004. Revenue 1,007 Crores INR reported 2016.
- Cloud Practice Managed various aspects of solution architecting in a global environment and interpreting & translating client requirements into a solution that can be configured from a standard set of offerings. Provide technical inputs on new proposals/transitions for customers and assess existing infrastructure environment and identify the improvement areas, cost optimization & work with their service partner and implements the require changes. Allocating resources to ongoing projects and enforcing deadlines. Translating buyer requirements into a standard solution leveraging the standard process methods and aligning the final solution Architecture. Designed & Developed comprehensive Azure IaaS & PaaS solution in different projects which consists of VMs,Business Critical SQL MIs, WebApps, Functions, Monitor, Traffic Manager etc spread across Prod, UAT & Dev environment Hands-on implementation of the Azure delivery dealing with IAAS Infrastructure (VMs, Storage, Azure Services, Web App, logic app, Azure Active Directory, RBAC, KeyVault, Service bus, Service fabric, Kubernetes) and deploying applications as PAAS (Websites, Data factory, Date lake), Implemented New Azure Services like Backup Vaults, Recovery Service Vaults, Key volts, Azure Event Hub, Automation. Ensure all solutions exhibit high levels of performance, security, scalability, maintainability, and appropriate reusability and reliability upon deployment. Assist enterprise architecture team on all governance activities. Understand customers' overall applications portfolio, IT and business priorities and success measures to design solutions & architectures (Microsoft and 3rd party solutions). Collaborate with application developers in developing complex end-to-end Enterprise solutions on the Microsoft Azure platform. Design Azure solutions & pricing from conception to delivery. Work on RFP, RFI, RFQ, BOQ, BOM, SOW, Pricing and Bids defense planning, FinOps. Work on Azure Cloud offering, sizing, capacity estimation, Pricing, transition roadmap, conduct workshops, submit Proposals. Create and maintain project related documentation (Statement of Work Document, POC - Proof of concept document, technical design document etc.) Participate in technical discussions with Customer and 3rd parties to define E2E solution required by customers. Helping customers to run their workloads in the cloud in a cost effective and efficient manner and leading FinOps team and work activities. 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. Provide architectural support to the sales unit teams including consultancy, demonstrations, and presentations. Worked closely with sales and service delivery team to ensure seamless delivery & customer satisfaction Interacted 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. Delivering Azure 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. Documenting the final solution and obtaining sign off from the client and internal stakeholders. Developing cloud transition roadmaps for various landscapes of clients' infrastructure and applications. Transitioning new technical projects and ensuring smooth go-live for Azure Operations. Executing technical feasibility assessments, solution estimations for Datacenter Migration with Public and hybrid Cloud migration and deployment. Providing cloud advisory and consulting services to customers including assessments, presenting recommendations on migration road maps, Design architecture, Pricing, Cost optimization etc. Bringing together Cloud capabilities, Transformation, and integration best practices to solve customer's toughest problems. Identifying and articulating the business and technology drivers of Cloud computing across various industries. Leading Migration management - Cloud migration processes – re-hosting, refactoring, and replatforming. Addressing Security, Compliance issues and implementing governance mechanisms for optimal delivery of Cloud services Managing largescale cloud transformation, migration, data center exit, integration projects. Industry Knowledge Expectations and Awareness of industry trends, challenges, technology adoption levels and solution landscape. Define various Proof of Concepts (POC) for various customers in diverse sectors. Led a team of 11 Cloud engineers. Allocating resources to ongoing projects and enforcing deadlines. Multiple life cycle project execution experience in recommending, implementing Cloud strategy and solutions for improving business outcomes.

CLOUD CONSULTANT / TEAM LEAD   Jan-1970 - Present

HCL Technologies Pvt Ltd , Sec-126 , Noida

- ○ Company Profile: HCL Technologies has demonstrated remarkable growth through the recent economic downturn, emerging as eight 21st century listed technology companies in the world to cross $1bn in Net Profit, $6bn in Revenue and $15bn in Market Ca With worldwide operations and a workforce of over 111,092 employees
- ○ Cloud Native Practice Providing cloud advisory and consulting services to customers including assessments, presenting recomme migration road maps, Design architecture, pricing cost optimization, FinOps etc. Current architecture analysis – analysis of how a workloads are currently deployed. Led Cloud Assessment team (21 members including 8 data analysts) and Cloud Application Mig Strategy Team comprises of Cloud engineers, Software developers and Data analysts. Allocating resources to ongoing projects ar deadlines. Conducted current state assessment of Infrastructure framework to identify gaps and recommend solutions. Leverage results to enhance existing framework and designed strategic solution for owners and users. Ensuring enterprise-wide needs for risk assessment and continuing vendor monitoring are being accomplished. Developing & implementing data analyses, data collec strategies that optimize statistical efficiency and quality. Installation and configuration of Cloud discovery tools create application dependency charts. Provide Security and compliance management with centralized threat analysis and remediation. Application management tools for building IT intelligence and performing volume analysis. Extensive experience on Cloud assessment tools li Cloudscape, Cloudamize & Movere for data discovery. Deployed Azure Migrate, Cloudscape, Cloudamize, Movere Data Discover to fetch client infra details and visited onsite three times. Analyzing data captured from various source like CMDB, assessment to workshops questionnaires etc. Interpreting data, analyzing results using statistical techniques by HCL Application Portfolio mana Dprizm. Supported multiple projects end to end for cloud migration planning, assessment and craft phase. Recommendation of Cl Models based on discovery and workshops. Conduct Interviews & Workshops provided remediation and treatment Plans for app Deliver the Cloud Go/No Go candidate status with treatment plan after cloud application assessment. Delivering Azure IaaS, PaaS models and providing best-fit solutions. App/Infra for High Availability under public, private, hybrid cloud models. Create App-Inf and make stacks according to current Infra finding by data discovery tools. Point of contact between offshore implementation tea functional experts to convert business needs into reporting solutions. Worked on Azure Cloud offering, sizing, capacity estimation transition roadmap, conduct workshops. Design Azure solutions & pricing from conception to delivery. Work on RFP, RFI, RFQ, Bo SOW, Pricing and Bids defense planning, FinOps. Interacted with Clients, Directors, VPs, OEM partners, Vendors, & other Stakeh regular basis through face-to-face interactions/ video conferences / teleconferences/ mails to understand client's processes and b problems. Helping customers to run their workloads in the cloud in a cost effective and efficient manner and leading FinOps team activities. Supported to perform POC whenever required with cloud engineers, create and maintain project related documentatio implementation of the Azure delivery dealing with IAAS Infrastructure (VMs, Storage, Azure Services, Web App, logic app, Azure Directory, RBAC, Key Vault, deployment) and deploying applications as PAAS (Websites, Data factories, Date lake), Implementing Services like Backup Vaults, Recovery Service Vaults, Key volts, Azure Event Hub, Azure Data Factory. Led to Cloud delivery & mi as well as provide Presales & Post-sales support Worked closely with sales and service delivery team to ensure seamless delivery satisfaction Create Decks & suggest Treatment Plans for Cloud Migration. Support till project delivery.

TEAM LEAD / SYSTEM ADMINISTRATOR- CLOUD

                                           Jan-1970 - Present

IBM India Pvt. Ltd , Noida (On Behalf of Alchemy Solutions, Bangalore)

- Company Profile: IBM has been present in India since 1992. IBM India's solutions and services span all major industries including financial services, healthcare, government, automotive, telecommunications and education, among others
- Bell Canada, Well Point Providing cloud advisory and consulting services to customers including Assessments, presenting recommendations on migration road maps, Design architecture, pricing cost optimization, FinOps best practice implementation etc. Proactively identified program level risks to delivery timelines and engaged key program stakeholders, program Leadership over weekly progress for expected outcomes. Proposed technical feasibility solutions for new Infrastructure designs and suggested options for performance improvement of technical objects. Conducted current state assessment of Infrastructure framework to identify gaps and recommend solutions. Leveraged Assessment results to enhance existing framework and designed strategic solution for owners and users. Analyzing data captured from various source like CMDB, assessment tools, workshops questionnaires etc. Supported multiple projects end to end for cloud migration planning, assessment, and craft phase. Recommendation of Cloud Service Models based on discovery and workshops. Conduct Interviews & Workshops provided remediation and treatment Plans for applications. Led the Onshore and Offshore Team and ensuring on-time delivery of the cloud services. Supervised the team of 12 members. Continuous interaction with Customer to understand and improvise on client requirements, Developing processes. Interacting with Multiple Departments, Cross Functional Team spanned across diverse Geographical regions to fulfill deliveries on time. Worked closely with sales and service delivery team to ensure seamless delivery & customer satisfaction 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, Data factories, Date lake), Implementing New Azure Services like Backup Vaults, Recovery Service Vaults. On-boarding, Execution and Migration of on premise infrastructure to Azure Azure/AWS Server Build, configuration, monitoring, managing Windows/Linux servers. Managing Azure subscription, Resource Groups, VM Compute, vNet, Storage, and Azure Active Directory Remediation, OS Hardening and McAfee Antivirus rules modification to protect the servers from Ransomwares. Have managed Hyper-V, W2K8, W2K12 R2, and W2K16 Servers. Have managed VMware infrastructure ESXi5.5, ESXi6.0 & Virtual Center as well as Hyper-V. Patch update by VMware update manager in Host and Update VMware tools in Virtual machines. On demand patch updating in Windows Servers by IBM Shavlik Tool, Blade Logic Tool. Upgrade Firmware (BIOS & ILO) and Managed Inventory of IT infrastructure by IBM eSA tool. Log the case with Hardware vendors by sending DSA logs. File Server quota management, Access privileges, Managed File Server, Managed Print Server. Taking care of Windows Server Decommissioning & follow up with client/ vendor & management until closure. Install, update (latest DAT files) & upgrade Symantec Anti-virus on Windows server. Log hardware failure case with HP, do follow up, prepare the gate pass for material in out, and perform H/W & S/W installation by taking proper down time permission from the Server owner. Arrange Technician at on-site for H/W installation, configuration of HP & IBM Servers like Disk, Power supply, System board & NIC cards etc. Provide ongoing delivery support including OS releases, upgrades, service pack installations, bug fixes, security updates, and any system change activities

TECHNICAL SUPPORT ASSOCIATE   Jan-1970 - Present
Steria India Ltd , Sec-135 , Noida

○ Company Profile: Steria is a European multinational organization, and a leading provider of IT enabled business services, CMMI Level 5 certified and is the first IT Company in India to start IT offshore delivery. It is also the First IT company in India to be ISO 9001 and 27001 certified. Later on, company name changed as Sopra Steria. Headquartered in Paris and listed on the Euronext market, our annual revenue is 1.80 billion euros. Founded in 1969, we have a 42-year-old record of accomplishment of client success. Close to 20,000 people working around the globe, we are serving clients 24 hours a day from 16 countries. Key Accountabilities: Administer Windows servers, company specific applications and provide user account provisioning. Troubleshoot & resolve issues related to Windows servers, Printers and Enterprise Applications like Outlook, VPN, Basic computing skills, OS issues, OS upgrades, MS Office products, Internet connectivity. Performed upgrades, installation of software/ drivers by remote desktop support. Receive alerts from various tools and create incident ticket for the issue reported. User rights, permission, disabling/ enabling accounts, file and folder permissions and provide access of drives. Use the Incident Management System to document, manage problems, work requests and their respective resolutions and circumvention's.

TECHNICAL SUPPORT ASSOCIATE   Jan-1970 - Present
Essel Group , Sec-58 , Noida

○ Company Profile: For over eight decades, the Essel Group has been a leading business conglomerate having diverse business presence across media, entertainment, packaging, infrastructure & integrated utilities, education, precious metals and the technology sector. With worldwide operations and a workforce of over 12000 employees, we are growing in strength each day. It is a multi-billion-dollar group with market capitalization of over USD 6 billion of group's listed companies having strong national and international presence. Key Accountabilities: Provide a professional & competent standard of phone, email and online support (Chat) for Global customers. Maintained records of daily communication transactions, problems and remedial actions taken. Administer Windows applications, company specific applications and provide User account provisioning. Troubleshoot & resolve issues related to Windows, Printers and Enterprise Applications like Outlook, VPN, OS issues, OS/Firmware upgrades, MS Office products, Internet connectivity.

TECHNICAL SUPPORT ASSOCIATE   Jan-1970 - Present
Mphasis , Sec-62 , Noida

○ Company Profile: Mphasis applies next-generation technology to help enterprises transform businesses globally. Customer centricity is foundational to Mphasis and is reflected in the Mphasis' Front2Back™ Transformation approach. Front2Back™ uses the exponential power of cloud and cognitive to provide hyperpersonalized (C=X2C2TM=1) digital experience to clients and their end customers. Key Accountabilities: Provide a professional & competent standard of phone, email and online support (Chat) for Global customers. Administer Windows applications, company specific applications and provide User account provisioning. Troubleshoot & resolve issues related to Windows, Printers and Enterprise Applications like Outlook, VPN, OS issues, OS/Firmware upgrades, MS Office products, Internet connectivity

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

CERTIFICATIONS

MICROSOFT AZURE ADMINISTRATOR {AZ- 100, 101}

MICROSOFT AZURE ARCHITECT TECHNOLOGIES {AZ- 300}

MICROSOFT AZURE SOLUTION ARCHITECT EXPERT {AZ- 301

ITIL V3 FOUNDATION CERTIFICATION

LEAN SIGMA TRAINING ATTENDED IN SOPRA STERIA

SERVERS: IBM HS22 BLADE SERVERS, IBM ISERIES, HP PROLIANT ML150, ML350, PROLIANT DL360 G6, G9 ETC

OPERATING SYSTEM: WINDOWS SERVERS 2008 / 2012 R2 / 2016/ 2019, VMWARE ESXI V6.5 SERVERS & HYPER-V, WINDOWS CLIENT 7/8/8.1/ 10.

EDUCATION

MASTER'S IN COMPUTER APPLICATION
IMS College, IGNOU University, New Delhi
2012