Kailash Sohoni

Nationality: British
Contact: kaykayes@gmail.com
Location: Berkshire
Phone: 07733 237719
Security Clearances: Contact for details

Profile

- OpenCA MASTER & TOGAF 9.1 certified Enterprise & Solutions Architect with over 22 years of experience.
- Creative, innovative, pragmatic professional with strong communication, advisory, management and leadership skills.
- Enjoys being the bridge between 'Business' and 'Technology'
- Key strength is the breadth of skills.
- Experienced in design as well as delivery of large scale programmes and projects

Skills

- Enterprise Architecture using TOGAF
- IT Strategy
- Digital Transformation
- IT Roadmaps
- Solutions Architecture
- Programme Management
- Architecture Governance
- Stakeholder Management
- SOA, Integration Services
- Presales, Bids, Proposals, RFPs
- Cloud Architecture (AWS, Azure)

- Business Architecture
- Data Architecture
- Security Architecture
- BI technologies
- Innovation and CSI management
- Development Management (Agile)
- Business Process Management
- ITIL Service Strategy, Design & Transition
- Business Process Design

Products & Offerings:
Azure : (Azure Web Apps, APIs, Azure API Management, Azure AD B2B, Azure CosmonDB, Azure Sql PaaS, Azure Data Lake, Azure Search and others), REST APIs design,
AWS : - (VPC, AWS Security, ATLAS MongoDb, Microservices, OpenShift, Elasticache, ELK, REDIS),
Other offerings - UML, Archimate, Microsoft .Net stack, SharePoint (MOSS – 2010 – 2013 – Office 365), Identity and Access Management (IDAM) tools: CA SiteMinder, CA IdentityMinder, Azure AD, IBM Watson), Mule Anypoint platform, Azure Service Bus,
Agile delivery: User Stories, FDD, SCRUM, SAFe & DevOps (Jira, Jenkins, Git); PowerBI, NoSql, jSon, Swagger design, OAuth2, Node JS,
Tools : ER Studio, CaseWise, Troux, BizzDesign, Visual Paradigm, Erwin

Education

MASTER OF BUSINESS ADMINISTRATION (**M.B.A**.) – TECHNOLOGY MANAGEMENT
(Strategy, Innovation and Technology Management)
MAY '10 – OCT '13   THE OPEN UNIVERSITY

BACHELOR OF ENGINEERING (**B.E**.) – INSTRUMENTATION & CONTROLS
MAY '93 – JUN '97   UNIVERSITY OF PUNE, INDIA

Certifications

- IBM GBS Cloud Architect - 2016
- ITIL v3 Service Strategy – Mar 2013
- OpenCA Level 2 - Master Certified IT Architect - Feb 2013
- TOGAF 9.0 – Feb 2012
- ITIL v3 Service Transition – Feb 2009
- ITIL v3 Foundation – Jan 2009
- TOGAF 8.0 – September 2007
- ISEB Certificate in IT Architecture – Jun 2007
- Prince2 practitioner – Apr 2006
- Prince2 foundation – Mar 2006

Training

- GBS Cloud Architect Program (Cloud BlueMix, Softlayer, Mobile, Watson, DevOps, Dockers, API and Cloud Security) - 2016
- HPE Spartan (Cloud, Mobile, Analytics, Security) – White Belt (2015)
- Autonomy IDOL – (2013)
- Application Transformation and Modernisation – 2 Days (2013)
- TOGAF 9 Bridge – 2 days (2012)
- IT Strategy School – Accenture 5 days (2012)
- Technology Management School – Accenture 5 days (2010)

Work Experience

OCT 2016 – CURRENT   MULTIPLE CLIENTS

Kailash is the Founder & Director of [AKS Intelligence Ltd](#). He specialises in advisory and consulting engagements. He is experienced in working with senior exec level stakeholders, and has provided governance and strategy guidance within the Enterprise & Solutions Architecture space.

Nationwide Building Society - Sep 2018- Current
Kailash is currently working as a Lead Digital Solutions Architect within Nationwide's Architecture CoE (Centre of Excellence).
Snapshot
- Kailash is the Lead Architect for an Open Banking project called 'Confirmation of Payee'. He was responsible for creating the end to end solution covering all architecture domains - Business, Data, Applications, Technology & Security
- He was responsible for performing impact assessment for the required solution building blocks across nine areas of the business including payments, customer and digital and branch channels; He was responsible for obtaining buy-in from a wide variety of very senior stakeholders across the business.
- He proposed a path-breaking 'cloud first approach', something that had never been attempted before to meet the stringent NFRs.
- Kailash ensured that the solution was approved by senior business leaders, the CTO TDA the Cloud Governance boards & security boards..
- He is currently working with the change development teams and third parties (Accenture, IBM and others) to ensure that a coherent end product is built in an 'Agile' ecosystem. As part of this, he is the acting 'Agile Coach' to ensure that non-agile development teams deliver to time, cost, quality and scope.
- The solution covers a wide variety of technologies - Microservices on Openshift clusters written in Node.js & Java, ATLAS NoSql as a service in AWS VPC, Amazon Elasticache REDIS, on prem SQL databases, ETL jobs with SSIS, REST APIs and Digital component changes to internet bank and banking app.
- His current activity is primarily unblocking delivery so that Nationwide can hit the regulatory deadline

LMTOM (Lloyds of London) – Sept 2017 - Sept 2018
Kailash worked as a Senior Cloud Solutions Architect in the Data and Integration programme of Lloyds of London's TOM initiative. LM TOM is a prestigious programme aimed at making London a better more competitive place to do business in the insurance sector.
Snapshot
- Kailash was responsible for designing solutions and was involved in all aspects: solutions options, selecting vendors, scoring RFP responses, creating solution blueprints, reviewing and governing HLDs, solutions designs in the design as well development phases of projects including creating PoCs.
- Kailash worked on delivering the Common Services (Master Data Management Service, Identity and Access Management, API Gateway, Microservices and other security services such as secure exchange of data) across all the LM TOM programmes for circa 4500 organisations within the London insurance market ecosystem. Common Services utilize standard Microsoft Azure Cloud offerings such as Azure AD B2B, Azure API Management,Azure App Services, Azure CosmosDB, Azure functions, Azure service bus, Azure Logic Apps and other Azure building blocks. Kailash proactively worked with customers (Carriers, Brokers and Coverholders within the City of London) to solve their SSO & data problems when consuming LM TOM's common services;
- Kailash was part of the Architecture team and helped with providing architecture solutions to unblock inter-programme dependencies and a variety of third party IT vendors.
- Developed a variety of Azure PoCs a 'Data Quality as a Service' based on microservices instead of procuring expensive products like Informatics.
- He was the go-to person for helping the main insurance firms (e.g. Brit Insurance, Beazley, Liberty, Hiscox and many others) with onboarding issues especially in the Azure B2B and Office365 space; he was successful in engaging with a variety of stakeholders from business leads to IT Heads and Security Managers.

MHRA through RedRock Digital – Oct 2016 – June 2017
Kailash provided Enterprise & Solutions Architecture advisory service to 'RedRock Digital' a managed service provider for the Medicines and Healthcare products Regulatory Agency (MHRA).
Snapshot:
- Successfully produced the 5 year Enterprise Digital Applications Strategy, Digital Data Strategy and Integration (SOA, APIs and Microservices) Strategy along with the Roadmap, target state and interim architectures for the CIO. This included several value added recommendations (such as Application Portfolio Modernisation and Rationalization using the 5Rs methodology, Introduction of IBM Watson based Cognitive Capabilities and others) to address the gaps identified in the process.
- Architecture governance across architecture domains: business, applications, data, technology; running and refining designs through Architecture Review Board and TDA.
- Put together and ran a new Solutions Architecture service complete with operating model, templates for HLDs, SOs, LLDs, service designs, guidance, architecture repository, day-to-day management of architects including reviews (provided architecture governance to the BI programme and the Oracle Financials Cloud programme as well)
- Provided an enterprise 'target state solution' for the ' hard Brexit' scenario; this included target state IT systems map along with impacted key data entities, solution overview, cost model to implement the target state along with a comprehensive RAID log.
- Kailash played the critical role of unblocking projects and programmes; providing alternate solutions in order to accelerate the main Digital Transformation programme. E.g. He refined the approach taken to implement the BI programme and moved from an IaaS model to an Azure based model using a PaaS approach.

- Reviewed, refined and even delivered several Solution Options, Solution Outlines, HLDs and Service Designs for critical services across the portfolio
- Put together a business case including the overall end-to-end solution, the PoC design along with the cost model for a Cognitive computing capability using IBM Watson (consisting of IBM Watson Explorer, Watson APIs and Watson Analytics along)
- Seen as the Digital Programme Director's 'Go To' Lead Architect, Kailash played an active part in SAFe sprints, he ran 'programme unblocking' workshops to provide alternative solutions to programme bottlenecks in a multi-supplier environment consisting of a variety of technologies such as Azure SQL Database, AWS, Mule Anypoint platform (on-prem and AWS cloudhub), Appian, Documentum and others. He then modified plans, assessed the financial impact and proposed a way forward to accelerate delivery. He actively participated in sprint retros, design sprints and shaped the structure of sprints. He performed impact assessments on enterprise imperatives such as GDPR
- Used BizzDesign to shape, validate and add to the architecture repository modelled on the TOGAF 9 Meta Model

Oct 2015 – Sept 2016   IBM

Kailash worked as Senior Enterprise Architect within IBM GBS. He was part of the CTO advisory practice.
He worked on the multi-million transformation engagement at Barclays Bank and then on a 200+ million bid for the NHS UCLH trust.

Snapshot:
- As a lead architect, Kailash put together a target state architecture consisting of services such as private cloud hosting, DC consolidation, application transformation to cloud along with modernisation and optimisation, end user devices, security, SIAM and networks
- Engaged with several third parties and internal commercial & procurement teams to design validate & procure the services required to deliver the capabilities (Data Centre Hosting, DC Migration, VDI, End User Compute, LAN, WAN, Application Modernisation and Transformation to Cloud, Information Security aspects)
- At Barclays Bank, Kailash worked on a CIO Advisory EA / Strategy engagement that evaluated the current state across the bank, identified gaps and synergies between all business divisions, proposed a roadmap with recommendations to address the gaps at an EA level.
- The work also included creating a robust architecture governance function along with development of skills required to run the EA function. As part of the process, Kailash evaluated the impact of drivers such as PSD2 and Structural Reform Programme. Kailash uncovered several gaps and synergies across the bank's business divisions; these were packaged as recommendations for consolidation
- Kailash worked on a strategic engagement called 'lean process and technology transformation' assessment. As part of this engagement, he assessed Barclaycard's current state, identified gaps and proposed a Greenfield target state architecture that would cut costs and provide a digital backbone to create new capabilities based on cloud by default technologies including SalesForce, IBM CastIron, IBM Bluemix & AWS.

Apr 2012 – Oct 2015   HP

Kailash worked on the multi-million pound ATLAS programme, the largest Applications, Data and Infrastructure programme in Europe, as a Senior Enterprise Architect. In this visionary role, he was an influential, engaged individual who understood the business and its needs thoroughly before providing solutions. He was a strategic thinker comfortable with dealing with stakeholders at all levels. He was especially known for being an 'out of the box' thinker and a 'finisher'

<u>Snapshot:</u>
- He was a key member of the CTO – Service Design team responsible for successfully renewing the £938 million GV1 Reset (DII Reset) contract for the Ministry of Defence. GV1 Reset aka 'New Style of IT' is a multi-million pound Digital Transformation programme based on loosely coupled 'new style of IT' services (Cloud and Mobile). Kailash was one of the leaders directly working for the ATLAS CTO in the team.
- During delivery, Kailash was responsible for architecting some of the fundamental building blocks of the offering such as the Identity and Access Management offering, where he worked with the impacted users to map user journeys, identify and articulate impacted applications, people, process and technologies (CA Identity Suite, Ping, SailPoint, ADFS etc) and designing a holistic solution to achieve all the organisational objectives and ensure that all composite services worked seamlessly together.
- As acting '*Head of Innovation*' he was responsible for reinvigorating Innovation within the programme, right from identification of ideas to delivering live pilots. He was responsible for creating the ATLAS Innovation Framework, its operating model and being the overall broker for all innovation ideas.
- Architecture Governance: He was responsible for all the Applications under the 'Applications Tower'; this included Application Migration, Application portfolio Assessment and Rationalization. He was also responsible for ensuring that solutions were reused by other HP accounts and absorbed into the corporate portfolio if deemed appropriate (IdAM as a service was one such successful portfolio addition). He was also responsible for governing the entire end-to-end digital identity and access programme for ATLAS. As part of the transformation process of GV1 Reset he was responsible for identifying critical gaps in terms of people, processes and technology and recommending resolutions.
- Account Growth: One of his responsibilities was growing the account through RfCs and new initiatives. He managed to sell a £16+ million security service for patching and other pursuits valued in excess of 40+ million. He was successful in applying 'Business Architecture' processes and practices working alongside 'Account Execs' to frame the business problems properly and engage in meaningful conversations before formulating solutions.
- Thought Leadership: He was responsible for positioning the current portfolio to design the next generation of capabilities required to support future business needs.

<u>Community Contribution</u>: Kailash was an active member of the Open Group's Architecture Forum. He was an advisor on a variety of working groups (Business Architecture and Information Architecture) tasked with designing the next version of TOGAF titled 'TOGAF Next'. He was a mentor to a few architects and spoke about 'Benefits of Business Architecture'. He has written several 'thought papers' for the global architecture community, he has regularly contributed to the 'Global Chief Technologist' newsletter and has given virtual lectures in HP's Architecture University.

<u>JULY 2010 – APR 2012</u>   ACCENTURE

As part of the IT Strategy and Transformation practice, he worked with several high profile clients in diverse sectors such as oil and gas, utilities, banking and telecoms as Senior Enterprise Architect & Solutions Architecture Manager.

<u>Snapshot:</u>
- Reporting to the chief architect at a large oil and gas client, Kailash led a team of circa 12 talented solution architects to deliver a portfolio of diverse architecture projects worth £3 mil annually.
- As part of a Lean IT Strategy initiative, Kailash helped a global telecoms client identify significant infrastructure TCO savings, designed the roadmap and migration plan for a £15 million IT transformation change programme to achieve the 'target state'.
- His key achievement was the Applications Portfolio Optimisation piece that delivered significant development and operations savings.

- He was responsible for structuring the architectural control framework and governance process complete with operating model to ensure that programme and projects were aligned with overall strategy and were delivering value to the business
- Successfully created the most comprehensive data and information model for the entire oil and gas business; this significantly supported the global integration function that supported SOA based services.
- Created the first TOGAF 9 compliant architecture knowledge repository and made the knowledge searchable through SharePoint.
- Helped a large British bank align their Enterprise Architecture function to TOGAF 9; reviewed and advised on core architecture principles in order to strengthen the governance process
- Helped a large Irish bank to set up their Architecture Centre of Design Excellence with the operating model. Added value by advising them on establishing and operating Enterprise Architecture and Solutions Architecture streams.
- Initiated several change programmes by identifying several TOGAF 'opportunities' such as Application Portfolio Optimisation, Lean IT initiatives, Infrastructure Consolidation, Data Quality Management and others.

Practice Development
- Contributed to the development of key assets like the 'Cloud Strategy' offering, IT Governance and IT operating model offering.
- Published EA specific papers (e.g. '*7 Habits of Highly Effective Enterprise Architects'*)
- Wrote papers on 'Enterprise Information and Data Modelling', 'Information architecture and classification of entities within organisation' & 'Data Architecture Maturity Assessments'

In his projects he has worked with a variety of technologies such as SAP, Oracle Fusion, Primavera, SharePoint 2010, Virtualization, Cloud products, SaaS offerings and others.

MAY 2005 – JULY 2010   NHS

NHS Evidence (NHSE) is a highly available 'one stop' knowledge portal where users will get, authoritative clinical and non-clinical evidence and best practices

Snapshot:
- Created a detailed 3-year IT Roadmap of the £20 million programme.
- The entire technical solution (consisting of knowledge ingestion, knowledge codification, taxonomies & search) for this multi-million pound portal was Kailash's idea. The solution was a COTs (customised off the shelf) solution consisting of FAST (an enterprise search product) and MOSS using customised .net code wherever necessary. Kailash got his hands dirty in code where possible.
- Augmented the knowledge management offering by introducing cutting edge knowledge management tools: Smartlogic's Semaphore in order to compete with Google.
- Worked directly with the CTO to shape the IT strategy, working to consolidate applications and processes to cut costs and increase quality.
- Defining the long-term architectural vision, infrastructure design. Adding value to NICE products and programmes by looking at the big picture and keeping best practise in mind.
- Defining the roadmap for embedding evidence into third party desktop applications and websites
- Leading the enterprise architecture design work for the most complex and high profile projects (like the Specialist Collection redesign work).

The national library for health is a repository of high quality medical information. It is part of the National Knowledge Service. The programme is home to a suite of applications used to consume, aggregate and dispense data through various channels (Web Services, OAI harvesting etc)

Snapshot:
- Cut costs to the tune of £0.5 million by re-architecting core applications, negotiating contracts with suppliers and implementing a lean agile development methodology in the first year alone
- Managed development of the Search 2.0 programme with a budget of £2 million using tailored agile development methodology and delivered it on time
- Responsible for designing and delivering the first NHS wide Knowledge API using SOA principles.
- Responsible for designing the NHS Evidence knowledge offering based on the lessons learnt at NLH
- Directly responsible for designing and overseeing delivery of the most comprehensive information health information providing web service in the whole of NHS.
- Involved in all commercial aspects working alongside the commercial team in order to score RFC responses, advice on award of contracts, review and negotiate contracts in excess of £2M.
- The stack used was C# .NET with Sql Server and object oriented design patterns were used to craft the federated search engine.

Nov 2000 – May 2005   Logica

Programme Name – FORD Focalpt   Development Team Leader

Focalpt was a web based, multi market application used by FORD, Jaguar and LandRover dealerships in over 10 countries in Europe to sell cars. It was totally integrated with several other back office FORD applications and dealership applications using web services.
Technologies used: Microsoft Stack (VB6 initially then C# .NET), XML, XSL, XSD, SOAP, SQL SERVER

Snapshot:
- Worked as the technical lead for all system integration modules
- Architecture work: Redesigning the system to support Jaguar and Land Rover, to support rapid rollout to different markets, estimating, technical reviews etc
- Design and development of COM components, ASP pages, client side javascript
- Technical team leading and mentoring,
- Working in the production support team for fixing high priority bugs

Nov 1999 – July 2000   Mahindra british telecom

Kailash's main project (Stealth) was a web based MIS application for BT Business Connections group. It was developed in the Windows NT, IIS 4 platform using VB, COM, ASP and Oracle. Key responsibilities included design and development

July 1997 – Oct 1999   Tata Consultancy Services (formerly TIL) , India

As a graduate developer, Kailash worked on a couple of client-server projects mainly in VB6 and Oracle. Main responsibilities included writing code as per functional specs, assisting in testing, helping with deployment, writing stored procedures.