



## SUMIT GUPTA

Technology and General Management | SaaS | Microservices | Cloud Native Architecture

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### Professional Summary

- Engineering leader with 30+ years of progressive experience in architecting, delivering and scaling **SaaS Products** built using **cloud native technologies** and **microservices** architectural patterns.
- Proven success in designing **low-latency, high-throughput, event-based** and **API-First Products** across domains including **Supply Chain, Payment Security & Financial Fraud Analytics, Hybrid Cloud Management, and Retail Mortgage**.
- Successfully led global **Product R&D** organizations with portfolios worth **\$ 500 M** at various product maturity stages, with a multicultural workforce of **400+ technologists** and **\$ 25 M R&D** budget.
- Drove the **innovation** agenda for India **Product Development** centers to **conceptualize, incubate** and **launch new products**.
- Drove **digital transformation**, legacy **modernization**, and AI based **innovation**.
- Built **Product Development & Delivery competencies** from scratch for India development centers. Aligned **technical execution with business strategy**, fostering a culture of **agility, ownership**, and excellence.
- Strong hands-on expertise with **J2EE** based technologies and **microservices** architecture using **Spring boot, GCP, AWS, K8S, RabbitMQ, Kafka** and databases.

### Experience



#### Head / Senior Director of Product R&D: Supply Chain Execution Systems

Since Nov 2020 (Bangalore)

**Manhattan Associates** is the leader in Supply Chain Management Software with USD 1+ BN revenue, headquartered in Atlanta, USA. More than 2000 employees work in India GCC, of the total 5000+.

The SaaS products cater to Order Planning, Point of Sale, Order Management and Supply Chain Execution (Warehouse Management and Transportation Management).

- Responsible for a team of **250+ full-stack Developers, Architects and Product Owners, Managers/Directors** to design and deliver **Supply Chain Execution Product suite** for retail, ecommerce and 3PL logistics clients:
  - **SaaS Supply Chain Execution (SCE) product suite** hosted on GCP as SaaS offering, built using K8S, Spring-Boot, RabbitMQ, Kafka and MySQL DB
  - On-prem Warehouse Management product built using IBM iSeries (**WMI**)
  - On-prem SC Planning Platform (**SCPP**), built using java/c++ and Oracle RDBMS
- Maintained **leadership in Gartner Magic Quadrant** through technology modernization, Innovation and Quality focus
- As part of **India Leadership team**, worked on growth strategies to sustain the rapid customer onboarding along with cost Optimization.



#### Co-Founder & CEO: Cbeyond Technologies LLP (seed funded)

Feb 2020 – Jan 2021 (Bangalore)

The primary vision of [Cbeyond Technologies](#) was to democratize computer vision technologies



#### VP / Global Head of Engineering & Bangalore Site Leader: Payment Security Product Suite

Aug 2018 – Jun 2020 (Bangalore)

**CA Payment Security** is a USD 300 MN SaaS based product division within CA (formerly Arcot Systems) supporting Card Issuers, Bankers and Merchants fight transaction fraud with global diverse data, predictive analytics and machine learning capabilities.

- Responsible for global product R&D of **Payment Authentication and Fraud Prevention Product suite**, with a global team of **200+ engineers, architects, product managers**.
- Drove cloud adoption and containerization strategy for legacy system modernization for 3DS protocol, serving 220M credit cards, 7000+ banks, and authenticating >2B transactions per annum with 99.99% uptime and >6000 TPS



#### Senior Director – Head of product R&D: Jul 2015 – Aug 2018 (Bangalore, Hyderabad)

**ADP DataCloud** was a “start-up” within the USD 19+ BN ADP to create an open & massively scalable data platform to federate Predictive Analytics and Reporting capabilities for all ADP HCM products with real time data ingestion, transformation and visualization capabilities.

- As part of **India Senior Leadership team**, initiated the DataCloud Product R&D center in India. Recruited and retained key talent across **Product development, data science, product management and DevOps functions**, grew the team from 20 in 2015 to 200+ in 2017
- **Drove the innovation culture: Benchmarks** on ADP HCM data and **cross domain data mash-up** feature (patent pending) ideated and delivered to pilot clients in 2016
- Adopted best in class **Agile development techniques, DevOps & Quality improvement** initiatives, re-engineered the products via **micro-services** to handle rapid client on-boarding, growth and feature delivery



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### Hewlett Packard Enterprise

#### R&D Section Manager: Jul 2010 – Jun 2015 (Bangalore)

Global R&D leader for **Operations Health Reporter** and **Service Health Reporter** with 100+ Architects, Developers, GTM Leads and Product Owners. This was HP's Data Warehousing, cross domain reporting and analytics solution using Business Objects, SybaseIQ and Vertica.

- Worked with Product Management to roll the 3-year product roadmap based on customer feedback and market trends
- Grew the install base by 25% for the first 4 years and launched new SaaS offerings for Virtualization management, Cloud Management (AWS and OpenStack) and Data Warehousing platform, while keeping the R&D costs at 6% of net sales.
- Conceived, designed and delivered **HP Cloud Optimizer**, a **SaaS offering for Virtualization admins/SMEs**. This was voted as the "best innovation" in APJ region and ranked 2nd HP worldwide in 2013.
- Adopted agile engineering practices, customer focused quality metrics and automation to improve productivity and product quality. Implemented quarterly release schedule compared to yearly release calendar, for all key products. Tech stack: Java, js, jsp, Business Objects, SybaseIQ, Vertica, C, C++



### Hewlett Packard Enterprise

#### Sr. R&D Product Development Manager: Aug 2005 – Jun 2010 (Bangalore)

Development and sustenance of **System and Virtualization Management** products, Including **Performance Agent**, **Operations Agent** and **Smart Plug-Ins (SPI)** for major enterprise apps such as Oracle, Tibco, SAP etc.

- Delivered major and minor product releases as per product roadmap and prioritized product backlog, within budget and defined quality standards. Improved product quality by adopting test driven development principles, unit testing, customer validation programs. Overhauled QA processes by simulating customer environments using automation. Tech Stack: C, C++, Java



#### Sr. Product Development Manager: Aug 2001 – Jul 2005 (Bangalore, Florida)

**HQ in West Palm Beach, Florida, Altisource is the Technology arm of Ocwen Financial solutions with products catering to Mortgage and Real Estate solutions.**

- Responsible for global development and delivery of mortgage servicing software.
- Recruited key talent to kick-start the **Product design and delivery organization** from Bangalore, India for Residential and Commercial mortgage servicing software products. Consolidated the software development activities spread over multiple global locations into a central location in Bangalore, created and expanded the J2EE based product delivery competency, initiated the product support model from Bangalore center.
- Designed, delivered and sustained key products for the residential and commercial mortgage servicing platform: **RealResolution** (loss mitigation), **RealTrans** (order and vendor management), **RealSynergy** (commercial servicing) and **RealDoc** (document Management).
- Tech stack: Java, jsp, EJB, Oracle10, Tibco, Progress, C++



#### Technical Leader: Jan 2001 – Jul 2001 (Bangalore)

Developed solutions using **ZeroCode**, Ampersand's award-winning JAVA based design and development framework for web applications.

- Created custom business applications using Jasmine-ii framework.
- Tech stack: Java, Oracle, SQL Server, jsp, Tomcat



#### Technical leader: Apr 2000 – Dec 2000 (Gurgaon, Princeton)

Development and sustenance of ERP solutions from CA (**MK Logistics**).

- Led a team of 14 engineers to Princeton, USA, to deliver multiple integrations with 3rd party order processing applications and sustenance activities.
- Tech stack: MK 4GL, Java and C++, Jasmine ii



### PEPSICO

#### Senior Developer: Jul 1998 – Mar 2000 (Gurgaon)

- Development and sustenance of MK Logistics ERP modules for PepsiCo. Tech stack: C, C++, MK 4GL



#### Developer: Jul 1994 – Jun 1998 (Gurgaon, Delhi)

- Development and sustenance of multiple 3D CNC profiling custom applications for multiple customers in India. Tech stack: Lisp, Cordax 4GL and C.