

# ANDREW EKAWIRA KRISNA

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## SOLUTIONS ARCHITECT | TECHNOLOGY & STRATEGY DIRECTOR

Cloud Technology • Data Management & Migration • IT Strategy & Solutions Architecture

High-Performance Team Leadership • Customer Engagement • International Exposure – APAC

Seasoned and performance-driven IT professional with 19+ years of experience in the design and development of a robust, scalable, and cloud-based platform. Known as a cloud subject matter expert and trusted client advisor for successfully implementing and overseeing cloud computing strategies, resulting in overall business transformation and operational excellence. An influential leader and people person with a track record of success in building and sustaining a high-performance culture within the team by cultivating and amplifying their strengths and capabilities toward professional and personal growth.

## AREAS OF EXPERTISE

Project Management | Cloud Computing | Database Planning & Design | Database Performance Tuning  
Technical Issue Troubleshooting | Database Administration | CXO Relationship Strategy | Deal Qualification & Budget Planning  
Proposal Preparation & Presentation | IT Risk Assessment /Recoverability Assessment | IT Compliance and Policy

## KEY COMPETENCIES

**Cloud Solutions Architecture:** Provided architectural expertise and thought leadership on cloud and enterprise technologies, defining business cases for solutions design to assist with prototyping and development. Served as a trusted adviser to decision-makers, ensuring their comprehensive grasp of the cloud platform to drive business growth and customer success.

**IT Strategy & Business Transformation:** Delivered end-to-end advisory services to clients by defining business requirements, evaluating current performance, recommending innovations based on leading practices, formulating a strategic roadmap, selecting appropriate systems, and executing services support.

**Team Leadership & People Management:** Spearheaded multiple project teams and individuals through strategic guidance and timely feedback, served in a lead-by-example role to exhibit professionalism and accountability. Promoted professional and personal growth through training, coaching, and knowledge transfer plans.

## CAREER HISTORY

### ORACLE CORPORATION, SINGAPORE

*Offers a comprehensive and fully integrated stack of cloud applications and cloud platform services with annual revenue of \$650B+*

**Senior Manager, Cloud Architect and Customer Experience (ASEAN)**

Dec 2020 – Present

Lead a team of 12 cloud architects and customer experience engineers in a sales territory that includes Singapore, the Philippines, Malaysia, Thailand, Vietnam, and Bangladesh, achieving quarterly double-digit growth. Facilitate CxO level IT strategic discussions and serve as a trusted advisor to high-level clients to present customized solutions based on their requirements. Participate in industry conferences, product functions, and round tables to stay abreast of best practices and current trends in the IT sector.

- **Earned fast-track promotion to senior manager** for excellent leadership performance and professionalism, along with strong technical skills and cloud expertise, including the following awards and recognitions:
  - **Manager 180 Hall of Fame – 2022**
  - **Manager of the Quarter – FY21Q3 JAPAC Solution Engineering**
  - **Most Contagious Award – FY21Q1 ASEAN**
  - **Best Cloud Solution Engineer – FY20Q1 ASEAN HKTW**

**Principal Cloud Architect**

Jun 2019 – Dec 2020

Orchestrated client's journey to cloud covering key IT stakeholders in ASEAN, including Singapore, Malaysia, Philippines, Thailand, and Vietnam in collaboration with a team of 5 cloud architects. Performed a wide range of tasks, such as technology framework development, cloud computing and automation, cloud archetypes conceptualization based on client's requirements, and Oracle cloud partnership building. Played a key role as mentor to senior cloud architects and conducted sales-related discussions.

- **Received companywide recognition for being promoted to principal cloud architect** role following various key accomplishments and major company contributions.

- **Worked closely with customers, providing end-to-end solutions advisory to tailor-fit their business requirements, enabling them to save 40–50% on IT spending.**
  - **50% on the Analytic and Datawarehouse Project** with one of the leading Japanese distribution companies headquartered in Singapore.
  - **60% on hardware spending** through migration of POS applications to cloud with one of the top shoe manufacturing global companies, which has Singapore as its APAC HQ.

**Senior Cloud Architect**

Jul 2017 – May 2019

Provided first-rate services to customers through cloud migration planning discussion, covering application and database transfer from traditional physical servers (VM to cloud), along with recommendations on network and security architecture. Created an architecture plan for environment mapping for clients on the Oracle cloud, such as PaaS and IaaS. Skillfully handled Oracle cloud solutions, including advanced product concepts, future direction, and third-party supplementary products, as well as POCs.

- Boosted customer satisfaction, which resulted in the attainment of the **Solution Engineer of the Quarter award in 2019 – ASEAN.**
- **Brought significant reduction to overall costs by 45%** on ERP application transformation project with one of the top manufacturing companies in Singapore and the Philippines.

**CREDIT SUISSE, SINGAPORE**

*A leading financial services company with CHF 22,696 million annual net revenue as of 2020.*

**Assistant Vice President, Oracle DBA**

Nov 2015 – Jul 2017

Managed the APAC region by serving in various roles, such as being a team lead of 5 senior DBAs and as an Oracle database technical expert and advisor to ensure seamless delivery of transformation projects, including APAC and US stock market trading and EMEA wealth management systems, as well as an in-house Oracle APEX database inventory. Oversaw the design and planning of a database running on a private cloud. Contributed key efforts to the critical maintenance activity of approximately 500 databases within the bank on a quarterly basis.

- **Expedited the transfer of roughly 1500 production monitoring tools** with targets comprising servers, agents, and databases in one month, therefore saving money, time, and manpower efforts.
- **Increased engineer productivity and accelerated quarterly maintenance time by 50%** through the development of database inventory which handles over 500 databases using Oracle APEX.

**NETWORK FOR ELECTRONIC TRANSFERS (NETS) PTE, SINGAPORE**

*The all-in-one mobile app for all your motoring, transit and retail payment needs with annual revenue of \$69M.*

**Senior Consultant (AVP), Oracle DBA**

Sep 2014 – Oct 2015

Provided expert oversight to the payment gateway system employing national electronic payment as the Oracle database technical expert and adviser, as well as a database consultant on new and existing projects. Carried out critical activities, such as database design and planning with the developer; Oracle Data Guard monitoring and maintenance; installation, capacity planning, data migration, and performance tuning; database security patching; and Oracle database licensing.

- **Succeeded in upgrading online eNETS payment gateway database 10g to 11g R2 with zero issues and low downtime.**
- **Streamlined management reporting from 4 hours to 30 minutes from the Datawarehouse system of 2 TB in size, adding to the efficiency of overall management decision-making lead time by 50%.**

**ORACLE CORPORATION, SINGAPORE**

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**Solutions Architect**

Dec 2011 – Sep 2014

Offered hands-on support to customers in Singapore, Indonesia, and Brunei as an adviser through POCs and demos of solutions, including advanced product concepts, future direction, and third-party complementing products to fulfill their software investment requirements in terms of CapEx and OpEx. Managed project planning and identified proper implementation partners for account managers and clients' requirements.

- **Enabled customers to realize cost savings of 40-50% IT spending with a total of \$200K** at one of the Telkom Indonesia Group on software licensing and hardware investment.

**EARLIER EXPERIENCE**

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Consultant – Oracle DBA, **NETWORK FOR ELECTRONIC TRANSFERS, SINGAPORE**

Oracle DBA, **VIX TECHNOLOGY (ERG GROUP), SINGAPORE**

Oracle DBA, **NIIT TECHNOLOGIES, SINGAPORE**

Oracle DBA, **EMERIO CORPORATION, INDONESIA**

Oracle DBA, **SINARMAS INSURANCE (PT. ASURANSI SINARMAS), INDONESIA**

Oracle DBA, **BHAKTI FINANCE, INDONESIA**

Web Design & Developer, **COGNITIVE IT SOLUTIONS, INDONESIA**

System Support Intern, **ANDAL SOFTWARE, INDONESIA**

**EDUCATION & PROFESSIONAL DEVELOPMENT**

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BINA NUSANTARA UNIVERSITY, JAKARTA, INDONESIA, **Bachelor of Science in Computer Information Systems**

AWS Certified Solution Architect Associate | Oracle Cloud Infrastructure 2020 Enterprise Workloads | Certified Associate

Oracle Cloud Infrastructure 2020 Architect Professional | Oracle Cloud Infrastructure 2019 Architect Associate

Oracle Autonomous Database Cloud 2019 Specialist | Oracle Certified Professional DBA 11g (OCP)

Oracle Certified Professional DBA 10g (OCP) | Oracle Certified Professional DBA 9i (OCP)

**TECHNICAL ACUMEN**

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- **Analytic Tools:** Oracle Analytic Cloud | PowerBI | Tableau
- **Backup Software:** NetBackup | Veritas Backup Exec
- **Cloud Platform:** Oracle Cloud | AWS | Azure
- **Database:** Oracle | Microsoft SQL Server | MySQL | Sybase | IBM DB2 Universal Database
- **Development Tools:** SQL Developer | Oracle APEX Low Code | Toad, Git
- **High Availability:** Multi-Availability Zone | Clustering | VMware® VMotion | Oracle Data Guard
- **Integration and Replication Tools:** Oracle GoldenGate | Oracle Data Sync
- **Middleware:** WebLogic | IBM WebSphere
- **Migration Tools:** RackWare | Rsync
- **OS Platform:** Linux | Solaris | HP-UX | AIX | Windows O/S
- **Programming:** Cloud CLI | PL/SQL | Unix Shell Scripting | Java Script | HTML
- **Server Storage:** SAN Storage | Oracle Solaris Cluster | IBM HACMP | iSCSI Technology
- **Unstructured Files:** Parquet | JSON | CSV | Txt Files
- **Virtualization:** VMware | Solaris LDOM | AIX LPAR

**LANGUAGES**

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**English:** Professional Fluent | **Bahasa:** Native