Gopi K Kancharla

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Executive Summary

Enterprise AI Architecture and Platform leader with 20+ years of experience designing and scaling cloud-native, secure, and governed AI/ML systems. Proven track record bridging cutting-edge AI research (LLMs, agentic workflows, RAG) with enterprise-grade architecture, controls, and production reliability. Known for defining AI strategy, building core reusable AI foundations, and partnering with CIO-level leaders to deliver measurable business outcomes through responsible AI adoption.

AI Governance   Model Selection & Routing   GenAI & Agentic Systems   AI Architecture   LLM Governance

Agent Frameworks   RAG + Vector Platforms   Model Risk Management   Snowflake + AWS   Platform Engineering

Enterprise Architecture   API: Micro Services and Micro Frontends   MLOps & LLMOps   Security & Risk

Advanced Automation - MCP

Technology Strengths

- **AI Strategy:** Defined AI roadmaps aligned to business priorities, ethical standards, and scalable delivery practices inside TFS and Capital One.
- **LLM & Agentic Systems at Scale:** Strong expertise and hands on across OpenAI, Claude, Gemini, LLaMA, LangChain, LangGraph, RAG, prompt + agent lifecycle governance.
- **AI Governance, Risk & Security:** Embed privacy enforcement, Crtic Bots, audit-ready observability, and policy guardrails.

Recent AI Leadership & Experience

- **AI Architecture Leadership:** Defined multi-year AI platform strategy, core standards, and governed delivery models enabling scalable GenAI adoption at TFS and Capital One.
- **AI Platforms in Production:** Delivered enterprise-grade AI/ML systems with MLOps controls, secure model access, and operational reliability.
- **Executive Partnership:** Trusted advisor to CIO-level leaders driving prioritized AI initiatives aligned to enterprise objectives.

- **AI Initiative-to-Production Execution:** Led AI initiatives through deployment, operational controls, and SLO-driven reliability. Examples include TFS's Commercial Lending Syndicate Loans AI platform and Capital One's MarTech AI services.
- **Executive Influence & Transformation:** Partner with CIOs, MVPs and SVPs, architects, security, risk & compliance and delivery teams to embed AI practices directly into engineering operating models.

- **Innovation & Thought Leadership:** 28 patents and extensive writing on AI platforms, distributed systems, and scalable architecture.

Career Highlights (Selected)

- **Toyota Financial Services:** Head of Technology Commercial Lending platforms; established a two-year roadmap and execution engine; delivered a new in-house Commercial Lending Loan Origination System in under six months.
- **Capital One:** Director, Marketing Technology & Analytics; set MarTech strategy to reduce vendor lock-in, elevate data governance, and align platforms to growth priorities; delivered $240M in revenue impact.
- **DellEMC (EMC):** Engineering leader for enterprise cloud & storage; defined hybrid cloud strategy and a two-year roadmap to prioritize resiliency, scale, and customer outcomes; led $11M programs.

What I Build (Platforms & Capabilities)

AI Platform Foundations

- Reusable APIs & SDKs for model access and orchestration
- Model selection & routing (policy-driven) across providers/models with fallbacks
- Model catalog with quality, latency, and cost tradeoffs for use-case fit
- LLMOps: evaluation, telemetry, regression tests, rollout controls
- Model registry, lineage, and reproducibility standards
- Reference architectures and golden paths for teams

Responsible AI & Governance

- Access controls and data entitlement patterns
- Risk classification by use case and model behavior
- Human-in-the-loop workflows for high-impact decisions
- Audit-ready logging and policy enforcement

Education & Credentials

- **Masters:** Information Systems, Nagarjuna University, India
- **Certifications:** AWS Solutions Architect • Java • SAFe

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