








Harini Gunabalan

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Product & Engineering Experience

SAP SE

Darmstadt & Walldorf, Germany

Senior Product Manager, SAP Cloud Identity Services

January 2021 – Present

- Senior PM of SAP Cloud Identity Services - a suite of identity services running on multi-cloud (SAP and hyperscalers - GCP AWS & MS Azure) to provide authentication, single sign-on, directory and provisioning capabilities.
- Drive provisioning of SAP Cloud Identity services to every SAP cloud LoB customer - increased service adoption by 3X.
- Lead executive level weekly meetings to track progress of a cross-board internal project that provides Identity Services for all cloud solutions of SAP (SAP SuccessFactors, SAP Ariba, SAP Fieldglass, etc.)
- Consistently awarded [SAP Catalyst for 2018, 2019, 2020](#) (Special executive coaching for top 5% who make SAP stand out).

Product Manager, SAP Business Technology Platform (BTP)

September 2017 – December 2020

- T-shaped Product manager of SAP BTP with following focus areas: multi-cloud strategy (GCP, AWS & MS Azure), [SAP cloud programming model – CAP](#), and document management services.
- Redesigning SAP BTP backing services strategy with [AWS Service Broker](#) ([GitHub link](#)), [Azure Open Service Broker](#), and [GCP Service Broker](#).
- Led re-designing and roadmap of SAP Document Center (an enterprise content management solution – Fiori, iOS & Android apps) involving 3 internal cross-continent teams and 1 partner teams, which led to an increase of sales by 5X times within 3 quarters.
- Created a roadmap and migrated over 50 geographically distributed enterprise customers from on-premise to cloud (including coordination with go-to-market, sales & presales from all regions).
- Drove Go-To-Market and field enablement sessions to win large new customers. Participated directly in some of the customer deals (over 1m EUR). Rollout of product and strategic content for internal and external audiences.
- Presented technical demos to C-suite executives (part of [SAP TechEd](#) keynote demos), and in MOOC courses with 15000+ audience

Software Engineer, SAP BTP

June 2016 – August 2017

- Implemented a Central Metering & Reporting Hub that collects usage information of 100+ cloud services to enable consumption-based pricing (pay-per-use) for customers.
- Persisted metering data into SAP HANA and automated view creation that generates bills for Customers.
- Connect SAP Analytics Cloud (an analytics SaaS app) to SAP HANA DB instances running in different data-centres (or) on-premise through cloud connector or SAP web dispatcher (a reverse proxy). Rolled this out as a hands-on session to over 100+ customers.

Master thesis research (Cloudwave, EU funded research project) & Intern, Customer Support EMEA

April 2015 – May 2016

- Implemented a Predictive Auto scaler for Cloud Foundry (SAP BTP). Monitored metrics: response time, incoming requests, CPU, Memory, Disk to make scaling decisions. Provided Feedback Driven Development for Cloud Apps as Eclipse plugins.
- This project won 3rd place in the [ACM Student research poster competition](#) in Grace Hopper Conference 2016, Houston.
- *Intern:* Service order processing in SAP CRM system, overview of App servers, log analysis and performance statistics reports.

Consulting Experience

DELOITTE

Bangalore, India

Business Technology Analyst

June 2011 – Sep 2013

- Provided custom SAP Business Suite solutions to 5 Fortune 500 Customers across Asia, North America, and Europe in: Consumer products, Healthcare, and Insurance industries. The solutions spanned across end-to-end core business process areas of the SAP ERP such as Sales and Distribution, Financial Accounting, and Inventory Management (SAP ERP Modules: FICO, MM, SD, HR, BP).
- Implemented ABAP programs and enhancements to SAP ERP systems to handle customer master data and transaction data.
- Migrated customers from older SAP R3 systems to the SAP NetWeaver stack.

Projects

Partner (Hyperscaler) collaboration

As a PM, worked with the hyper-scaler partners (GCP, AWS, MS Azure) in integrating SAP BTP with native hyper-scaler services using the Open Service Broker API approach([AWS Service Broker](#) ([GitHub link](#)), [Azure Open Service Broker](#), and [GCP Service Broker](#)). Led our product engineering team to sunset our backing services in order to provide backing services from the hyper-scalers.

Migrating Enterprise Customers from SAP Mobile Documents(on-premise) to SAP Document Center (Cloud):

As a PM, led a team from concept to launch of the hybrid (cloud + on-premise) version of a product to migrate customers from on-premise to cloud. Partial customer documents and workload was still kept on-premise thereby helping customers to take the hybrid approach (including connecting through iOS & Android apps to on-premise S/4 HANA content).

MS Azure Hackathon @ SAP:

Design and implementation of an Electric Car charging System that optimizes charging station utilization. This was simulated using the MS Azure devkit hardware, and the data was collected in the IoT Hub, processed via Azure functions and MongoDB and visualized in the Power BI Dashboard.

Context Aware Opportunistic Sensing: LocalSiri (Android App)

Design and implementation of a Sensing System that opportunistically collects data adapting to the User's device context. The app collects location information and implements a Location based forum, LocalSiri. IBM Bluemix provides mobile cloud services for Storage, Processing and push notifications (using Google Cloud Messaging).

Decentralized Social Networking using WiFi Direct: WiFriends (Android App)

Design and development of an app using Wi-Fi P2P API for the overlay creation and dynamically discovers peers in proximity to exchange profile information (JSON format) in a secure (a major concern in Ad Hoc communications) manner by data encryption using pre-shared key (AES 256) exchanged once via NFC, during adding friends.

Click [here](#) for Other projects

Education

Technical University of Darmstadt (Germany)

Master of Science – Distributed Software Systems

Oct 2013 – Aug 2016

CGPA 1.8 (Scale: Best 1.0 and Least 5.0)

Madras Institute of Technology, Anna University (India)

Bachelor of Technology – Information Technology

Aug 2007 – May 2011

CGPA 8.7 / 10

Public Speaking (Year: Event: Topic)

- 2020: OpenSAP Course (MOOC): Building applications using [SAP Cloud app programming model](#) (23k+ participants)
- 2019: AWS day, Walldorf: SAP BTP & AWS service broker integration
- 2019: D-KOM Karlsruhe: Developing apps using programming model on SAP BTP
- 2019: OpenSAP Courses (MOOC): [Cloud native development on SAP BTP](#) (31k+ participants)
- 2018: SAP TechEd, Las Vegas ([View in GitHub](#)): Hands on workshop on "[Build Node Applications using programming model](#)"
- 2018: [Next generation computing](#) at [Paderborn University](#) & SAP HANA Codejam at Frankfurt and Netherlands
- 2017: SAP Early Talent Summit, Germany: Technical overview of SAP BTP
- 2016: Grace Hopper Conference Poster presentation(3rd place): [DevOps Autoscaler and Critical Artifact Spotter](#)
- 2016: Student Opportunity Lab at Grace Hopper Conference: 'Speaking highly of your own work'
- 2016: European Conference of Service-Oriented & Cloud Computing, Vienna: [Feedback-Driven Development](#)
- 2016: SAP TechEd, Barcelona: [How to Run Simple in a Digital World with 5G](#)
- 2015: Google Developer Groups, Frankfurt: [Machine Learning using Tensor Flow Library](#) ([Youtube link](#))

Skills

Product:	Strategy & roadmap, prioritizing features, commercialization, market fit, functionality & usability testing, rollout
Languages:	Java, ABAP, Shell (Bash), JavaScript, Android, SQL, Node.js, ABAP, SAP UI5, REST APIs, Bootstrap
Platform/DB:	Cloud Foundry, SAP BTP, Elastic Search, SAP HANA, MS SQL, MySQL, Hibernate
Others:	Unix, Windows, Eclipse Plugin Development, LaTeX, Git, SVN, CI-CD (Jenkins), JIRA, Scrum, DevOps, MATLAB, Jmeter
Special Traits:	Customer first, growth mindset, quick learner, constantly learning new technologies, understand the market
Communication:	C-suite communication including hands-on demos; Go-to-market, sales & pre-sales enablement workshops; Collaborate with engineering, designers, presales, sales, consulting, customers, partners and varied stakeholders

Activities & Awards

- Spot Award winner @ SAP SE, Q4 2018, Q2 2019, Q3 2020 & SAP Early Talent Ambassador for Germany (Jan '17 – Dec '18)
- Travel grant to attend Grace Hopper Conference Houston, 2016, sponsored by TU Darmstadt, ACM and Microsoft research
- [ACM Student Research Competition 3rd place Winner](#) in the Graduate Category - Grace Hopper Conference, Houston, 2016
- SAP Berlin Hackathon Winner ([SAP Orchestra Solutions](#)), 2015 & RheinMain Hackathon Winner ([Student Overflow](#)), 2015
- Google travel grant winner to attend SREconEurope 2016 (Site Reliability Engineering), July 2016.
- Google travel grant winner to attend Hack in the Box Security Conference 2015, Amsterdam
- SAP Fast Track Award & SAP Peer to Peer Recognition Award winner, 2015
- Best student in Communication Networks by Prof. Dr. Ralf Steinmetz, 2015
- Reviewer of "Machine Learning with TensorFlow" video Tutorials with Packt Publishing
- Mentor-Big Sister Network, TU Darmstadt (2015 - 2017)
- Spot Award Winner @ Deloitte for technical mentoring of new-hires, & Oracle certified Java Programmer (100% score)