








# Harini Gunabalan

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## Product & Engineering Experience

### SAP SE

Walldorf, Germany

#### Product Manager, SAP Cloud Platform

September 2017 – Present

- T-shaped profile focusing on overall SAP Cloud Platform, leading the road-map and diving deep into multi-cloud strategy (with hyperscalers – GCP AWS & MS Azure), programming models, identity services, and document management services.
- SAP Cloud Platform integration with [AWS Service Broker](#) ([GitHub link](#)), [Azure Open Service Broker](#), and [GCP Service Broker](#).
- Lead executive level weekly meetings to track progress of a cross-board internal project that provides common cloud backend services for all cloud solutions of SAP (SAP SuccessFactors, SAP Ariba, SAP Fieldglass, etc.) to deliver the Intelligent Enterprise.
- 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 GTM, and defined field enablement material used by sales to win large new customers. Participated directly in some of the customer deals (over 1m EUR). Rollout of product and strategic content and information for internal and external audience.
- Hands-on experience in presenting technical demos to C-suite executives (part of [SAP TechEd](#) keynote demos), and analysts.
- Awarded as an SAP Catalyst for 2019 (Special executive coaching for top 10% who make SAP stand out).

#### Software Developer, SAP Cloud Platform

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 implemented an application to generate views that aggregate metering information, which eventually generates the 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)

July 2015 – May 2016

- Implemented a Predictive Auto scaler for Cloud Foundry (SAP Cloud Platform). 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 the 3<sup>rd</sup> place in the [ACM Student research poster competition](#) in Grace Hopper Conference 2016, Houston.

#### Intern, Customer Support EMEA

April 2015 – June 2015

- Service order processing in the SAP CRM system, snapshot overview of App servers, analysis of logs 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.

## Education

### Technical University of Darmstadt (Germany)

Oct 2013 – Aug 2016

Master of Science – Distributed Software Systems

CGPA 1.8 (Scale: Best 1.0 and Worst 5.0)

### Madras Institute of Technology, Anna University (India)

Aug 2007 – May 2011

Bachelor of Technology – Information Technology

CGPA 8.7 / 10

## Projects

### Partner (Hyperscaler) collaboration

As a PM, worked with the hyper-scalers (GCP, AWS, MS Azure) in integrating SAP Cloud Platform 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 a hybrid (cloud + on-premise) version of the 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 Mongo DB 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 Adhoc communications) manner by data encryption using pre-shared key (AES 256) exchanged once via NFC, during adding friends.

Click [here](#) for Other projects

## **Public Speaking Events (Year: Event: Topic)**

- 2019: AWS day, Walldorf: SAP Cloud Platform & AWS service broker integration
- 2019: D-KOM Karlsruhe: Developing apps using programming model on SAP Cloud Platform
- 2019: OpenSAP Courses (MOOC): Cloud native development on SAP Cloud Platform
- 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 Cloud Platform
- 2016: Grace Hopper Conference Poster presentation(3<sup>rd</sup> 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**

<b>Product:</b>	Strategy & roadmap, prioritizing features, commercialization, market fit, functionality & usability testing, rollout
<b>Languages:</b>	Java, ABAP, Shell (Bash), JavaScript, Android, SQL, Node.js, ABAP, SAP UI5, REST APIs, Bootstrap
<b>Platform/DB:</b>	Cloud Foundry, SAP Cloud Platform, Elastic Search, SAP HANA, MS SQL, MySQL, Hibernate
<b>Others:</b>	Unix, Windows, Eclipse Plugin Development, LaTeX, Git, SVN, CI-CD (Jenkins), JIRA, Scrum, DevOps, MATLAB, Jmeter
<b>Special Traits:</b>	Customer first, growth mindset, quick learner, constantly learning new technologies, understand the market
<b>Communication:</b>	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 & SAP Early Talent Ambassador for Germany (Jan '17 – Dec '18)
- Grace Hopper Conference, 2017 [Scholarship Reviewer](#).
- Participant of Tensorflow workshop, Women TechMakers @ Google Zurich, 2017
- Travel grant to attend the Grace Hopper Conference - Houston, 2016, sponsored by TU Darmstadt, ACM and Microsoft research
- [ACM Student Research Competition 3<sup>rd</sup> place Winner](#) in the Graduate Category - Grace Hopper Conference - Houston, October 2016
- SAP Berlin Innojam 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 (Special Mentoring and Workshops for top 5% Students) & SAP Peer to Peer Recognition Award winner, 2015
- Best student in Communication Networks by Prof. Dr. Ralf Steinmetz, 2015
- Spot Award Winner @ Deloitte for technical mentoring of new-hires, & Oracle certified Java Programmer (100% score)
- Reviewer of "Machine Learning with TensorFlow" video Tutorials with Packt Publishing
- Mentor-Big Sister Network, TU Darmstadt (2015 - 2017)