Harish Narain

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SUMMARY

Technical professional with an obsession for driving positive change in the world through technology. While being enthusiastic of the technology behind solutions, demonstrates ability in using lean startup principles to ensure user adoption and efficiency is encompassed into the development cycle.

EXPERIENCE

Microsoft   Sydney, Australia
Technical Architect   April 2014 - Current
Office 365 Center of Excellence

- Lead large scale deployments of Office 365 to enterprise customers across Asia Pacific. This included 100% seats deployed across Australia, Philippines, Hong Kong, Malaysia, and India.

- Decreased Office 365 FastTrack deployment times by 67% all while increasing active consumption. Using methods from lean manufacturing I was able to implement principles that decreased complexity to ensure customers quickly onboarded and started adopting workloads while iterative deployment changes rolled out.

- Using the automated FastTrack deployment program to highly regulated and security sensitive organizations. While these customers demanded highly bespoke and custom solutions, I was able to make data driven decisions on integrating learnings into the feedback loop. This ensured data drove the continuous and iterative improvements in deployment.

- Successfully landed the most competitive win globally for Microsoft. This was done with demonstrating how Office 365 product and delivery leadership stood out and ensuring it aligned with the customer's vision. Area leaders praised the style as being the most competitive without being combative.

- Successfully led highly regulated and security sensitive customers with network and security guidance to ensure their environments were ready to consume Cloud workloads.

Microsoft   Vancouver, British Columbia
Technical Architect   May 2012 – April 2014
Americas Cloud Services

- Delivered the first largest Office 365 deployment using the automated FastTrack program. When complete this was the largest Office 365 deployment globally at 145,000 seats. The deployment was the benchmark that future deployments went on to meet and exceed.

- Created tooling and processes for performing tenant to tenant migrations. This ensured companies were able to utilize the Office 365 service to succeed in their merger/divestiture/consolidation initiatives.

- Created tooling and processes for providing multi-organizational companies who share branding and namespaces to collaborate using Office 365. This was done by integrating cross divisional teams in identity, messaging, etc. to deliver a holistic solution that was simple to deliver and support.

Avanade   Vancouver, British Columbia
Group Manager   November 2011 – May 2012
Enterprise Services

- Managed architects and consultants across Canada.

- Drove 200% growth of team by aligning to forecast of the services pipeline.

- Created specialized virtual teams across Canada and the US working on complex migration engagements.

AWARDS

- Microsoft – Most Competitive Win
- Microsoft – Circle of Excellence
- Microsoft – Delivery Excellence Award – Most Seats Deployed
- Microsoft – Consistent Top Box CSAT ratings