Name Prefix	MR
Full Name	VINOD
Career	GMIT
Admit Term	2015-16 Term 1
Applied Term	2015-16 Term 1
Application Number	08309447
Application Date	16-MAR-2015
System ID	01314653

Choice of Programme
_____

Choice 1	(510) - Master of IT in Business	Full-Time
Applied Term	2015-16 Term 1	
Acad Plan	Analytics	

Personal Details
_____

Family Name/Surname	SUBRAMANIAN
Gender	Male
Date of Birth	12-APR-1972
Country of Birth	India
Ethnic Group	Brahmin
Marital Status	Married
Singapore Citizen Status	Foreigner
Nationality	India
NRIC/FIN	
Religion	Hinduism
PR Expiry Date	
Passport Number	G1644871
Email Address	vinodsubramanian@hotmail.com

Address
_____

Home Address

Country	India
Address 1	Flat # 1001, 10th floor, Birch Block, A Wing
Address 2	Salarpuria Greenage Apartment Complex,
Address 3	Hosur Main Road,
Address 4	Bommanahalli
City	Bangalore
Postal Code	560068

Mailing Address

Country	India
Address 1	Flat # 1001, 10th floor, Birch Block, A Wing
Address 2	Salarpuria Greenage Apartment Complex,
Address 3	Hosur Main Road,
Address 4	Bommanahalli
City	Bangalore
Postal Code	560068

Phone
_____

Home Number	
Mobile Number	+91 9663397112

Full Name   VINOD
Application Number   08309447

Emergency Contact
_____

Name   ANURADHA VINOD
Relationship   Wife
Country
Contact No   +91 9632221282
Phone Type   CELL
Occupation   Pediatritian
Employer   Manipal Hospital, Bangalore
Email Address   sreeram_anu_b@yahoo.com

Education
_____

Undergraduate Medium of Instruction   English
Degree pursued on-site   Y

Year Graduated   1998
Programme Type   Full Time
College / University   WELINGKAR INSTITUE OF MANAGEMENT DEVELOPMENT AND RESEARCH / UNIVERSITY OF MU

Degree   MASTERS IN MANAGEMENT STUDIES
Area of Study   Business/Economics
Major   FINANCE
GPA or Equivalent   67.17
Honours Category
Comments

Year Graduated   1993
Programme Type   Full Time
College / University   SARDAR VALLABHBHAI REGIONAL COLLEGE OF ENGINEERING AND TECHNOLOGY / SOUTH GU

Degree   BACHELOR OF ENGINEERING
Area of Study   Engineering
Major   MECHANICAL ENGINEERING
GPA or Equivalent   68.6
Honours Category
Comments

Year Graduated   1989
Programme Type   Full Time
College / University   SIES COLLEGE OF ARTS, SCIENCE AND COMMERCE \ MAHARASHTRA STATE BOARD- MUMBAI

Degree   HIGHER SECONDARY CERTIFICATE
Area of Study   Science
Major   SCIENCE
GPA or Equivalent   83.83
Honours Category
Comments

Year Graduated   1987
Programme Type   Full Time
College / University   ST. SEBASTIAN'S HIGH SCHOOL / MAHARASHTRA STATE BOARD
Degree   SECONDARY SCHOOL CERTIFICATE
Area of Study   Others
Major   SCHOOL SUBJECTS
GPA or Equivalent   82
Honours Category
Comments

Test Scores
_____

Full Name   VINOD
Application Number   08309447

<u>GMAT</u>
Date of Registered GMAT   25-APR-2015

<u>English Proficiency</u>   <u>Month/Year Taken</u>   <u>Score</u>   <u>Data Source</u>
IELTS   05/2014   8   Self-Rpted

Co-curricular Activities (CCA)
───

-- No Co-curricular Activities (CCA) --

Languages
───

-- No Language Details --

Memberships / Professional Qualifications
───

Professional Body / Memberships   PROJECT MANAGEMENT INSTITUTE
Position / Designation   MEMBER
Begin Year   2006
End Year   2007

Professional Body / Memberships   APMG INTERNATIONAL
Position / Designation   SUCCESSFUL CANDIDATE REGISTER- PRACTITIONER
Begin Year   2008
End Year   2013

Honours and Awards
───

Honour or Award   First Prize Award for Book Presentation
Issuing Organisation   Mahindra & Mahindra Ltd.
Received Year   2000

Honour or Award   Certificate of Achievement for LIPIX pursuit win
Issuing Organisation   Computer Sciences Corporation
Received Year   2010

Honour or Award   Cash Award for White Paper-"Prioritization.."
Issuing Organisation   Computer Sciences Corporation
Received Year   2012

Honour or Award   Honorary Mention. CADSWhitepaper-Top 17 of 104.
Issuing Organisation   Computer Sciences Corporation
Received Year   2014

Publications
───

-- No Publications --

Work Experience
───

Full Name   VINOD
Application Number   08309447

Total Years of Experience   18

Organisation   Computer Sciences Corporation, Bangalore, India
Start Date   01-OCT-2008
End Date   01-MAR-2015
Job Designation   Advisor Sales Solution
Annual Salary   Between $ 80,001 to $100,000 in Indian Rupee
Industry Code   Information & Communications

Job Responsibility

Current 1. Provide appropriate sales support leadership to bids and renewals 2. Provide leadership
and strategic guidance during the solution development process to ensure bridging of the gap between
business problem faced by client and benefits available from company solutions and services 3.
Translate customer requirements into operational strategies associated with each solution and
offering to ensure client needs are met in a cost-effective and timely manner 4. Support the
opportunity qualification process to ensure that win rate targets are achieved or exceeded 5. Be an
expert with regard to the competitive position and the capabilities and vulnerabilities of CSC
competitors   Others 1. Strategic Account Transformation 2. IT Program Management and Delivery
Oversight 2. IT Project Management and Operations

Organisation   Cambridge Technology Enterprises, Hyderabad, India
Start Date   01-JUN-2003
End Date   01-JUL-2008
Job Designation   Senior Project Manager
Annual Salary   Between $ 40,001 to $50,000 in Indian Rupee
Industry Code   Information & Communications

Job Responsibility

1. Plan, organize, direct, control and coordinate IT projects.   2. Accountable for operations,
resourcing, scheduling, prioritization and task coordination, project milestones, objectives and
deliverables within agreed time, quality and costs 3. Involved in all project phases: initiation,
planning, execution, monitoring, controlling and closure 4. Participate, review and approve effort,
time and cost estimates for all projects 5. Direct IT operations and setting priorities between
development, maintenance and operations 6. Monitor and track Project Performance using Project
Management tools (Microsoft Project Plan) 7. Monitor and track cost and profitability of existing
projects, including revenue, operating and contribution income, billing performance, resource
utilization and turnover 8. Manage utilization, provide an accurate forecast of utilization and
manage bench   9. Lead quality initiatives, adopt best practices and achieve continuous improvement
  10. Lead requirement gathering and prototype development workshops with client end users 11. Lead
product rollouts in client geographies 12. Plan and execute Train-the-trainer programs for Client
end users 13. Manage development, review and approval of all project related deliverables 14.
Manage and Support implementation of 3rd party IT data centre, infrastructure (HW/SW) sizing and
procurement, database backup & recovery, business continuity and disaster recovery   15.
Responsible for monitoring and review of service level expectations 16. Responsible for initiating
and obtaining Customer Satisfaction Surveys 17. Ensure project level reporting and stakeholder
meetings and reports 18. Organize and participate in Steering Committee Meetings with internal and
external customers 19. Manage Project Managers, Architects, Developers, Business Analysts and sub
vendor resources 20. Participate and monitor releases, change control and configuration management
activities 21. Direct the selection and staffing of project resources 22. Plan and provision user
trainings and certifications 23. Set Key Result Areas and Performance objectives for resources and
conduct performance feedback and appraisals 24. Implement the processes in accordance with the
security of IT systems and Information Management 25. Support Sales Process in new business and
renewals

Organisation   Tata Interactice Systems, Mumbai, India
Start Date   01-JUN-2000
End Date   01-JUN-2003
Job Designation   Chief of Production- Education/K12
Annual Salary   Below $ 20,001 in Indian Rupee
Industry Code   Information & Communications

Job Responsibility

1. Plan, organize, direct, control and coordinate custom elearning projects. 2. Accountable for
delivery of multiple custom elearning projects (like ebook conversion, multimedia programming and
animation led projects) within defined time, quality and cost 3. Accountable for operations,
resourcing, scheduling, prioritization and task coordination, project milestones, objectives and

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d time, quality and costs 4. Involved in all project phases: initiation, planning, execution, monitoring, controlling and closure 5. Execute Project management, Process management, Quality assurance 6. Manage Offshore Development Centre for clients 7. Participate, review and approve effort, time and cost estimates for all projects 8. Manage development, review and approval of all project related deliverables 9. Monitor and track cost and profitability of existing projects, including revenue, margins, billing performance, resource utilization and turnover 10. Manage utilization, provide an accurate forecast of utilization and manage bench 11. Internalize optimal processes, implement quality initiatives (CMM Level 5i and PCMM Level 5i), adopt best practices and achieve continuous improvement, cost reduction & cost avoidance, by being innovative 12. Responsible for initiating and obtaining Customer Satisfaction Surveys 13. Ensure project level reporting and stakeholder meetings and reports 14. Manage and be responsible for technical staff, animators, graphic designers, Content writers instructional designers and other project resources 15. Participate and monitor releases, change control and configuration management activities 16. Work with recruitment team for implementation of resource strategy• Coordinate with training and human resources for Skill and resource development 17. Plan and execute Train-the-trainer programs for Client end users 18. Set Key Result Areas and Performance objectives for resources and conduct performance feedbacks and appraisals 19. Implement the processes in accordance with the security of IT systems, data governance and management norms. 20. Support Sales Process in new business and renewals

Organisation   Mahindra & Mahindra Ltd. Mumbai, India
Start Date   01-JUL-1998
End Date   01-JUN-2000
Job Designation   Section Executive
Annual Salary   Below $ 20,001 in Indian Rupee
Industry Code   Manufacturing

Job Responsibility

1. Marketing- Implementation of Dealer Marketing programmes and IT enablement programme across India for FES Marketing 2. Purchase- Implementation of Stock Management System using MSAccess for AD Purchase 3. New Product Development - Program Management Support for New farm equipment product (Tractor) development 4. Materials Control Department- Procurement and Purchase function

Organisation   Reliance Petroleum Ltd., Mumbai, India
Start Date   01-OCT-1994
End Date   01-AUG-1996
Job Designation   Engineer Marketing
Annual Salary   Below $ 20,001 in Indian Rupee
Industry Code   Others

Job Responsibility

1. Field Sales of Petroleum products 2. Retail and Industrial Sales 3. Petroleum Operations (at petrochemical plant)

Referees

Name   MR. VENKATARAMAN KUMARASWAMI
Organisation / Position   Computer Sciences Corporation (CSC) / Manager, Sales Solution
Address   4831 Knights Branch Dr, Sugar Land, TX 77479, USA
Phone   +1 832 284 5139
Email   venkataraman.kumaraswami@gmail.com

Name   MR. SHAILENDRA C DIWAN
Organisation / Position   Computer Sciences Corporation (CSC) / Associate Director- Program
Address   CSC, Augusta, EGL Biz Park, Intermediate Ring Road, Bangalore- 560071, India
Phone   +91 9845068807
Email   sdiwan2@csc.com

Source of Information

Full Name   VINOD
Application Number   08309447

Source of Information about SMU

SMU Website

Personal Statement
_____

This is a write-up that explains why you wish to enter the Master of IT in Business programme, in
what ways you believe you are qualified, and your future career aspirations.
As I approach my career "half-life", I am confronted with two choices. One, continue to do what I am
doing on the generalist path or two, chalk the path to a more fulfilling career. So I decided to
look at my past and connect the dots for insights about myself. I was looking to find those
experiences that had kept me fully engaged, kept me awake all night, and had driven me passionately
to fulfil the task. Some of those that I had listed included;   1. In 1995 at Reliance Petroleum, a
lead received during one my field visits got me all excited. It seemed I had stumbled on a new
market for Kerosene fuel. It took me to a granite factory in a remote village near Ichalkaranji
(Western India). At the factory I watched the entire operation, worked out the fuel consumption and
extrapolated the market for the fuel. I spent the night putting together a detailed technical paper
and submitted it to my headquarters. Personally I was super thrilled with my effort. RPL's President
Mr. P Raghavendran called me the next day and lauded me on my leadership and the quality of the
report.   2. Mahindra & Mahindra (M&M) the most anticipated organization was coming to B-School
campus for their recruitment drive. 1998 was a tough year, jobs were scarce and competition was high
for the two openings. I spent the night before the D-day to collect ten year stock and financial
performance of M&M and their competition, analyzed and calculated the Earned Value. During the
face-to-face interview I got an opportunity to present my analysis. The passion and effort landed me
the job. 3. Closer to present, in 2013 at CSC, I was assisting my leadership to turnaround a report
on America region account performance. I had self learnt the Tableau tool and found an opportunity
to use it to draw insights and help visualize the Net Promoter Score (NetPS) performance in the
region. Overnight, I got the raw NetPS survey data massaged, drew visualizations and identified the
top performing and non-performing factors. The visualizations gave good visibility to leadership and
were highly appreciated.   There were five attributes that I learnt about myself from this
self-evaluation, namely; 1. Passion to source data and information 2. Patience and comfort in
handling data 3. Eagerness to try something new to make sense from data 4. Bring out my innovative
best when fully engaged 5. Last but not the least, drew lot of self-satisfaction   These
attributes drew me towards "data and analytics" as the area I wanted to be involved in my career.
  My years in sales solution and Big Data & Analytics consulting practice, gave me the opportunity
to closely work with sales teams and customers across regions. Some of the trends I saw included:
  1. Customers are recognizing the importance of SMAC (Social, Mobility, Analytics and Cloud) for
competitive differentiation 2. Customers are undertaking application and infrastructure
modernization programs to consolidate and modernize most of their legacy stack and free up cash for
adopting SMAC initiatives 3. Customers are connecting their customer facing applications with their
operational/enterprise applications to gain insights from integrated data 4. Analytics is amongst
the top priorities for the CIO and business managers. More and more IT services vendors are bundling
analytics as a value added offering along with traditional offering   The underlying asset driving
all this disruption and transformation is "Data" and customers are racing ahead to harness this
quickly. Data and analytics are spawning a new revolution similar to what Internet and web did in
2000.   To be ready to manage the transformation, it meant I had to specialize and pick up next
generation skills. I am fully convinced on the need for specialization and data/analytics as the
area of choice.   Five key reasons that I believe SMU's MITB programme is the right way ahead to
meet my career aspiration include: 1. Opportunity to get exposed to analytics, domain and
technology and experience how value gets built for business 2. Be in Singapore- the hub of
analytics in the region 3. Access to SMU SIS labs and research centres for hands on application and
experiments 4. Industry attachment that provides a real time work experience while studying
  5. MITB seminars that allow to gain further insight and opportunity to network   "Intellectuals
solve problems. Geniuses prevent them."- Albert Einstein   My skills in managing data and applying
analytical approaches gained during MITB coupled with the required intuition and innovation drawn
from past experiences will help me approach and address customer problems differently. The approach
will be based on using insights to solution proactive fixes, so that problems do not occur or occur
with managed risk. This would be a true "Left Shift" approach in Lean Transformation.   There are
two challenges that I want to explore during my MITB programme. These are in the healthcare sector.
  1. "Empowering the population with information to manage their health decisions and providing
greater access to care when needed and at the right cost".   2. "Draw insights from disparate data,
such as consumer demographics / consumption / behaviour, drug-allergy data, patient health data,
etc. to provide a holistic patient profile for health practitioner, thereby increasing accuracy in
diagnosis and treatment with improved health outcomes".   I would like to undertake projects that
explore such challenges and which calls for an intersection of analytics, healthcare (provider,

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                         iences and pharmaceuticals), integrated technology (social, mobile, cloud),
public health and government. The access to use and experiment in SIS labs such as SMU-Alexandra
Health T-Lab, Living Analytics Research Centre, SMU-TCS iCity lab under the guidance of the faculty,
and in collaboration with Industry experts and peers will provide the right ecosystem and
opportunity.   I would want to use my MITB programme to specialize in data and analytics and take
steps towards making my next half-life count. To quote Albert Einstein: "Not Everything that can
be counted counts;   And not Everything that counts can be counted"

Financial Support
_____

Scholarship / Awards / Fellowship
Others   Student Loans
Self Support

Scholarship
_____

Interested in applying for scholarship
Joining programme is contingent on SMU scholarship

Internship
_____

Interested in applying for internship position

Disability / Special Needs
_____

-- No Disability / Special Needs --

Supplementary Questions
_____

Previously applied for graduate admission in SMU   N
  Programme
  Date Applied

Pursuing other programme currently   N
  Programme Details

Do you have any criminal record?   N
  Details

WDA ICT-STEP scholarship (only for Singaporeans with a sponsoring company) Please indicate if you
would like to apply for this scholarship.
N

Kindly specify the track that you are interested to pursue for the Master of IT in Business.   (1)
Financial Services (2) Analytics
(2) Analytics

Attachment
_____

Item   1

Filename   01314653GMIT112015-03-16-01.10.56CV-Vinod_Subramanian.pdf
Description   Current CV / Resume*

Full Name   VINOD
Application Number   08309447

Item   2

Filename   01314653GMIT122015-03-14-19.42.53Copy_of_Academic_Transcripts.zip
Description   Academic Transcripts / Certs