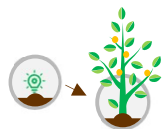


## Transforming Businesses



### Startup

- Founder of Software Development Company – Established multi million-dollar business from scratch in less than two years
- Strategized and delivered back to market in record 4 quarters for a Startup
- Established Strategic Delivery organization from scratch for multiple Companies/Organizations



### Add-on Sales

- Grew Managed Services portfolio ADM accounts worth 300M+ by 5% add on sales in addition to year-on-year savings of more than 8% on existing accounts
- Established and grew ADM Consulting business from \$2+ M to \$7+ M in a year
- Converted Scope Creep into Add On sales creating Win-Win for both Customer and organization
- Created several new multi million-dollar Initiatives through Innovation and modernization



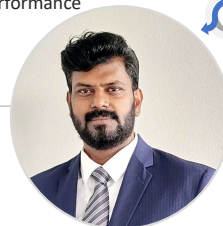
### Game Changer

- Turned around several underperforming Delivery Organizations to the Top performing entities for top tier telecom providers



### Technology Leadership

- Architected and developed several telecom OSS applications and tools for top tier telecom companies across a breadth of domain from Radio Frequency optimization, Network Performance Management, Engineering Drafting, Robotic process automation
- Extensive technology breadth from monolith applications to distributed Cloud Solutions



**Baskaran K**

Head of Product Engineering

## Delivery Excellence

### Management Lead



- Product Strategist, Product Management, Program Management, Services Delivery Management, Business Development
- Software SDLC, Release/Feature management, Resource Capacity optimization, Working Level Agreement, Cost center management, Budget & Cost Reduction, Profit & Loss
- Presales, Due Diligence, Risks Assessment, Solution Assumptions & Dimensioning, SOW Statement of work



### Customer/Vendor Management

- Client Relationships, Outsourcing and Vendor/Partner management, Manufacturing partner engagements, Negotiation, Tradeoffs



### Team Management

- People Management, Global Cross functional team management, Team building and Mentoring, Influencing, Persuading, Delegating, Conflict resolving



### Global Delivery

- Spearhead designing Delivery Framework to meet SLAs for variety of Objects of Service
- Established seamless Delivery invariable of the resource location through Tools and Innovation



### Process

- Agile Scrum, Kanban, Incremental, Waterfall model, CMM & CMMi, Six-sigma, ITIL v3 Service Delivery, Scope Management, Requirements Analysis, Delivery scheduling across releases/deployments, Retrospective and continuous process improvements, Project closing and Knowledge base development

## Technology Leadership

- ADO, Jira, MS Project, VersionOne, Visio, MS Office, Workzone, ServiceNow, Remedy, HP Service Manager
- C#, ASP.net, MS SQL Server, C, Ubuntu, Yocto Linux, Tableau, Splunk, Elasticsearch, Rabbit MQ, Logstash, Oracle, My SQL, ClearCase, Linux, Hyperledger Fabric Server, Golang, ReactJS, CouchDB, S3, Kubernetes, Kafka, Jenkins

## Experience



## Education

- Master of Technology (Information Technology) - Jan '02
- Bachelor of Technology (Electrical and Electronics) - May '99

## Certifications

- Project Management Professional (PMP)
- Microsoft Certified: Azure Fundamentals
- ITIL® Foundation Certificate in IT Service
- etom - Business Process Framework
- Six Sigma Yellow Badge

- PMI
- Microsoft
- AXELOS
- TM FORUM
- Motorola

## International Publications

- "State Based IoT Security for Tamper Prevention" at ICIIA 2021
- Risk Assessment Framework for Global Software Development" Springer 2018
- A design to measure risk of global practitioners at CAST 2016

## Awards

- Excellence Award – BlueArmor – Dec 2021
- Employee of the Quarter – Ericsson Inc – Mar 2017
- eStar Leadership – Ericsson Inc – Sep 2015
- Employee of Quarter – Ericsson Inc – Feb 2014
- Power Award – Ericsson India – Sep 2011
- Bravo Award – Motorola India Pvt Ltd – Apr 2008
- Bravo Award – Motorola India Pvt Ltd – Jan 2007