

PROFESSIONAL BACKGROUND

Aman brings over 20 years of experience in Data and Analytics Strategy, Data Management, Business Process Re-Engineering and Organization Change Management. He has led large, highly-visible projects in Data Management, bringing a vast experience in transforming organizations through Data Modernization, Data Governance and Analytics. His strong analytical and technical skills combined with effective management and leadership abilities enable the delivery of cost-effective solutions to complex business problems. Mr. Garg develops leaders, builds high performance teams and influences change in organizational culture within the business and technology teams that collaborate to leverage their data assets improving operational efficiency and use data analytics to grow their business.

SELECTION OF RELEVANT EXPERIENCE

Healthcare Enterprise Data and Analytics Strategy Consultant

One of the largest Healthcare Providers in the United States, was embarking on the effort to enhance their Data and Analytics capabilities. This effort was part of a larger initiative to achieve sophisticated use of nimble, scalable, governed data and analytics platforms to provide actionable information to enable their tripartite mission: healthcare delivery, discovery, and education. They need to provide real-time and strategic resource decisions, supported by a blend of historical, predictive and prescriptive data, analyzed to create actionable insights to identify and recommend clinical and operational improvement opportunities. One of the key objectives was to provide the patient, provider, clinician and employee with enhanced experience, through easily retrievable and usable information across the system of care. Mr. Garg led a very detailed assessment, defining the Data and Analytics Strategy, including technology and vendor selection, future state capabilities roadmap, governance and organization structure, both technical and business SME's. The phased approach with dependencies and education of the key stakeholders, enabled the client to get approval to implement a multi-million-dollar roadmap and start executing on the initiatives as Mr. Garg had defined.

Data Strategy Consultant and Product Owner for SaaS product

Mr. Garg was engaged by a large manufacturer as a product owner to assess their SaaS offering to major retailers across the globe. The aim was to reduce cost in their refrigeration units, through recommendations to reduce energy consumption and improve efficiency, improve case performance and increase equipment reliability. The product collected data from the retail refrigeration units near real time providing recommendations through data science and engineering algorithms. The client engaged Mr. Garg to provide guidance on scaling the product, their ability to market and increase the product profitability with an aggressive growth plan in multiple countries. Mr. Garg provided leadership in redefining the Data and Analytics Platforms, IOT Strategy, Development and Delivery Model, New Features turnaround using DevOps delivery methods in Data Science and Advanced Engineering Analytics. Mr. Garg led the team to define a Marketing, DevOps, Operations, Delivery and Post-Sales Support Roadmap. Mr. Garg redesigned the data architecture and data flow in the Azure Platform with IIOT, Edge Computing, Time Series Database Technologies, Data Science Tools, and a roadmap for reducing the cost of delivery and increasing the revenue per client. Mr. Garg provided leadership as a product owner to transform the Go-To Market Strategy, Client Onboarding and Post-Sales Support.

Industry Experience

- Financial Services
- Healthcare
- Life Sciences
- Retail
- Manufacturing
- Distribution & Logistics
- Automotive
- Real Estate
- Restaurant
- Aviation

Functional Expertise

- Digital Transformation
- CRM; CLM; Customer Science
- Fraud Detection
- Marketing and Sales
- Supply Chain
- Revenue Lifecycle Management
- Sourcing; Vendor Management
- Product / Pricing Strategy

SELECTION OF RELEVANT EXPERIENCE

Data Strategy Implementation Lead

A genetics healthcare client grew through acquisitions of 4 companies with more than 14 products in 20 countries. They needed assistance in consolidating their Data Management Capabilities. Mr. Garg led the effort to define the Data Strategy and plan for the consolidation of their Data Platforms, Processes and Team Structure. These included platform rationalization, streamlining processes, defining their DataOps methodology, merging teams, training and coaching the team to deliver incremental business value. As part of their CRM (SalesForce) platform consolidation initiative, Mr. Garg architected the Product Master and Customer Master Platforms laying out the Data Governance and Data Quality Roadmap leading the implementation effort, while coaching the IT Leadership to build a high-performance Data Management and Analytics team.

Data Management And Analytics Strategy Consultant

A large automotive client, having recently acquired 2 new logistics companies as part of their automotive portfolio of 24 companies, needed help with maturing the data analytics capabilities for their logistics portfolio. Mr. Garg and a team of 2 other SEI'ers, within the first 3 months augmented the clients existing team, maturing their data analytics capability through re-architecting, incremental data automation (weekly to 15 minutes updates), redesigning their tableau workbooks from descriptive to diagnostic and in some cases predictive. Mr. Garg conducted a Data Management / BI assessment and laid out an 18-month roadmap/execution plan. This included leadership changes and realignment, team restructuring, data governance and ownership framework, data analytics adoption, reporting re-platforming, tools evaluation, and initiatives integrating data with other portfolios. Mr. Garg led the execution of all the initiatives of the roadmap, continuing to mature the data management and analytics capabilities. In addition, he led several analytics workshops with the business leaders to help coach them make business decisions through data insights, increasing their confidence and reliance on their data assets. In less than 6 months, Mr. Garg was able to transform the organization capabilities through his leadership and establishing an incremental business value delivery methodology, using the Safe Agile methodology.

Data Management Strategy Consultant and Architect

The client sponsor, having newly acquired the responsibility of the Data Management portfolio, needed help understanding their current state and determine why the business was frustrated with the lack of delivery from this group in spite of millions of dollars spent. Mr. Garg conducted Data Management and BI/Analytics Assessment, determined the root cause of the challenges and laid out a roadmap consisting of over 7 large and critical initiatives, some of which included consolidating the MDM and EDW Platforms, Reporting re-platforming, influencing leadership changes, growing the team from 12 to over 35 people. In less than 8 months Mr. Garg led the client to build a new leadership team of more than 6 people. Mr. Garg led the various teams to work collaboratively with the business and deliver incremental value leveraging the agile delivery framework.

Technology Expertise

- Data and Cloud Platforms
- Data Governance Tools
- Data Integration / Data Quality
- MDM
- Advanced Analytics and Visualisation
- MDM / CDP

Methodologies

- Agile/Scrum
- DataOps / DevOps
- MDM/DW/Datalake
- Data Integration
- Data Governance
- ADKAR

Deliverables

- Data And Analytics Strategy
- Data and Technology Architecture Designs
- Strategy implementation Roadmaps and Execution Plans
- Business Analytics Organization
- Data Management leadership and Team Design
- OCM Execution Plans
- Demand Management Framework