Nitesh Kumar
Cell +91-9890042011
Email: niteshnitin83@gmail.com
Location: Pune

Professional Summary   Current Org: Infosys *Previous Orgs:* wipro Capgemini Mphasis Tech Mahindra

Lead Solution Anchor & Seasoned professional (Overall 15+yrs exp) with Infosys (CIS)since Nov'2021 driving RFx proposal submission of pursuits ranging in TCV (Total Commercial Value) from $ 10Mn to $ 450Mn across all geographies. In depth experience in all aspects of bid management process, requirements gathering, solution anchoring/architecting, solution presentation, due diligence exercise and contracting. Day in a life encompasses below activities:

- Work with sales leads to understand the RFx requirements, understand customer IT landscape and business priorities to identify and position appropriate solutions
- Participate in all presales activities to ensure putting best foot forward in writing winning proposal leading to enhanced deals win ratios.
- Work with strategic partners/OEM partners to define and drive effective and efficient integrated solutions and propositions.
- Defining win themes/solution tenets for the RFx responses and work with multiple PUs (Practice Units). Finalize and document solutions from individual Infrastructure technology tower teams.
- Own the overall solution framework and be the technical solution anchor for the solution, recommend transformational solutions and service improvements across solution towers
- Finalize right and best fit solution strategy based on the customer's requirement and customer's IT Infra landscape
- Work with larger Organization Internal teams in creating overall value proposition, leading the opportunity pursuit as single point of contact for the technical solution
- Play a key and lead role in overall Solutions defence to the customer
- Involve in Proactive pitch for existing customers and drive Innovation specific agenda new age solutions for our strategic customers to position as digital transformation partner.

Previous work Experiences

1. **Presales Solution Architect- Datacenter & Hybrid Cloud** with **Wipro** since Aug 2019, and primarily engaged in designing integrated architectures & developing Cloud and Data center solutions for Large enterprises in technologies like compute, storage, backup, asset re-location, virtualization, transformation, facility consolidation, public cloud and operations.

Experience Summary
- Solution designing and formulation pertaining to Data Center transformation, hosting, virtualization, and migration; responding to RFPs from global customers across the Americas, Europe, and Asia Pacific regions.
- Experience in driving DC transformation & Hybrid Cloud solution, Solution defense, RFP, RFI, Inventory Analysis, Due Diligence (DD), Solution Pricing, Technical Presales responsibilities.
- Translate customer requirement into competitive solutions and proposals, including overall value proposition, transformation solution, technical implementation approach, milestones and timelines.
- Analyzing the complete inventory of the customer and design a solution by introducing new technologies.
- Create high-level conceptual, logical and physical architectures design documents, for multi-million-dollar outsourcing opportunities.
- Developing solutions for large scale global enterprises in the area of data center technologies like servers, storage, backup, migration, asset relocation, virtualization, transformation, disaster recovery and facility consolidation.
- Drawing compressive project plan and execute data center migration, DC and asset consolidation and transformation projects
- Engage hosting and OEM partners and design customized target hardware architecture for customers.
- Conduct due diligence and identify transformation opportunities resulting physical footprint reduction and cost optimization.
- Excellent track record of managing the activities pertaining to Infrastructure Planning, Designing, Strategy, Operations, Optimization and Quality
- In-depth knowledge of OS platforms, Database management, Public cloud and Virtualization concepts and CMP tools
- Technology evaluation, POVs, POCs and cost benefit analysis. Preparing Bill of Materials (BOM) in discussion with different Hardware and Software OEM(s)
- Work closely with OEM Partners to qualify right fit products both from a technical and commercial perspective.
- Attend industry trade shows, seminars sessions to promote products and services.
- Hybrid Cloud Solution and Design: end to end stack design , integration and security, Experience in - Cloud platforms - AWS, Azure, VMC on AWS, Private Cloud.
- Responding to global IT infrastructure RFIs/ RFPs by analyzing end-to-end system requirements and current landscape to ensure that appropriate infrastructure is designed and implemented
- Perform competitive analyses of various infrastructure products for compute, storage, connectivity and hosting.

- Working closely with the customers, business teams, Program / Project Management team, to provide technical solutions – Identified requirements, including technical details sufficient for product definition.

Achievements
- Gained expertise on complete infrastructure solution components – Compute, Storage and backup with added experience on Compute, virtualization and Cloud solutions.
- Hands on experience on data gathering by deep diving into detailed customer data during Due Diligence.
- Good hands on experience on multiple MVDs and Solution Defense presentations with Global Customers.

Strengths:
- Solution Architecture
- Team Building & Leadership.
- Good CRM skills.
- Product Development.
- Drive for results.
- Mentorship skills.

2. **Worked as** a **Senior Cloud Consultant** within **Cloud Foundation Services, Cloud Design** BU of Capgemini Ltd, Enterprise Cloud Enablement - Strategy & Technology Consulting (**Sep'16- Jul'19)**

- Map and assess client /business requirements, finalize technology platforms, select appropriate techniques and provide customized datacenter transformation solutions.
- Perform gap analysis & evaluate the pain areas to arrive at appropriate migration approach while consolidating data center.
- Working on end-to-end lifecycle of IT outsourcing engagements, starting from RFI / RFP until transition / transformation and BAU handover.
- Cloud Strategy & Assessment: Cloud Business case development, roadmap and planning.
- Cloud readiness maturity assessment, Planning and assessment of cloud solutions/platforms, Application assessment and migration planning, TCO comparisons and vendor evaluation.
- Cloud Architecture: Develop cloud reference architecture, Define target state cloud architecture, Experience with private and public cloud architectures, pros/cons, and migration considerations.
- Defining Cloud Transformation Roadmap and future state vision. Active involvement in all Project life-cycles starting from RFP Evaluation, Solution understanding, finding gaps and recommendation, classify the scope, estimate commercials, forecast project timelines and finally project lead and implement the projects.
- Able to Design & Implement IT Infrastructure solutions in Public Cloud, and Operates as knowledge expert or research point-of-contact for designing or migrating applications to cloud technologies including sizing & configurations.
- Responding to RFPs/RFIs, preparing technical write up for Bid response, and preparing Optimized solutions working with OEM and partner Vendors to Understand Their Offerings, Pricing and Provide a Cost-Effective Solution to customer.
- Understanding off Multiple Geographies and Domain/Industry-Specific Regulatory and Compliance Challenges, Their Impact of Non-Compliance & Cost, And Providing Solutions to Meet Them.
- Strong understanding of installation, configuration, and maintenance of operating systems, application software, cloud environments, networking, virtualization technologies (compute, storage, and networking), disaster recovery and business continuity solutions
- Ability to Create Transition and Transformation Solutions with a Futuristic Mindset and Industry Trends. Consultative approach, strong business acumen and commercial awareness, with the ability to translate business issues into relevant technical solutions and competitive propositions
- Work Along With Other Teams on Solution Pricing Aspects, Including the Creation of a BOM (Bill of Materials) for Datacenter Infrastructure requirements(Platform, servers, Storage, Backup, Virtualization)
- Driving the Solutioning activities for large & complex deals which involve multiple service lines and / or technology domains. Drive the translation of complex business initiatives into innovative business-technology solutions and ensure consistency across traditional solution boundaries
- Ability to Create Presentations, participate in Defense Presentation of solution approach to Customers.
- Extensive experience in Infrastructure Solution Design and Architecture for Datacenter and Hybrid Cloud technologies. Right Size Optimal Solutions Across, Compute, Storage, Backup, Network, Hosting, Etc.

3. **Worked as IT Service Management Consultant within 'Enterprise Service Mgmt (ESM)' with Mphasis Ltd Pune,(July2013-Sep2016)**

- Developing plans, roadmaps and strategies for integrating the ITSM tools and associated interfaces, and

Work with other tools and infrastructure architects to define integrated solutions.

- Develop plan to seamlessly integrate new process with existing business processes. Extensive experience of and participation in client facing transformations or implementations.

- Conducted Gap Analysis, Process Workshops, and Process Implementation as part of transition program with key customer's stakeholders at IT Head level.

- Work with cross-functional teams to coordinate and streamline business processes. Planning for customer solution workshops and due diligence activities.

- Identify opportunities for process optimization. Strong consulting and business development skills.

- Experience in Process Transitioning. Transforming and implementing service management / ITIL processes in complex, large user population, technical environments.

- Able to Identify technical problems and develop solutions to support business objectives Highly resilient and capable of working independently in client organizations

- Monitor the delivery of business results assigned to the project. IT infrastructure services transition management. Transition solution development. Lead service outsourcing due-diligence. Prepare and present due Diligence report. Setup transition project organization. Develop Transition plan using MS project or equivalent tool.

- Create, validate, and justify security solutions and designs consistent with client objectives and best practices

- Authenticating the identity of a user. Managing what a user is authorized to access and/or perform. Managing the creation, maintenance (credentials, profiles, permissions) and removal of users.

- Develop deployment and implementation methodology and standards consistent with vendor best practices

- Install, integrate, configure, and deploy IAM solutions and systems to facilitate User Life-Cycle Management, Identity and Access Governance, Automated Provisioning, Single Sign-On, Privileged Account Management.

- Transcribe and present technical information to business / executive levels

- Develop and execute test cases and test plans for IAM solutions, Familiarity with Role Based Access Control (RBAC)

- Respond to escalated Tier 3 client support calls for managed services, as needed

- Planning and implementation of security controls, as well as daily administration until automated

- Observe project delivery protocol and ensure timely escalation of status, issues, and risks
Work with vendor product support to open, troubleshoot, and resolve product issues

- Worked collaboratively with various clients spanning (Americas/EMEA/APAC) to identify, define, plan, document, and schedule all of the integrated activities and tasks required to manage the transition of ITSM capability areas from the incumbent service contractor environment to the target state environment.

---

4. **Worked as a Senior Business Analyst in IMS vertical (Infrastructure Management Services), Telecom Domain, Tech Mahindra Ltd, Pune (May 2012-June 2013)**

- Studying and analyzing the functional, technical and system requirements within the assigned domain for the group in order to build an application (business processes) model.

- Planning of the various phases of the project within the agreed targets and agreements, respecting and monitoring the compliance of agreements and deadlines

- Collecting business-process input in different subsidiaries, describing and documenting processes and requirements. Strong Business An analysis skill set – Have been actively involved in requirement gathering for defining Business Processes, developing Functional/ Technical Specifications, Testing and Documentation

- Excellent Client Interfacing & Consulting experience in translating complex business needs to clear and concise Scope Document, Business Requirement Document (BRD)

- Preparing and maintaining Project Plans, Requirement Traceability Matrix (RTM) and Issue Log

- Preparing and supervising the test scenarios for the local key users; approving the flow s for each system; monitoring each business scenario, a detailed and thorough testing is performed by the key users.

- Work closely with business partners, to champion Information security through IAM best practices Serve as a business enabler via development support, clear planning and design documentation for properly-secured, policy-compliant, high-performance IAM integrations

- Assist in application access review, system profile review, reconciliations of target system and third-party applications validation

- Delivered well-organized, informative customer presentations, case studies, application demos, requirement workshops and end user trainings

5. Worked as a Business Analyst, Wipro Technologies (AUG 2007-MAR 2012) Chennai, India

Role Description:

- Participate in root- cause analysis for build failures and problems with build deliverables. Identify trends or areas of weakness, and publish the findings to development team.

- Understand the requirements from product manager/ business and elicit them to the detailed level. Suggest the alternative solutions if required.

- Explain the requirements to development and QA team during story kickoff.

- Work with Product Management, Project Management, QA and Development to accurately prioritize scope and schedule product initiatives.

- Conduct the BA testing against acceptance criterion after development team completes the work.

- Acting as an interface between business units, technology teams and support teams.

- Review technical logic created by development team and test cases by QA team and performs traceability analysis to ensure that business and content requirements are translated into technical implementation.

- Track operational KPIs like, ROIR (Reduction in operational impact of releases), RCDI (Reduction in change driven incidents) across program and report to leads.

- Collecting Program Status Information, an update cycle of work plans, issues and changes, collected from project leads at routine intervals, usually every two weeks.

- Consolidation and analysis of the data collected from program status information, comparing results with baseline and communicating status to the management for review.

- Implementing Corrective Action, if required, as decided by the management through the process of change management.

- Review technical logic created by development team and test cases by QA team and performs traceability analysis to ensure that business and content requirements are translated into technical implementation.

- Performing an Analytical study of the project requirement and then preparing a detailed project report and hence forth providing Business solutions and cost estimations along with manpower requirement to deliver the project.

Training and Workshops

- AWS Solution Architect.
- VMware –Data Center Virtualization
- DDD (Domain Driven Design),
- BDD (Behavior driven development), Event Storming.
- Dev-Sec-Ops Concepts,
- IBM Cloud
- Google Cloud Platform (GCP)
- Working knowledge of SAFe

Academic Qualification

2007- MCA (Full Time)- Magadh University
2003- BCA (Full Time)- Patna University

---------------------------------End of Document---------------------------------