Sandeep Wattal
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Profile Summary:

- A result-oriented professional offering nearly 23+ years of a successful career with diverse roles distinguished by commended performance and proven results in ICT Solutions & services domain
- Industry expertise covers mission critical business environments heavily dependent on Enterprise ICT solutions focusing on Telecom, Oil & Gas, BSFI, Defence, T&T, Retails, Infrastructure, Education and Manufacturing sectors
- Thorough technology leader proficient in practice leadership, Enterprise Architectures, Solution architecture and design, technology pre-sales & client facing leadership roles (Advisory Consulting & Delivery)
- Strong people manager skilled at building and leading technical teams for presales, consulting and delivery
- Ability to connect as trusted technology partner and advisor for client side business leadership, C-level executives, Sr. management and relevant stakeholders
- Ability to acquire a clear understanding of the industry, technology trends with the distinction of instituting new practices to achieve business excellence while reducing overall operational costs
- Strong know-how of Enterprise solutions, complex system integrations and leveraging latest technologies to deliver Business values
- Proficient in technology Architecture methodologies and frameworks – products, technologies, processes and services, building Enterprise Architectures and Reference Architectures
- Key skills include strong customer relationship management, intransigent pain/problem identification and resolution, solution defence, positioning key differentiators and gain client's commitment as an expert influencer
- Leading End-2-End Design & Execution of large and complex Infrastructure Services projects, service product creations, complex solution design around Cloud (Private, Public, Hybrid), Hybrid IT, cloud brokers (white Labelling), Industry/ Vertical Clouds, Cloud & ICT transformations, Container technologies, micro-services, Orchestration, Automation, Enterprise Architecture, online data migration, ILM, Business Continuity and Disaster recovery solutions for mission-critical business environments
- Design Solution architecture for turnkey builds, enterprise transformation or migration of business application like, ERPs – SAP, Oracle, Microsoft, custom build, Core banking, core insurance apps, Microsoft solutions, cloud stacks, MES Solutions, Complex integrations, business intelligence, DWH, OSS/BSS/VAS stacks, IoT, Mobile platforms, communication and collaboration solutions etc.

Present Employment:

Jul 2018 – Till date

Independent Consultant – focusing consulting assignments for complex system integration, IT transformations, system migration, cloud migrations to deliver business value by optimizing and bring agility to complex application landscape

Professional history and Work Experience:

Jun 2016 – Dec 2017
Enterprise Architect - ME Region   **Huawei Technologies UAE FZ-LLC**

- Lead technical solutions/Architects community across the middle east region as SME on Complex solutions
- Build and contribute towards formal practice for ITTO consulting services & Enterprise Architecture related services to support fairly large and complex enterprise ICT Transformation opportunities.
- Work closely with client side decision makers to help them evaluate the technical solution and establish the need for addressing the intrinsic pain areas highlighting business value propositions.

- As part of Regional team - support global solution review board for technical proposal TDA reviews, lead review of complex technical proposals, solution designs, integration scenario, efforts and suggest possible optimizations to in country teams
- Be on forefront of technology and its market trends and align the presales support and skills required for sales organization to crack the complex and fairly large opportunities.
- As expert advisor and influencer deliver the client value based on best practices, lessons learnt and tacit knowledge to resolve the locked sales cycle / delivery situations
- Spearheading technical workshops towards Identifying client pain areas and create a need for detailed due diligence, analysis, workshops and consulting assignments leading to new opportunities for business development
- Present / defend technical solutions to CxO leadership / technical teams and decision makers and handle their objections to gain commitments for sales or delivery cycle advancements
- Support business development activities as SME & client advocate to position Huawei products, Cloud management & virtualization product offerings
- Deliver technical trainings and facilitating on the job skill augmentation for lesser experienced team mates
- Lead, drive and advise solutions for major bids by suggesting optimized solution architecture, products, design, frameworks, methodologies, architecture documentation and system integration baselines
- Assess the existing skills levels of the reporting team help them to hone their skill levels and acquire latest skills sets important to deliver business value by identifying and delivering trainings
- Represent Huawei as an expert speaker in various technical forums, Huawei led or client and partners led marketing events
- Articulating business need, value proposition, tangible & intangible benefits and highlighting value proportions as key differentiators

Jul 2011 – May 2016

Roles Undertaken for enterprise consulting assignments, presales or complex project delivery:

Technical Solution Manager – System Services	**IBM Global Technology Services, India/SA**
Associate Partner – Systems Consulting Services	**IBM Global Technology Services, India/SA**
Sr. Managing Consultant – App innovation services	**IBM Global Business Services, India/SA**

- Primary essence of these roles was to lead ITTO & EIA practice and support infrastructure consulting & Enterprise Infrastructure Architecture related consulting service delivery in large enterprise opportunities across India/SA.
- Lead and drive the technical teams on consulting assignments and projects in a matrix organization with direct and indirect reporting staff.
- Drive Tech. Consulting on delivery projects by reviewing and supporting the allocated projects for solution architecture, solution design, system integration, optimization & transformation services
- Identify Intrinsic and extrinsic pain areas and pick up threads to create a need for analysis, tech. workshops, consulting assignments and need for optimization and transformation.
- Address CRITSITS, troubled projects and CSAT issues and generate 100% SAT on all allocated delivery project to resolve the locked delivery situation
- As an IBM certified TDA Approver, Review, identify risks, validate and approve the solution design options, its pros and cons and highlight value add delivered towards recommended solution/s
- Identify major show stoppers on complex deals pipeline & spearhead brainstorming sessions for deal progression
- Responsible for managing the relationships in allocated account as an expert influencer and advisor to win over the client side decision makers / influencers
- Help client side decision makers evaluate the technical scenarios and establish the business requirements
- Present solutions to CTO/ CIO/ leadership teams and decision makers and handle their objections
- Support delivery on technical challenges and issues faced during the delivery phases of the project
- Resolve any customer issues with the help from back end teams, address the internal/external risks and concerns for timely completion of the project/s
- Solid Contributor towards IBM global Integrated Products Development/ Services methodology

- Successfully delivered advisory for several Key IBM Clients - IPEX Australia, NSRP Vietnam, Petronas Malaysia, SR aromatics Singapore, Reliance group, Airtel, HMEL, C&K, Wave Infratech, PepsiCO, Hindustan Unilever, Idea Cellular, Takreer refinery Abu Dabhi

Jul 2007 – Jun 2011
Managing Consultant - Consulting Services   **IBM Global Technology Services, India/SA**
Service Product line Manager - System Services   **IBM Global Technology Services, India/SA**

- Lead pre sales, solution architects and solution design expert teams to architect and design the solutions while contributing and adding value (technology edge, strategic direction, commercial benefits, and ROI, management /administration advantage) for the clients.
- Understand customer requirements in SME expertise domains and sectors and help them translate into business needs and solutions
- Leverage issue based consulting techniques to drive complex technical engagements from pre-sales perspective for gaining commitments and support from clients' senior management to position IBM solutions.
- Being part for SCE & SCE+ core solution design team contribute towards product design, strategy and roadmap, functionality enhancements, service offering and packaging of IBM Cloud Solution
- Optimizing and transitioning disparate heterogeneous compute platform into on demand Infrastructure platform solutions delivering flexibility, availability, redundancy and dynamic capacity on Demand.
- Support deal closure (technical & commercial) with detailed order/contract terms and set customer expectations
- Responsible for cracking into identified suitable large opportunities in the market place for Enterprise IT Solutions and services

Previous Experience

Oct 2005 – Jul 2007: Sr. Consultant/Architect – Presales, Siemens Information Systems Ltd.
July 2003 – Sept 2005: Sr. Consultant/Architect – Satyam Computer Services Ltd.
Nov 1995 – June 2003: Manager Presales – OA Compserve Group of companies

Professional Skills:

- Technical Leadership – Strong understanding and expertise delivering EA methodology and consulting frameworks around ITTO practices.
- Defining and developing Reference Architecture, developing service products, architectural designs, reviews, build, maturity and its lifecycle
- Creating reusable assets that reduce the turnarounds on delivery or pre sales cycle
- Enterprise Architecture Consulting (Business and Technology Architecture Views)
- Enterprise ICT Consulting & complex SI and Transformation Engagements
- Cloud Solutions - Cloud Strategy, Implementation, transformation based on IBM CCS Framework.
- Seasoned SME for Cloud Computing, BI, Analytics, complex System integrations, HPC Clusters and Grid computing
- Leading teams of solution Architects on multiple enterprise & turnkey projects
- IT Optimization, Consolidation, Virtualization, transformation Consulting
- Data mobility Solutions (Online Data & System Migration solutions)
- Backup, Archival and Information Lifecycle Management
- Business Continuity Planning, DR and replication solutions
- Budgeting, Profitability, TCO & ROI Analysis

Professional Certifications:

- IBM Certified Consulting Expert - IT Infrastructure Solutions
- IBM Certified Expert - Leadership Competence
- IBM Certified TDA Approver

- Certified Infrastructure Virtualization Technical Sales Accreditation 4 & 5
- Infrastructure Virtualization Sales Accreditation 4
- Certified VMware Sales Professional (VSP 4 & 5)
- Certified CiRBA Virtualization Architect
- Certified CiRBA Architect for IT Optimization & Consolidation
- Certified Symantec Sales Expert Veritas Clusters
- Certified Symantec Sales Expert Veritas Storage Foundation
- Certified Symantec Sales Expert Veritas Storage Foundation High Availability
- Softek Certified Data Migrations Expert – Online Data migration and replication solutions
- CA Certified Professional for Brightstor storage Products.
- CA Certified Professional for IDS & Virus Protection solutions.
- 3Com Certified Solution Associate
- Brainbench Certified Network Support Professional.
- Brainbench Certified System Support Professional.
- NCSA Certified for Windows 2000 Server
- Intel Certified Enterprise Server Integrator.
- LAN-WAN Core technologies certification from SiliconUniv

Educational Qualification:

1990-1994   **B.E (Electrical & Electronics)** from Karnataka University, Dharwar, Karnataka
1989-1990   **10 + 2** from J & K Board of school Education, Jammu, J & K

Personal Details:
Date of birth   :   14TH Of March, 1972
Languages Known   :   English, Hindi, Punjabi and Kashmiri
Passport Details   :   B6030073 valid till 22-Nov-2020
Address   :   1670, Valencia, Mahagun Moderne, Sector 78, Noida.