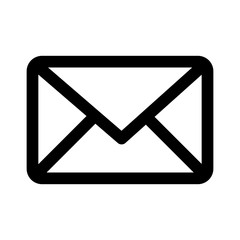
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**GLOBAL IT DELIVERY LEAD**

***Building Technology Practices; Setting up and Heading Large ODCs; Building Robust Relationships with Global Clients; Fostering Strategic IT Innovations, People Development ,Delivering Revenue growth & Profit Targets***

**FUNCTIONAL EXPERTISE**

▪ Digital Engineering & Digital Transformations ▪ Industry 4.0 ▪ IT consulting ▪ Solution Management ▪ Fiscal Accountability ▪Software Engineering ▪ Product Life Cycle Management ▪ Enterprise Integrations▪ AI & Analytics

▪ Presales ▪ Stakeholder Management ▪ P&L ▪ Delivery & Program Management ▪ Strategic Hiring

**INDUSTRY VERTICALS WORKED**

▪ Automotive ▪ Aerospace & Defence ▪ Life Sciences ▪ Hi-Tech ▪ Oil & Gas ▪ CPG ▪ Healthcare

**EXECUTIVE SUMMARY**

Delivery Leader with M. Tech & PG Diploma in International Business Strategy (IIFT) and 23 years of IT experience with Global Enterprises in India, USA, UK, Germany, Japan & South Korea. Developed Strategies for IT Outsourcing, & Enterprise Digitalization and Application Consolidations. Track record of strong Delivery and Technical Leadership in Digital Transformation (Cloud/IOT/PLM/ML/Analytics/DevOps), Application Development and Modernizations. Expertise in Presales Consulting and Business Operations. Have delivered 30+ Large IT programs in 20 years with more than 95% on budget. Slashed IT Budgets of a Global OEM by ~ 45 % through strategic IT Outsourcing, Modernization and Digital Transformation. Currently, Delivery Lead with Cognizant Technology solutions for Connected Products BU for North America & Europe. Grew the team from 25 to 350+ niche skilled resources. Lead annual revenues of $ 18.5 million and Profit Margin of ~ 42% over 6 years with a direct team of 15# (Senior Project Managers, Technical Architects and Senior Consultants)

**PROFESSIONAL SUMMARY**

* Possess Strong Program & Account Delivery Expertise. Experience in building and managing large cross border IT Application Development, Modernization and maintenance (ITSM) teams. Proficient in designing and implementing delivery excellence, Digital Innovation and Knowledge management process. Building Business network for strong Customer relationships.
* Proficient in IT consulting and solutions to develop a Product Engineering IT Applications Modernization Strategies.
* Expertise in Large Program Transitions & Transformations, Sales & Marketing support, RFP/RFI, and Developing strategies for competitive business factors, New service offerings, Alliances & Partnerships,
* Introduced Cloud, ML, IoT. Built competencies, incubation centers and cross-border & cross functional delivery teams
* Expert in Agile methodology, Six Sigma, Kanban, Multivendor Program Governance and setting up and leading PMO
* Created an extensive COTS & In-house build Application Development & Maintenance Services ( US $ 30 Million)
* Defined Business Assessment, Business Process Mapping & Reengineering, Requirement Analysis, Digital Maturity Assessment, Business value propositions, and change management processes
* Expertise in Sales Cycles, Contractual Agreements, Cost budgeting, Economic pricing Account Marketing strategies.
* Identified alternative architectures and trade-offs in cost, performance and scalability. Elicited business plans to drive solution architecture. Implemented Machine learning for support automation and Application Analytics.
* Implemented innovative hiring programs to overcome talent shortages in niche skills like Cloud, ML, PLM products. Initiated continuous training programs, job rotation, onsite & offshore rotations, hire-and-train, internship models
* Initiated Skill-up programs for niche skills specific to Customer engagements; built a resource pool of 150 resources
* Designed and implemented Trainings Programs for Campus hiring Skills for Managers and Sr Manager.
* Represented business unit in Corporate Knowledge Management ( KM) Strategy initiatives
* Global Exposure
* USA: Worked as an Onsite Delivery Lead for a large automotive client in Detroit from Oct 2018 to Nov 2019. Worked as a Project Manager for Husky Inc. From Jan 1999- Jan2001. Travelled across various locations in USA for consulting and business meetings.
* South Korea: Deputed for 1 year @ client location as Delivery Program Manager for Hyundai kia motors.
* Japan: Assigned for 1 year @ client location as a Digital Strategy consultant. Travelled across Japan for Business Interactions.
* United Kingdom: Business Travel to London for Presales Consulting Assignments
* Germany: Travel to Frankfurt, Stuttgart for IT Consulting Assignments

**MAJOR ACHIEVEMENTS ACROSS CAREER**

Cognizant Technology Solutions

* Improved profit margins by increasing offshore presence to 95%, set up ODCs in two cities, converted from T&M ( Staff Aug ) to fixed bid projects , ensured trainees are 100% billable during the Corporate No-Cost period.
* Generated revenue of $25 Million with 95% ODC model.Profit margin is 20% above than other Technology Practices
* Convinced the Customer to invest in Technology incubation center as a Program level strategic partnerships.
* Conceptualized and implemented a Technology incubation center with 50-50 partnership to grow ideas into projects / tools. Identified & trained campus hires with specific skills for incubation center. The center has generated 200+ ideas in 3 years of which ~ 20 ideas have been shaped into tools and IT applications.
* Build Strong customer relationships and penetrated various Business Lines and grown business from 25 team to 350+
* Transitioned a complex program (140 resources, 16 modules) from a Product vendor; Streamlined Program execution processes, implemented CI/CD (DevOps) and saved 30% of the budget. Generated US $ 9 million revenue.
* Moved resources / projects from customer captive unit to ODCs. Set up a second ODC in Hyderabad as a strategic location after the Chennai floods. Added 100 resources to the new ODC
* Implemented a Digital thread 3-year Road map for the AV BOM program (currently generating revenue of US $ 4 million)
* Developed Engineering Lab to simulate Customer Product engineering processes through prototypes and virtual environments – simulated total Vehicle Design to Dispatch process
* During Covid, designed & implemented a virtual ODC through virtual desktop interfaces (VDI) with three-layer authentication to access client network. All resources could work from home without disruption. Initiated virtual team building activities to get connected as a team; introduced flexi-timings; improved productivity by 10% - 15%
* Initiated and built a BU- COVID19 Taskforce to monitor & support the ~4000 associates to mitigate business risk

TCS

* Executed a Digital Transformation program for Steam & Gas turbine. Built an Inquiry to Order ( ITO) Digital System and reduced the processing time from 180 days to 35 days thus saved 80% of their estimation efforts
* Created a Digital model for Prithvi Missile for integrated oxygen and fuel transfer system for R&DE- Pune

Mphasis an HP company

* Member of EDS/ HP Global Pursuit team, led large ADMS transition deals. Secured IT Outsourcing deals with a TCV of USD 60 million over 4 years. Built the consulting, solution, and delivery teams of 500+ resources with varied & niche technologies (Engineering, Manufacturing, PLM, Supply chain, & Procurement). Reporting to Vice President ( BU)
* Designed an IT solution framework for sharing Product Engineering data across multiple enterprise applications - presented at Siemens PLM World conference @ Dallas in 2010 and got into a Strategic Partnership with Siemens Leveraged this Solution Accelerator to reduce PLM licensing cost for Automotive Clients
* Led a large IT outsourcing assignment for a North America Aerospace engineering company - Sprit Aerospace Systems
* Executed the Solution worth US $ 40 Million, TCV for 5 years, transitioned around 1400 Applications, and phase out 60 legacy applications, saving around 60% of customer IT budget
* Established a Knowledge Hub (a BU-specific KM initiative). Over the years this initiative created 1000+ assets for the practice. Helped the practice to reuse the assets in solutions and delivery

Satyam Computers

* Built a Global Team of 110# to execute a large IT Application consolidation (11 Engineering, Manufacturing, and supply chain Applications) Program for a South Korean automotive client. This was a great achievement since the 100% onsite program was completed to client satisfaction where 2 previous vendors had exited half-way
* Awards & Recognitions
* Recipient of “ LTP “ Leadership Talent Pool a corporate Recognition from HP company 2010-11
* Recipient of Ford “ART “Award for Program Management Excellence during 2005- 2006

**PROFESSIONAL EXPERIENCE**

**Cognizant Technology Solutions, Associate Director, Hyderabad, India Nov 2014 - Present**

*(Nasdaq-100: CTSH, transforming clients'​businesses, providing technology models for the digital era*

Role: Delivery and Global Program Management in Digital Transformations, Application Modernization and Maintenance with Revenue Growth and P&L responsibilities.

KRAs

* Dual Reporting to Engagement Delivery Executive & to Senior Director (Global Practice Head)
* Liaise with Ford managers, Process Owners, Vendors, Support for Scope management, Tracking, Risk Assessment and Mitigation
* Minimum CSAT & ESAT score of 4 on a 1-5 scale, Y-O-Y Revenue Growth above 15% and Profit margin over 38%
* One new logo / New service line engagement per quarter and 2 solution Artefact’s per year
* Mentor 15 ELTs / Quarter as part of the Corporate HR Resource readiness strategy
* Manage multiple programs in Systems Engineering, Software Change management, Vehicle Data management, and other PD IT Applications. Accountable for Delivery, Stakeholder management, and Fiscal Management (P&L), as Engagement Lead for Varies clients for Connected Products
* Support Program Planning & Governance, budgeting, Solution , resourcing, and reporting
* Implement Right-sourcing models for best total Cost of Engagement
* Bring Practice competency into delivery and developed Program Level Strategic partnerships

**Microsoft India Pvt Ltd., Senior Program Manager (MSIT) Jun 2013 - Nov 2014**

*Global software giant*

* Overall Product Ownership & Program Execution. Managed a budget of the US $10 Million, Scope & Schedule. Business requirements, business objectives in SCOR Model & aligning the program with business needs., for ROI Demystifying
* Spearheaded a team of 60 members ( FTE + Vendors) with a budget of US $ 8 million for North America
* Administered Program Governance, Release management, Outsourcing, Governance of FSA (Future State of Architecture)’s .
* Defined KPIs & SLAs, Program planning, Program charters, and release schedules

**Tata Consultancy Services, Strategic Consultant, Japan Dec 2011 - May 2013**

*India’s premier IT organization having global presence*

* Consulting program manager for large digital transformation for MHI (Mitsubishi Heavy Industries). Collaborated with stakeholders to understand AS IS Processes. Defined TO BE Product Engineeirng IT solution.
* Led a team of 15 members with a turnover of US $ 5 million for Japan Geography
* Developed a Digital Transformation framework to create a Global Product Engineering Template.
* Automated Steam & Gas turbine ITO and OTR processes and reduced the ITO process time from 1 year to 35 days

**Mphasis an HP company, Associate Vice President (Solution Delivery), Pune, India Nov 2007 - Dec 2011**

*Delivers service excellence and successful outcomes across sales, delivery and development*

* Steered a team of 500# across, APAC, NA, Europe, and India, with Revenues of USD 27.5 Million
* Presided over Programs for Automotive and Industrial Clients in Application Modernization, Application Maintenance & IT Consulting Services
* Managed portfolio of 150 applications in various business areas in Engineering, Manufacturing, PLM, Supply chain, and Procurement with a team of 350 members
* Analysed cost, preparing a budget, reports, and records on department activities for senior management
* Architected, built Tools, Frameworks for various customers and Instrumental in building Alliances with Product Vendors
* Clients: GM, Delphi, OI, Sprit Aero, SKF,HP, TATA Motors

**Satyam Computer Services Ltd, Project Manager, South Korea Sep 2004 - Oct 2007**

*Offering innovative and customer-centric information technology experiences, enabling Enterprises*

* Managed clients across India, North America, South Korea and Europe with Revenues: 4.5 million and a team of 105
* Delivered E2E Program for an Application consolidation and modernization (Custom Digital Solution) program for a large South Korean automotive company (Hyundai Kia Motors)

**WIPRO Technologies, Module Lead, Hyderabad, India Jan 2003 - Sep 2004**

*Leading global information technology, consulting and business process services company*

* Designed Product Engineering Solutions, prepared RFP, and executed POC’s for General Motors in Factory Model.

**TATA Consultancy Services, IT Analyst, Hyderabad, India Jun 1997 - Dec 2002**

* Lead for Engineering Software development, Enterprise integrations and Design Automations for an Italian Oil & Gas company. Led team of 85# and Revenues of $ 3.4 Million across Italy , North America and India
* Worked as a Software Developer for Engineering Software Product Development .

**Cad Vision Pvt. Ltd. As Application Engineer Jan 1996 – Jan 1997**

Engineering Software – Product Sales & Support and Engineering Consulting.

**EDUCATION**

* PG Diploma in International Business Strategy from Indian Institute of Foreign Trade (IIFT), 2016
* Masters of Technology in Machine Design from JNTU, 1994-96
* Bachelor of Technology in Mechanical Engineering from Nagarjuna University, 1988-92

**APPENDIX**

**PROFESSIONAL CERTIFICATION / SEMINARS / TRAINING**

Certifications

* Certified SCRUM Master from Scrum-Alliance.
* Microsoft Certified: Azure Fundamentals

Technical Publications & Seminars

* Connectors Framework for Data exchange across Enterprise applications @ PLM World Conference- 2010 Dallas
* Code Porting from TcEng to TcUA @ PLM World Conference -2011 @Las Vegas.
* Academic Research Paper: Digital PLM Implementation Strategies - Mitigating Risks and building IT Outsourcing RESILIENCE - IIFT Delhi

Key Training < 1 year

* Microsoft Azure IOT essentials
* Microsoft Azure DevOps Solutions AZ-400
* Google Cloud Platform ( GCP ) Fundamentals - Udemy
* Analyzing Business Requirements for Data Science
* Financial Acumen - Macro & Accounting View
* Get Started with Azure Machine Learning
* Understanding-ethical-legal-issues-data-science
* Agile Principles and Methodologies
* Consulting for Growth – Global Leadership Program
* Google Associate Cloud Engineering (Pursuing Certification)
* Cognizant Cloud4Leaders program
* Agile Project Planning
* Agile Software Development - Scrum

**TECHNICAL SKILLS**

* Microsoft Technologies, Databases, PLM Technologies-
* PM Tools: MS Project, Excel, Minitab, Rally, Ms Teams, Clarity,JIRA,Remidy,Mastercontrol,Servicenow
* Pivotal Cloud Foundry, Azure Cloud,ADO,Azure services GCP, BizTalk, MS dynamics, Jenkins, GitHub.
* Visualization Tools : qlik ,Tableau,OPLA,splunk
* Languages Java, HTML, XML, C/C++, VBA,Python, Shell script.
* API’s: ITK, Lisp, ObjectARX, VBA, Cat scripting, Ufunc /UGopen etc.
* Pursuing Machine learning: Regression, SVM/ Random forest, NLP, Neuron network (Keras)