Slide 1

Portfolio Highlights: GTM Strategy & AI Proposals
Ranga Prasad | Executive Portfolio for OpenAI GTM Role

Slide 2

Spanda.AI GTM Whitepaper
Objective: Defined a scalable GTM framework for a six-layer AI platform.
Approach: Persona-mapped value props; cloud/hybrid/embedded adoption.
Impact: Repeatable GTM playbook; accelerated pilots (BITS).
My Role: Architected & presented to CxO stakeholders.

Slide 3

Genesis Proposal – V1
Objective: Introduced foundational platform vision for domain apps.
Approach: 0→1 modular stack across EdTech/FinTech/Healthcare.
Impact: Anchor narrative for roadmap; partner dialogs (Quadratyx, TVS).
My Role: Lead author; bridged architecture with GTM strategy.

Slide 4

LIBA / BITS (EdTech)
Objective: Transform academic workflows with AI.
Approach: LLM grading, question generation, learning analytics.
Impact: Exec buy■in; blueprint for deployments.
My Role: Developed proposal; stakeholder engagement.

Slide 5

TVS Group (Mfg)
Objective: Use AI for predictive maintenance & upskilling.
Approach: Costed variants; supply-chain analytics; LLM tutors.
Impact: Positioned AI as lever for efficiency.
My Role: Crafted ROI■oriented options.

Slide 6

RESPECTFUL AI
Objective: Ethical adoption stance for enterprises.
Approach: Responsible, Explainable, Secure, Private, Trustworthy controls.
Impact: Built trust & compliance posture in CXO talks.
My Role: Principal author & presenter.

Slide 7

Payment System — Repo Brief
Objective: Modular PoC for next■gen payments platform.
Approach: Traefik, Keycloak, Kafka, Airflow, Grafana, Superset.
Impact: Demonstrates modularity, observability, business KPIs.
My Role: Designed architecture; GTM storytelling.