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| **Solution Architect**   * : (India) +91 9035893072 * : [bhag266@gmail.com](mailto:bhag266@gmail.com)   **LinkedIn Profile:**  <https://in.linkedin.com/in/bhargavmeka>   |  | | --- | | **Strengths** | | * A Strong Communicator * Innovative Solution Capabilities * Commitment towards quality work. * Capable to quickly adapt to new technologies |   **Personal Information**  D.O.B : 23/08/1986  Nationality : Indian  Passport : Z3043615  Address: Surya Emerald, Meenakshi Layout, Whitefield, Bangalore-560066  Spoken languages :   * English * Telugu * Hindi |

Bhargav Meka

Competent professional with experienced capabilities in **Open Stack (IaaS),** **Open Shift Container solution (Container & DevOps),** Software defined Storage (Ceph & Gluster), Software defined network with focus on cloud computing and virtualization with **12+ years** in the **IT and Telecom industries**.

**TOGAF 9, AWS Architect & CDCP Certified**

PROFILE

* **Business Development Presales Architect supporting Red Hat India’s Cloud, Service Provider, OEM & SI partner ecosystem. Aligned to five senior partner account managers carrying highest annual quota among the Solution Architect team for $15 million (~100 crore).**
* Solution Architect for first **Ansible (IT Automation software)** win in India, Core capabilities on OpenShift Container Platform, OpenStack IaaS Private cloud and Ansible automation among Red Hat portfolio.
* **Experience in handling CxO level engagements** to assist in promoting cloud and IT infrastructure and Offer Strategy and Road Map for a DC Transformation to Cloud rationalizing Business Impact, offering roadmap towards **unified cloud** with **NFV** functionalities.
* A lead ambassador for **presales team**, responsible for day-to-day support of sales pipeline across geographical sectors. Instrumental with marketing and business process initiatives, to increase future project run-rate and establish traction with technology partners across SMB and Enterprise infrastructure globally.
* **Business enablement for Telecom operators**, IaaS business consulting, market analysis and consultations for short Time to Market.
* **IT and Cloud Advisory Services** – discuss IT Strategies, aligning Business to IT, Cloud Awareness Workshops and discussions, Feasibility Analysis & Business case development.
* **High Level Design and consulting of private cloud solutions** for TOP Telecom operators across the globe.
* Consultant for **IT transformation and consolidation methodologies** such as IT infrastructure (Server, Storage) transformation, transformation assessment planning, Cloud Transformation, understanding DC migration concepts.
* Conducted Several **Cloud Trainings** on Huawei Openstack Cloud at Global Level at Huawei HQ in Shenzhen, for GSET (Global Solution Elite Team).

**Personal traits**

* Strategic and business oriented approach towards an opportunity and channelize energy towards it.
* Exhibits an honest work ethic with the ability to excel in fast-paced, time-sensitive environments.
* Professionally committed and responsible with proven ability to handle a wide range of functions using a combination of creative, organizational and presentation skills.
* Personable and outgoing with a natural flair to interact to diverse kind of people giving the flexibility to work in highly diverse atmosphere.
* Expertise at client relationship building, providing quality customer service, resolving customer queries and complaints, targeting customer care, satisfaction and retention.

**Major Achievements & Recognition**

* **Red Hat:** SA for first win for Ansible Tower in India (post Red Hat acquisition) that helped with a success footprint in India.
* **Huawei:** Infrastructure Solution Architect for $200 million winning project of Ooredoo’s (Qatar Tel) new Telecom license IT RFP in Myanmar.
* Solution Architect for Airtel India’s IaaS Cloud services & Telefonica (Latin America & Europe) DC Consolidation project based on SDN & NFV.
* HQ Gold award and South East Asia President award for contribution in key projects and for delivering global trainings.
* **Infosys:** World’s leading producer of cereals and convenience foods: Prepared Hybrid Cloud Hosting Infrastructure landscape to host the Digital marketing platform which includes VMware Virtualization Solution, Virtual Switching System (VSS1440) Network in the datacenter, Security Design (DMZ and Trusted Zones) of Hosted environments, Load balancing and HA, Content Delivery Network and Disaster Recovery strategies.

Technologies in brief

* **DevOps & Microservices:** Containers –Docker, Red Hat Openshift container platform, Orchestration – Kubernetes, CI/CD- Jenkins
* **Automation:** Ansible.
* **IT Infrastructure**: Software defined Storage – Ceph, Gluster & VSAN, Software Defined Network – Open vSwitch & Open Daylight, Servers (x86), Storage, Network – BGP, OSPF, QoS, VLAN, Backup solutions and technologies.
* **Private Cloud**: Red Hat Openstack, Red Hat CloudForms, RDO Openstack, VMware vCloud, HP Helion Openstack
* **Public Cloud**: Amazon AWS, Google Compute Engine, Microsoft Azure
* **Hypervisors**: VMware ESXi, Red Hat Virtualization (KVM), Huawei Fusion Sphere, Microsoft Hyper-V
* Data center consolidation, migration and transformation plan & methodologies.

**PROFESSIONAL EXPERIENCE**

**August 2015 – Current Red Hat India**

**Pre-sales Solution Architect APAC (SAARC, ASEAN & ANZ) for Platform & Cloud**

* As a presales SA for the region, supports commercial inside sales teams across English speaking regions of APAC with pre-sales and deep technical support; provide product evaluation and proofs of concepts to partners and customers.
* Speaker in Red Hat marketing forums in APAC region, delivered numerous webinars and enablement trainings for Sales teams, Marketing and technical groups in the region.
* Assist in responding to customers’ technical inquiries, including RFPs and RFIs.
* One of my core responsibilities includes assisting the Engineering team, Marketing team, and business teams with product information launches.
* Single point of contact for technical queries, demos on Ansible in India region after the first win for Ansible in the country.

**October 2011 – August 2015 Huawei Technologies India Pvt. Limited, Bangalore, India**

**Solution Architect**

* As part of the Global Team based out of Shenzhen, would offer Cloud Solutions to various operators across the Globe by travel onsite to meet the Top Management Team.
* Assist the regional sales/business development team to win opportunities in cloud and IT infrastructure.
* Presenting & demonstrating Huawei Cloud solution which involves IaaS, PaaS, SaaS, Storage as a Service, Hosting, Desktop Cloud [VDI], Huawei’s own virtualization platform [ UVP] for telcos who want to go in for cloud environments.
* Expertise in Huawei’s IT computing portfolio, which includes Servers, Storage, IT networking products.
* Role of a solution specialist for workshops / road shows conducted for all major telcos across the globe.
* A senior resource and interface to the top telecom operators to demonstrate IT solutions and products to suit their requirements.
* Played Key roles in solutions of **Huawei IT & Managed services** portfolio and Distributed Cloud Infrastructure for MTN Group (Dubai, South Africa, Nigeria, Kenya, Uganda and Ghana). **Prime speaker**
* High level competitive analysis of different cloud solutions and advantages of adopting cloud environments.
* Analyzing the Data center management requirements and assisting them with their pain points in managing the data center.
* Take part in all bidding process right from requirement analysis to preparing the BoQ along with commercials, Preparing the Statement of Compliance [SoC], conducting requirement workshops, respond to RFI/RFP’s, finalizing the solution documents.
* Travelled extensively and conducted workshops / seminar for top telecom operators across the globe for cloud and IT infrastructure solutions.
* Experience in **Huawei FusionCloud, a Cloud O/S built in Xen platform** exclusively for Telcos and large scale environments.

**Major Projects:**

* **Airtel India** – IaaS for Private and Public Cloud offering to cater Airtel internal IT requirements and Large Enterprise, Financial sector & SMB Markets.

Deal Size – $3million

* **Safaricom Kenya** – Backup Solution for a 3site replication project. Huawei and Commvault jointly took this deal to a positive closure, Single handedly Front ended the complete deal and represented Huawei to work with Commvault (South Africa) to design the solution. Received an Award from Huawei for winning this deal and also received documented appreciations from Safaricom IT GM for completion of this project.

Deal Size – $2million

* **Qatar Telecom** - End to End IT Infrastructure design for Middle East based operator’s new Telecom license RFP in Myanmar. Solution is based on Huawei NGBSS, Cisco Networking, VMware vCloud Suite, Huawei Servers Storage and backup, Commvault Simpana, MacAfee Security Suite, Microsoft EUS, Oracle IDM and TELUS PKI.

Deal Size-$200 million

Travel Experience:

MTN (Dubai, South Africa, Nigeria, Kenya), Vodacom South Africa, Safaricom Kenya, Airtel India, Etisalat (Nigeria) Ooredoo (Qatar & Myanmar) Portugal Telecom, Zain (Bahrain) Axiata Malaysia, TM Malaysia, Vodafone Ghana, China Mobile, MTN West Africa, MTC Namibia and Telefonica Spain.

**June 2007 – September 2011 Infosys India Pvt. Ltd**

**Pre-Sales Engineer (March 2010 – September 2011)**

* Part of Technology Transformation Services of the Process Consulting Group responsible for the Infrastructure Strategy and effectiveness Consulting, Virtualization, Green IT and Cloud Computing Consulting.
* Part of the winning team of multimillion dollar (15 MUSD) deals within enterprise technology transformation group within Infosys technologies in the areas of infrastructure optimization, transformation and implementation.

Some of the winning Infrastructure Architecture solutions and Strategy definitions among 40+ proposals:

* World’s leading producer of cereals and convenience foods: Prepared Hybrid Cloud Hosting Infrastructure landscape to host the Digital marketing platform which includes VMware Virtualization Solution, Virtual Switching System (VSS1440) Network in the datacenter, Security Design (DMZ and Trusted Zones) of Hosted environments, Load balancing and HA, Content Delivery Network and Disaster Recovery strategies.

Infrastructure roadmap and Strategy definition:

* Rio Tinto – Defined the IT infrastructure Strategy and a 3 year roadmap for an optimized standard operating environment across Rio Tinto covering its entire desktop server & device management, Networking and security, Data protection and recovery and IT & security process areas.
* Belron – Datacenter Hosting and Managed Services solution design for Warehouse Management solution, which includes DR strategy, Server Infrastructure, Storage & backup sizing, Network setup.

Datacenter Consolidation and Migration

* CIBC (Canadian Imperial Bank of Commerce) – Prepared the RFI/RFP roadmap design for providing centralized infrastructure platform. Major part of the centralization programme is consolidation of the 50 **datacenters** of CIBC globally and migration to two centralized datacenters for critical production operations.

**Network Design Engineer (June 2007 – March 2010)**

**Client:** British Telecom 21st Century Networks (BT 21CN)

* Network Design – Involved in the design of NGNCC draft (Next Generation Networks Call Conveyance) in 21CN networks.
* Network Testing and Implementation – Implementation of QoS across MPLS core for testing releases in 21CN.

**Devices & Tools used:**

* Cisco: Cisco CRS-1 (Fastest router from Cisco), MGX 8880 (Voice Gateway), Catalyst 6509, ASA5550 (SFW- Signaling Firewall), Cisco 7201 (as L2TP Network servers), Cisco 3845 (as PMR-Performance Monitoring Router)
* Juniper: M320 (PE router), T640 (P router).
* Alcatel: 7750, 7510 (as BGW-Border Gateway).
* Tester: Ixia, Ethereal
* Element Managers: Alcatel CMC 1300, Cisco CTM, Cisco ANA, SAM, Dorado Redcell, Netcool
* Protocols: MPLS, MPLS signaling protocols LDP & RSVP, TCP/IP, OSPF, BGP.

**Certifications**

**Enterprise Architecture:** TOGAF 9 Certified, Certificate No: 120297

**Process:** ITIL v3 Foundation

**Datacenter:**

* CDCP - Certified Data Center Design Professional (Accreditation by ICOR, BICSI & EXIN) #90180131116635
* Uptime Accredited Tier Specialist (Pursuing)
* DCNID – Cisco Data Center Networking Infrastructure Design Specialist

**Energy Efficiency & Green IT:**

* The Green Grid Academy
* Green IT foundation – ISEB

**Virtualization:**

* VCP5 - VMware Certified Professional 5
* 070-659: Microsoft Windows server 2008 R2 virtualization

**Microsoft:**

* Microsoft Certified Solutions Associate – server 2008

**Storage:**

* SCSE - SNIA Certified Storage Engineer

**Network & Security:**

* CCIP (BGP + MPLS) composite
* CCNA - Cisco Certified Network Associate
* CCVP (CVOICE)- Cisco Certified Voice Professional

**EDUCATION & PROFESSIONAL DEVELOPMENT**

**Bachelor of Engineering (B.E) –** 2007 pass out from Birla Institute of Technology & Science - Pilani (BITS-Pilani) with majors in Mechanical Engineering.

The Information Provide above is true to my knowledge and ability

**Place: Bangalore**

**Date : Bhargav Meka**