

Sachin Gupta

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Enterprise Architecture, Digital Transformation, Technology & Business Consulting, Sales & Solutioning, Business Development

Professional Summary

- Enterprise Architect with 17+ years of experience in industry specializing in leading and managing complex, robust and scalable global enterprise software, digital transformation and architecture platform roadmap
- Provided technology stack evaluation for architecture, prepared recommendations/solution and proof of concepts
- Provided thought leadership and developed strategies for Fortune 500 companies
- Led innovation center to nurture differentiating ideas and technologies that help define the new normal for the future
- Deep domain and technical knowledge in the Insurance industry – Customer Acquisition, Customer Servicing, Claims, Marketing, ERP applications
- Demonstrated ability to work effectively with senior management at board level with exceptional relationship management and people management skills
- Experience in developing products and solutions. Conceptualized and built Majesco *DigitalConnect* platform.

Major Achievements

- Conceptualized and built Majesco *DigitalConnect* platform which has been very well received by the analyst community and implemented at multiple tier-1 insurance carriers globally.
- Conceptualized and lead architecture for Majesco *CloudInsurer* platform offering complete Insurance eco-system in a SaaS model
- Played a key role in multiple business/technology transformation pursuits with each pursuit ranging from USD 20M to USD 55M over 3-5 year timeframe
- Developed the Solution architecture & strategic roadmap for digital transformation for one of the largest life insurance in North America. The solution not only improved the customer experience resulting higher conversion ratios but also enabled the business to achieve their yearly target in March itself.
- Developed the Solution architecture & strategic roadmap for transforming the business processes for the operations team at the P&C major to help bring down the per transaction time from 4.5 minutes to 2.5-3 minutes.
- Architected and managed the SOA implementation at the client location to integrate multiple Policy Administration systems (legacy and non-legacy). Build multiple reusable solution components along with a light-weight rules engine which earned the project a final spot in the “Best Technical Project” award at Infosys in 2008
- Spearheaded a 50 member global team to rollout a “Point of Sale” application in 45 states in 16 months resulting in cutting down operations cost to maintain multiple POS applications. The project was operated at CMM Level 5 and was awarded the “Project Excellence” award at Infosys in 2007
- Received accolades and reward stocks from Majesco in 2014, 2015 & 2016. Received Majesco ‘Digital Guru’ award in 2016. Received the Infosys ‘Most Valuable Player’ in 2002, 2004, 2005

Areas of Strengths and Expertise

Digital Transformation	Enterprise Architecture	Cloud Architecture
Technology Consulting	Business Transformation	Portfolio/Application Assessments
Process Optimization	Product Development	Solution Blueprinting / Roadmap
Enterprise Integration		

Technical Skills

Languages	Java, HTML, JavaScript, jQuery, AJAX, XML,XSLT, Spring framework, Angular JS
Database	Oracle, DB2, SQL Server, PostgreSQL
Cloud Solutions	AWS, Azure, CenturyLink
Integration	Camel, Messaging (JMS), Restful/SOAP services (XML/JSON)
Enterprise Software	JBoss Rules, Hazelcast Cache, Alfresco CMS, UiPath RPA, Hibernate

Career History

MAJESCO

Enterprise Architect, Digital & Cloud

Jan '13 to Current (Morristown, USA)

Majesco is a provider of core insurance technology software and IT services to insurance carriers worldwide. Majesco delivers software and IT services in core insurance areas including policy administration, product modelling, new business processing, billing, claims, producer lifecycle management and distribution.

Product Manager & Chief Architect: DigitalConnect (Conceptualized and Architected the digital platform to enabled meta-data driven portal and mobile application. Demonstrated strong entrepreneurial skills, enterprise architecture acumen to build this platform which has received great response from the insurance industry analysts)

- Conceptualized & architected the *DigitalConnect* platform
- Ran this development as a start-up within the company with seed money and 3 year business plan which was approved by the CEO and COO of the company
- Platform live in multiple carriers globally within the first 24 months
- Multiple pre-built portal and mobile applications are being developed on this platform to be offered as a SaaS offering

Chief Architect: CloudInsurer (Conceptualized and Architected the cloud enablement of the Majesco core systems for insurance. This helps position Majesco as a unique player in the market and drive revenues. Demonstrated industry thought leadership, enterprise architecture acumen to build this model which is now the recommended model to all the customers)

- Conceptualized & architected the *CloudInsurer* platform
- Assessed the architecture of the core products to ensure that they are cloud compliant
- Built a partner eco-system to ensure a real end-to-end platform with the agility of any digital platform
- Platform live in multiple carriers globally within the first 15 months

Chief Architect & Digital Advisor: New York Life Digital Platform (Envisioned, Architected & Designed the digital platform for New York Life GMAD division. Demonstrated industry thought leadership, digital architecture acumen to build the digital transformation roadmap & solution to drive business growth and customer experience.)

- The digital solution won the Celent annual awards for the most innovative uses of technology in "Digital and Omnichannel" category
- The platform now is helping NYL to increase customer acquisition through capabilities like affinity white labelling, eApplication, benefit portfolio management, quote-to-bind etc.
- Lead current state assessment and gap analysis of digital needs and capabilities to build the digital transformation roadmap
- Continue to work with NYL as a digital advisor to bring in an outside-in view of digital transformation and to help them define the future state

Digital Architect: (Demonstrated strong digital enterprise architecture, advisory and customer engagement skills working with multiple customers globally)

- Worked as a digital transformation architect for tier-1 insurance carrier (likes of NYL, LnG UK, StateFarm) globally
- Worked with the business and technical teams to perform a current state assessment, future business goals to build a digital roadmap, access vendors and recommend solutions.
- Conducted proof of concepts, MVP (Minimal Viable Product) development

Pre-Sales: Products & IT Services (Demonstrated strong customer engagement skills, solution design skills, stakeholder management and relationship-building to lead pre-sales effort from initial RFI to deal closing)

- Lead multiple pursuits in multiple areas within products and IT services: digital, cloud, integration, legacy modernization
- Demonstrated high level of customer advocacy and made sure that the relationship is maintained not just in the sales process or the delivery process but even post project closure

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INFOSYS TECHNOLOGIES LTD

Sr Technology Architect

Jan '09 to Dec '12 (Lisle, USA)

Infosys is a global leader in consulting, technology and outsourcing with revenues of US\$ 6.994 billion Infosys provides business consulting, technology, engineering and outsourcing services to help clients in over 30 countries build tomorrow's enterprise.

Project: CES Transformation Program (Demonstrated strong enterprise architecture skills, stakeholder management and relationship-building to build the next generation operations system for a P&C client)

- Conceptualized & architected strategic roadmap for transforming the business processes for the operations team
- Build solution components to migrate functionality from mainframe/AS400 systems to Portal based BPM solution. The proposed architecture will help improve the interaction between multitude of systems, users and processes and bring down the per transaction time from 4.5 minutes to 2.5-3 minutes

Project: Form Modernization (Demonstrated strong technical skills, stakeholder management, vendor management, and relationship-building to conceptualize and architect the Form processing to reduce the back-office cost by 10% in one year)

- Conceptualized & architected strategic roadmap for Form Modernization to reduce back-office cost and NIGO
- Collaborated with the Agents, Back-office staff and product vendors to maximize automation while ensuring high satisfaction levels
- Reduced back-office cost by 10% in first year with a target to reduce the cost by 25% by the end of the program
- Target to reduce the NIGO cases by 50% by the end of the program

Project: Data Centre Migration – WebSphere (Showcased good technical skills, communication skills, client expectation management and resource management to deliver the 2 years program that involving 40 different stakeholders on-time and within budget)

- Lead multi-vendor global team of 20 members design and operations groups through entire program from conceptual phase to implementation phase
- Collaborate with multiple customers to define their special requirements and translating them to the standards of this centralized WebSphere team
- Defined processes and standards for the WebSphere product suite implementation to bring in consistency and reduce issue resolution time
- Spearheaded implementation of automated environment build-out based on the new defined design patterns & standards to reduce the environment build-out time from 5 days to 2 days while reducing the post build-out issues by 90%

Technology Architect

Jan '05 to Dec '08 (Lisle, USA)

Project: Policy Administration SOA Implementation (Architected and managed the first ever SOA implementation at the client location in a new technology to integrate multiple Policy Administration systems (legacy and non-legacy))

- Collaborated with the client Chief Architect to in product selection and defining the conceptual architecture to integrate multiple policy administration systems build/acquired in past 20 years
- The integration enabled in a single view of all the life policies for the clients, agents and the service centre resulting in higher client satisfaction and seamless integration with 3rd party vendors
- Skilfully combined technical and management skills while mentoring group members as they resolved complex technical issues and provided expert technical advice to management for business decisions
- Instrumental in building re-usable components as part of this program that are now part of the client J2EE framework as a standard offering

Project: POS Case Management (Architected and managed a project under legacy modernization program to move from mainframe system to web-based J2EE system)

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- Lead a team of 20 members in India to ensure that the project is delivered on time
- Architected a solution to build an enterprise case management solution based on web-services
- Architected a custom service based event management solution for task management
- Ensured high level of deliverable quality by putting checks in the full design and development cycle which led to 15% reduction in the defect count as compared to similar projects executed by Infosys

Technology Analyst

Jan '03 to Dec '04 (Lisle,

USA)

Multiple Projects: Documentum to IBM CM Migration, Claims Legacy Modernization

- Designed and built the migration tool to migrate from Documentum to IBM CM. The tool was then extended by the Infosys Tools Group to enable migration between any Content Management systems. Won the MVP award in 2005 for the same.
- Coordinated a team of 10 resources to design and build integrated UI for the client business unit. This helped them reduce the time to respond back to the customers by 30%. Won the MVP award in 2004 for the same.

Developer

July '00 to Dec'02 (Mangalore, India)

Multiple Projects

- Performed requirements gathering, impact analysis, system blue-printing, data modelling and process design on several development and maintenance projects
- Won the MVP award in 2002 for building an application to enable general agencies to create branded, cohesive, personalized web sites