Ujwal Bukka

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Accomplished technology leader and cloud strategist with 20+ years of experience driving large-scale SaaS, AI, and enterprise transformation initiatives. Experience in leading global teams, partner enablement, building automations and go-to-market programs. Passionate about mentoring, building business and technology strategy with a focus on long-term vision and delivering results.

• Agentic AI & Generative AI	• SaaS Transformation	• Strategy/Consulting
• Vendor & Partner Enablement	• GTM Strategy & Execution	• Thought Leadership •
People & Project Management	• Enterprise Architecture	• Multi-tenant architecture design
• Cloud Migration & Modernization	• Cloud Technology & Services	• Integrations & Middleware

Professional Experience

Sr Solutions Architect - Partner AI Technologist

Amazon Web Services (AWS)   April 2019 – Present

- Customer engagements:

    o Lead Agentic AI and Generative AI strategy for enterprises and ISVs, building reference architectures and workshops to accelerate large-scale AI adoption.
    o Partnered with ISVs such as Pega and Infor to design and deploy Agentic AI/GenAI solutions using AWS services.
    o Influenced **AWS Agentic AI service capabilities**, including implementation of three-legged OAuth for AWS Transform 3P agents, enabling customers to build more secure and scalable architectures.
    o Designed and delivered workshops on **multi-tenant Retrieval Augmented Generation (RAG)** and **multi-tenant multi-agentic architectures**, enabling AWS customers to effectively design and develop innovative solutions in the GenAI and Agentic AI domains.
    o Frequent speaker at AWS Executive Briefing Center sessions on Data and AI strategy.
    o Drove AWS ISV product adoption through tailored engagement mechanisms (e.g., EBA), contributing to revenue growth of **hundreds of millions**.
    o Developed and executed GTM strategies for AWS partners, creating thought leadership content and presenting at key events resulting in **100% YoY growth**.
    o Guided **hundreds of AWS customers** through **SaaS transformations**, resolving technical challenges, sharing best practices, and accelerating migrations to AWS.
    o Supported AWS account teams **in winning competitive SaaS workloads** over other cloud providers by providing strategic and architectural guidance.
    o Enabled customers to plan and deliver scalable, multi-tenant SaaS MVPs, iteratively evolving their architectures for scale and performance.
    o Partnered with strategic AWS customers, such as **Salesforce**, to design and **implement multi-tenant inference platforms** on AWS.

- Leadership:

- o Developed and operationalized **AWS's Agentic AI/GenAI content strategy** aligned with market trends, guiding internal teams on effective customer enablement.
- o Identified architectural guidance gaps for **multi-tenant Agentic AI/GenAI solutions**; independently researched and introduced new AWS design principles and frameworks.
- o Led global SaaS enablement initiatives empowering Solutions Architects with training content delivered at AWS Summits worldwide, achieving an **average satisfaction score of 4.75/5**.
- o Core member of the AWS SaaS Technical Field Community, driving knowledge-sharing, mentorship, and SaaS expertise development across the global SA organization.
- o Defined and aligned annual objectives for the AWS SaaS Factory team in accordance with organization-wide strategic goals.
- o Developed and streamlined mechanisms to address customer challenges using AWS partner solutions, driving adoption and scaling initiatives through collaboration with GSI and SI partners.

- Content:

  - o Creator, architect, and core contributor of the open-source **SaaS Builder Toolkit (SBT)**, enabling SaaS best practices adoption and boosting developer velocity (**67 forks, 329 stars**).
  - o Authored **12 technical blogs** and developed **five open-source reference architectures**, including multi-tenant serverless (**174 forks, 522 stars**) and EKS solutions (**117 forks, 330 stars**).
  - o Designed and delivered **8+ workshops** on building multi-tenant architectures across AWS Serverless, Containers, IoT, and Agentic AI services, engaged more than **5,000 customers**.
  - o Built and led the **SaaS Learning Series**, educating customers and AWS teams on SaaS principles and implementation patterns.

- Speaking engagements:
  - o Frequent speaker at enterprise briefings, partner engagements, and public events including **13 sessions at AWS re:Invent**, AWS Summits, partner events, and webinars. Totaling **51+ global sessions**.

Environment & Skills*: Agentic AI, Generative AI, LLM Frameworks (ex: Strands/Langgraph/LangChain) and build Applications powered by GenAI/AgenticAI, SAAS, AWS services, Strategy, Partner management, Mentoring, Public Speaking, Technical Writing, Python, Typescript, Java, SageMaker (Jupyter) Notebooks, Sales enablement, Interviewing, IaC using CloudFormation, Terraform & CDK etc.*

Lead Integration Architect/Technical lead

PJM Interconnection, LLC   May 2007 – March 2019

- Architected, Designed and Lead the Implementation of a Mission Critical Sensor Telemetry Acquisition System that Collects, processes and forwards data from 1 million plus sensors from 16 Northeastern States to an Analysis, Monitoring and Dispatch Hub. Used **JBoss Fuse, Apache Camel** and **REST API** to build **Micro-services** that runs in High Available Active-Active Configuration in Multiple Data centers. Built **CI/CD pipelines** using **TeamCity** to achieve 100+ deployments a month across 400+ Microservices used in this Platform.

- Architected and Implemented **Log Aggregation** System to collect, track and model baseline performance metrics for Micro-services using **Splunk** and **IBM Tivoli** for **Alerting** and **Notification** for Outliers.
- Implementing POC on Kafka for real time telemetry stream processing, replay real time data and storing real time data.
- Architected and Implemented **Batch Ingestion** and Syndication system which is capable of processing more than 7 million records in 45 minutes. Built using **Spring boot, Spring Batch** deployed on **JBoss EAP** orchestration done using **JBoss Fuse**.
- Architected and Implemented Employee 360 System which consolidated Employee data from 12 different Transactional and disparate HR systems into a **flexible data persistence layer**. Built using **Micro-services** that are **loosely coupled, easily scalable** deployed on a stack comprising of **JBoss Fuse, Apache Camel, PL/SQL, REST Web services, JBoss EAP, JSF, Primefaces, JPA,Oracle** and **SQL Server.**
- Designed and Built **scalable ESB Monitor application** which monitors more than 400+ Microservices gathering overall 100+ custom telemetry data points to monitor various business specific SLA's and constructs a single pane view of all Micro-services traced using correlation ID's. Built using Tech Stack: **AngularJS, Spring Framework, JBoss cache, JPA, Hibernate, Oracle**. Implemented POC using **MEAN stack** to revamp this application and currently updating it to use **AngularJS** and **MongoDB**.
- Designed and Developed a web based Generator Business Workflow Management System using **CDI Framework, JSF, Primefaces, REST Web services, JBoss EAP, JPA and SQL server** by loosely coupling with other generator related apps using agile process.
- Developed and implemented a power flow pricing calculation engine which gathers bids/rebids from more than **3000 member companies** and produces day ahead price (twice a day) and real time price (every 5 minutes). Built using **SonicMQ, Spring Framework, PL\SQL,** and **Oracle**.

Environment & Skills: *JMS, JBoss Fuse(ActiveMQ), SonicMQ, Apache Camle, Kafka, Java, Javascript, PL/SQL, JSP, JQuery, Angularjs, Spring Boot, Spring Batch, JPA, NodeJs, Oracle, SQL Server, Teamcity, Jenkins, Git*

Software Engineer

Satyam Computer Services Ltd (Tech Mahindra)   June 2004 – July 2006

- Developed and maintained web based application for Swisscom Telecommunication Company using Struts, JSP, Javascript, JBoss, PL/SQL and Oracle.
- Developed and maintained web based applications for BP Lubes project using JSP, Javascript, Struts, Tomcat and Oracle.

Environment & Skills: *Struts, Java, Javascript, JBoss, PL/SQL, Oracle*

Education

Villanova University – Villanova, USA MS in Computer Science, 2008