Creative

PORTFOLIO

Hi! I Am

Vaishnavi H

Graphic Designer

ABOUT ME

Name : Vaishnavi.H

DOB : 30th April 1998

Hobbies : Internet Savvy

Email : vaishnaviit15@gmail.com

Contact No : 8220546843

KEY SKILLS

- Developed graphics and layout for product illustration, logo’s, PowerPoint, posters, banners, gif based on company brand style. Excel document preparation
- Fresh creation and formatting in PowerPoint.
- Template creation as per client request, updating website content using html, create brochure, flyer, banners, posters, white paper template.
- Create mailer design using html and css. Prepare unique logo designs

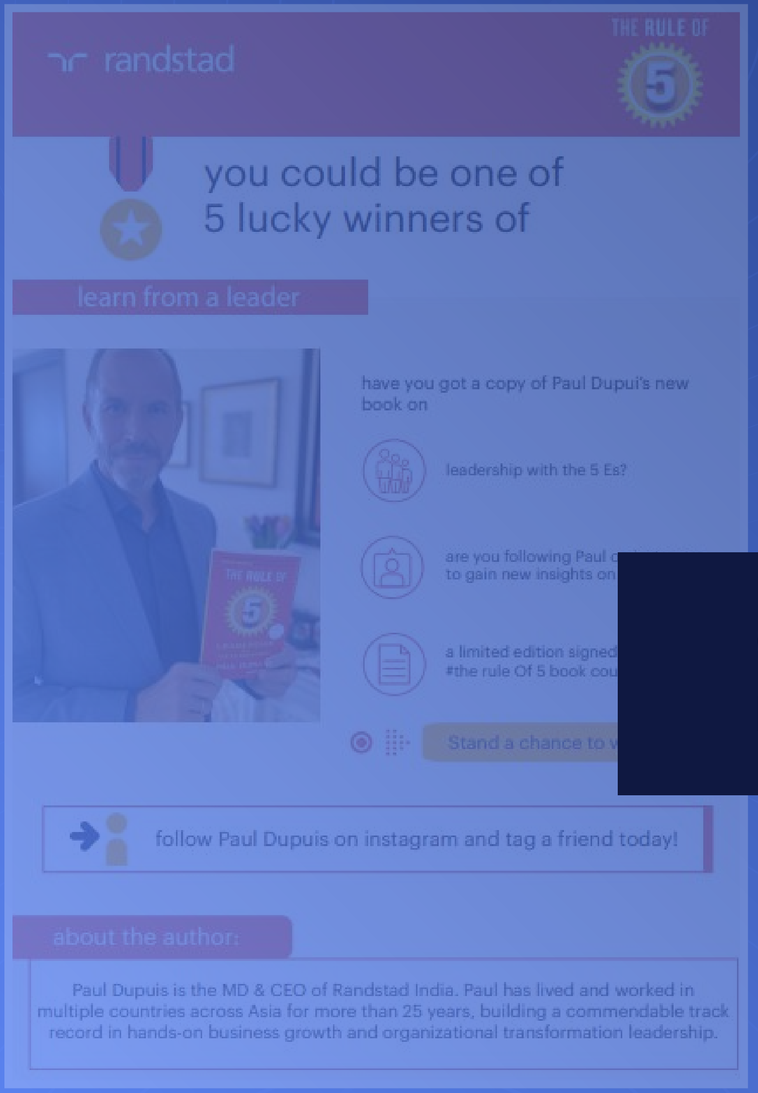
WORK EXPERIENCE

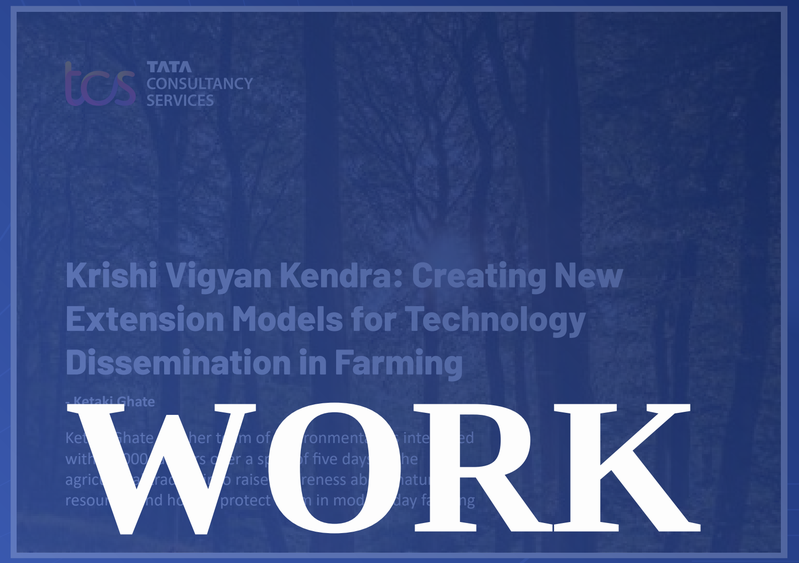
- Designing User Interfaces for over ***2*** Years as a Graphic Designer

- Working as a “Analyst” in
  HCL TECH Ltd BPO SERVICES
  Chennai.
  08/2021 - Present

- Worked as a “Graphic Designer” in
  CMO Axis Marketing Outsourcing Services Pvt Ltd
  Chennai.
  04/2020 - 08/2021

WORK SAMPLES





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Marketing Analytics Program: Optimizing marketing ROI

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Marketing Analytics Program: Optimizing marketing ROI

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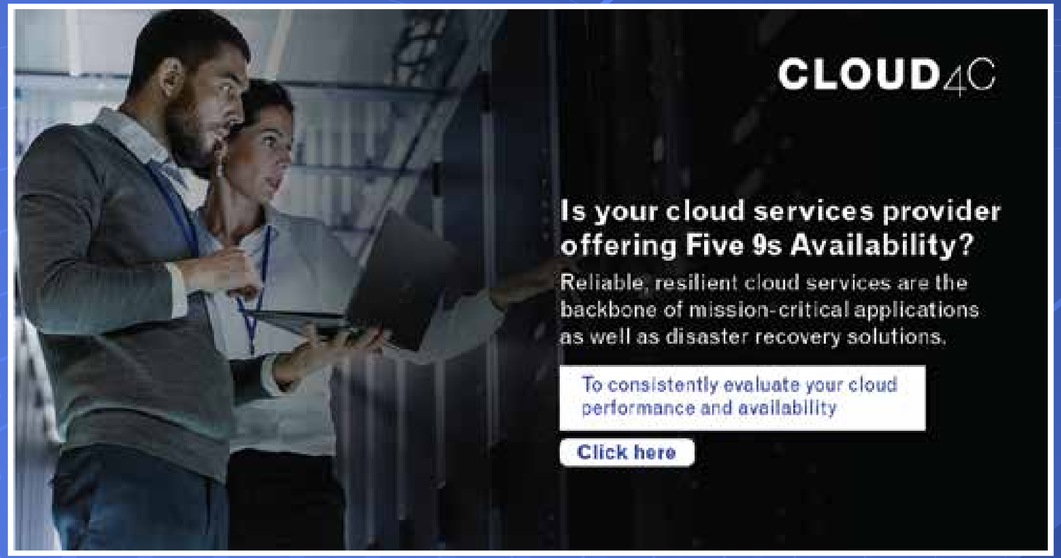
Turn data into actionable insights

Learn with Marketing Analytics Program

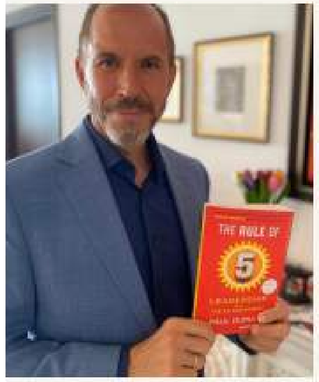


randstad

THE RULE OF 5

you could be one of 5 lucky winners of

learn from a leader



have you got a copy of Paul Dupui's new book on

leadership with the 5 Es?

are you following Paul on instagram to gain new insights on leadership?

a limited edition signed copy of #the rule Of 5 book could be yours.

Stand a chance to win

follow Paul Dupuis on instagram and tag a friend today!

about the author:

Paul Dupuis is the MD & CEO of Randstad India. Paul has lived and worked in multiple countries across Asia for more than 25 years, building a commendable track record in hands-on business growth and organizational transformation leadership.

TATA CONSULTANCY SERVICES

Krishi Vigyan Kendra: Creating New Extension Models for Technology Dissemination in Farming

- Ketaki Ghate

Ketaki Ghate and her team of environmentalists interacted with 10,000 farmers over a span of five days at the agricultural trade fair to raise awareness about natural resources and how to protect them in modern day farming

leaders need to grab the wheel and keep moving forward - the destination is just around the corner!

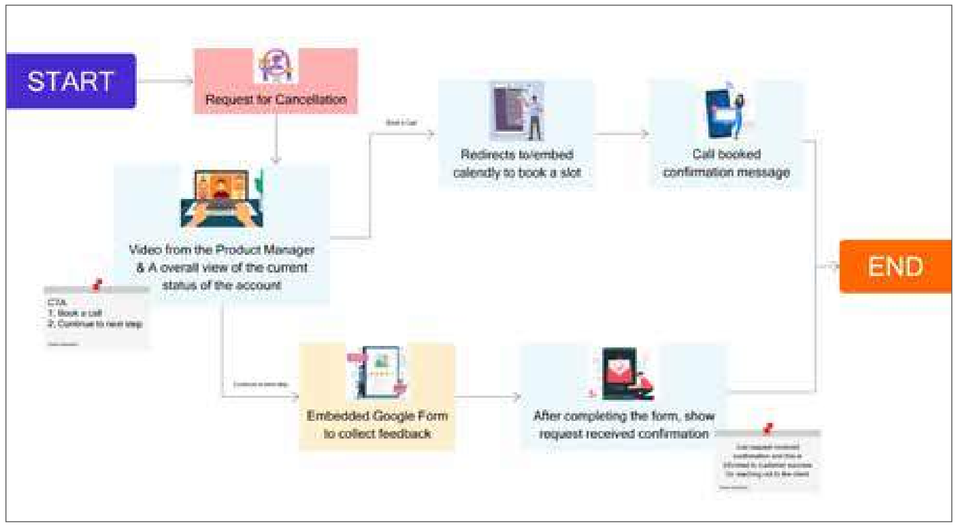
Paul Dupuis, CEO and MD, Randstad India

Follow Paul on *Instagram*

Enhanced customer experience with increased operational efficiency to face the new normal at the Toronto Pearson International Airport

Wipro's bouquet of contactless solutions and digital technologies transform Toronto Pearson into a healthy airport amidst the global pandemic

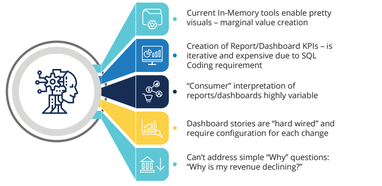
wipro



ABI Challenges

Enhanced capabilities are becoming key differentiators for Analytics and Business Intelligence (ABI) platforms; functionality with a complete analytic workflow including data preparation, visual insights as well as insight generation – with an emphasis on self-service and ease of use.

Most legacy BI tools use a semantic layer, but lack modern visualization and summarization capability – while most modern BI tools lack a semantic layer to leverage corporate "knowledge". Most BI users are not data scientists, but consumers of insights and need real time insights on changes happening.



According to Gartner, by 2025, data stories will be the most widespread way of consuming analytics, and 75% of stories will be automatically generated.

Dhiva's Approach

Dhiva is an Analytical Business Intelligence Automation Platform - with an **integrated virtual business analyst function** - that can be deployed in a rapid and cost-effective manner.

The platform includes automated data story generation, powerful visualization, embedded AI (NLP, NLG, ML Models, etc. and text summarization capability with a voice enabled **"Virtual BI Analyst"**. Dhiva stands for Dhi (Intelligent) Virtual Analyst.

Dhiva Product suite includes:

- **Summarize** which provides Data stories (textual insights) for any report or dashboard or ML model output
- **Analyst,** a Chat/Voice enabled virtual analyst for "why" questions – and custom workflows
- **Explorer,** a Visualization module that enables creation of reports & complex KPIs without SQL coding
- **Governor,** a Cloud, Hybrid, low footprint deployment with a Semantic knowledge abstraction layer & Enterprise security and governance model

APMEA's BFSI sector: M&A landscape and PMI imperatives

Driving synergies to maximize value in an uncertain business environment

IT enables more than half of the total revenue & cost synergies in an M&A deal

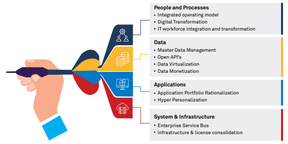
Leading BFSI players consider IT as a core element of their value-creation playbook

To unlock maximum value from an IT integration, focus on each dimension: people & processes, data, applications, and systems & infrastructure

IT integration: The engine driving PMI value

Wipro's report on post-merger integration highlights how IT integration plays a pivotal role in PMI, driving more than half of total revenue and cost synergies. Moreover, leading BFSI players consider IT integration a core element of their value creation playbook. Figure 5 presents a holistic framework for IT value creation, highlighting four dimensions which can help BFSI firms maximize the value of their M&A deals.

Figure 5: Key IT value creation levers to maximize value of PMI



People and Processes
- Integrated operating model
- Digital Transformation
- IT workforce integration and transformation

Data
- Master Data Management
- Open APIs
- Data Virtualization
- Data Monetization

Applications
- Application Portfolio Rationalization
- Hyper Personalization

System & Infrastructure
- Enterprise Service Bus
- Infrastructure & license consolidation

Common PMI pitfalls

Along with using the PMI framework, IMOs can increase the success of the integrations by paying special attention to these two common PMI pitfalls.

Cultural compatibility issues

In a PMI, several teams from the target and the acquirer need to be integrated, and the success of the merged entity depends on how seamlessly the integrated teams deliver. Because organizational culture guides employee behavior, it is important to assess the cultural compatibility of the target and acquirer organizations early, right at the stage of due diligence, to ensure a seamless integration.

Small IT issues can cause serious disruptions in operations. One common issue is the lack of architectural stability of the combined entity and disruption in operational services as some of the applications fail to run on the new platform. Hence, it is imperative to address the IT-led operational issues during the PMI.

IT-led operational issues

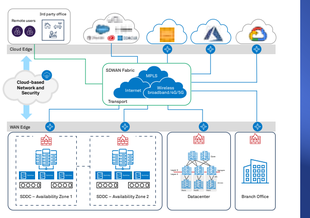
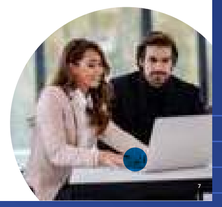


Figure2: Software defined Multi-Cloud Network architecture



The state of M&A in APMEA's BFSI sector

M&A volumes declined in 1H20 as BFSI firms took a wait-and-watch approach to macro-economic uncertainty caused by the pandemic

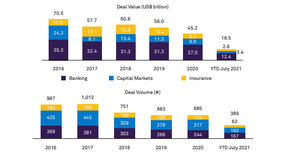
However, deal volumes increased in 2H20 (vs. 2H19) and 1H21 (vs. 1H20), suggesting growing confidence among investors

YTD 2021, Banking remained the most active sector, contributing 42.9% and 67.2% of deal volume and value, respectively

Despite pandemic-related disruptions, M&A activity in APMEA remained quite robust in 2020. Aggregate deal value declined by 19.3%, but deal volumes were at par when compared to 2019.

Deciphering one step further, during the first half of 2020, M&A volumes declined by 7.4% when compared to 1H19, given BFSI firms took a "wait and watch" approach amidst the macro-economic uncertainty. However, in the second half of 2020, as the firms adapted to the new normal, the deal activity picked up significantly, even surpassing 2H19 deal volume by 7.8%.

Figure 2: M&A activity in APMEA's BFSI sector



Source: S&P Global Market Intelligence, Wipro Insights

M&A momentum remained high in 2021, with deal volume in 1H21 up 9.9% and 1.8% from 1H20 and 1H19, respectively. From a sector perspective, banking continued to be the most active sector, contributing 42.9% and 67.2% of deal volume and value, respectively.

Program Information

DURATION

6 weeks
4–6 hours per week

Easily schedule a call with a program advisor to learn more:

SCHEDULE CALL

Email: wharton@emeritus.org
Phone (worldwide): +1.215.999.8689

PROGRAM FEES

$2,600
Flexible payment options available for this program

Apply for the program here:

APPLY

Wharton Executive Education

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ONLINE CERTIFICATE PROGRAM

FUTURE OF WORK: LEADING MODERN WORKPLACES

DURATION: 6 WEEKS | PROGRAM FEE: $2,600

Wharton Executive Education

Overview

A confluence of forces has altered the fundamental definition of what constitutes work, the workplace, and the workforce. Right now, the future of work is being redefined, and Wharton is uniquely positioned to interpret what it means for organizations.

Labor market trends show a continued shift in employee preference toward flexible work and altered employment models, with a focus on lateral growth and learning. According to the global research and advisory organization Gartner®, 'gig' or contingent workers will account for up to 40 percent of the total workforce by 2025, delivering that much-needed flexibility for organizations. In addition, cutting-edge technologies, such as artificial intelligence (AI), machine learning (ML), and data science, are transforming workplace practices, processes, employee roles, and functions.

The challenge for organizations is to develop talent management strategies that maximize productivity in line with these evolving trends. The Future of Work program from Wharton Executive Education is designed to give senior executives and HR professionals the tools to lead transformation in the workplace.

The program learning experience consists of recorded lectures, moderated discussions with peers, and practical application exercises. Industry examples in the modules include Google, Uber, Stack Overflow, and MobSquad — a myriad of illustrations from the faculty's real-world research practice.

**Source: Gartner, Gig Economy FAQs, https://www.gartner.com/en/human-resources/research/talentneuvoo/gig-economy*

A Century of Human Capital Research

- The Wharton Center for Human Resources was founded in 1921 as the Wharton School's Industrial Research Unit (the first research center ever established at a business school) to study the economic and social problems of business.
- The direction of the Center has changed considerably over the years to reflect changing issues in the workplace. The interest in unions and industrial relations gave way to broader concerns around hiring, retention, new employee relations issues associated with the latest legislation and regulations, and much greater focus on white collar and executive jobs.
- The Center is a hub for academics and practitioners interested in human capital issues (including the practice of human resources) as well as vendors in the human capital industry. It offers the most current thinking on talent management, workforce training and education, and diversity.

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High-Impact Online Learning Experience

Wharton's *Future of Work: Leading Modern Workplaces* program is designed to provide senior business leaders and HR professionals with fresh perspectives to assess their organizational readiness. This program will enable you to:

- Discover trends at the workplace and in the labor market that you may be overlooking
- Analyze the eight major forces affecting the current state of work and forecast their potential impact on your organization
- Conceptualize your existing or forthcoming strategies to harness the talents of a global and mobile workforce
- Consider how to view immigration as a business strategy and not simply as a political topic
- Identify the pitfalls, challenges, and emerging solutions for putting AI into practice

DISCUSSION BOARDS
Exchange ideas with fellow participants through weekly peer discussions.

POLLS
Learn about the perspectives, assumptions, and organizational pain points that your peers are grappling with — through real-time polls.

REFLECTIONS
Engage in journaling activities related to real and hypothetical workplace scenarios.

INDUSTRY EXAMPLES
Gain inspiration from leading global companies to create effective strategies for your organization.

ASSIGNMENTS
Consider solutions for real-world challenges and apply the concepts to your organization.

FIRESIDE CHAT
Join Wharton faculty **Mathew Bidwell** for a fireside chat (recorded video) about where data analytics offers the most benefit for HR applications.

LIVE OFFICE HOURS
Expand your understanding of key topics by attending live office hours with Q&A.

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Industry Examples

This online program provides a hands-on learning experience to help you understand how leading global brands successfully manage the dynamics of a changing employment landscape.

Google
Learn how Google uses detailed search data to determine which candidates to target during the hiring process.

GitHub and Zapier
Garner insights from various remote-only organizations and create a use case for how you may approach managing work teams and conflict in an all-virtual environment.

Knack
Discover how this tech company uses video game behavior and performance to assess candidates' personality profiles.

MobSquad
Discover how MobSquad built a business model to help U.S. companies work around restrictive employment-related visa policies that impeded the businesses' ability to retain or scale technology talent. Apply learnings from MobSquad into the design of remote-work strategies for your organization.

Stack Overflow
Learn how this website for IT developers enables employers to recruit technical candidates based on how they are perceived by the broader developer community in terms of level of expertise in resolving questions.

Uber
Discuss Uber's strategy of conducting detailed data analyses on customers using its cab hailing app to scout for potential employees. Also, understand recent regulations, including AB-5 and Prop-22 in California, that mandate organizations like Uber to extend employee status to gig workers.

Visuals by Impulse
Learn how Visuals by Impulse harnesses the talents of a global mobile workforce. Analyze the company's strategy for overcoming constraints of physical space by hiring remote workers around the globe and apply these insights to your organization.

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The Eight Forces Workbook

This program gives senior leaders and HR professionals the opportunity to examine assumptions, facts, and myths about the future of work. With the help of the handbook, you can analyze the eight major forces that are impacting today's workplaces. The handbook consists of eight worksheets, one for each force. You are encouraged to revisit the workbook every week as you progress through the various modules.

Skill gaps and changing labor markets
Evaluate skill gaps in your organization and analyze your actions to address the gaps.

Automation
Discuss automation and its impact on jobs.

Demographics
Analyze demographic trends in the U.S. and the rest of the world.

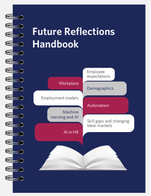
Employee expectations
Recognize what people seek from work and what motivates them.

Workplace
Consider evolving models of work including work-from-home and work-from-anywhere.

Employment models
Explore new employment models, including gig work and shamrock organizations.

Machine learning and AI
Gain insights into how AI and ML are impacting the current nature of work.

AI in HR
Learn how AI can be integrated into various HR functions.



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Faculty

John Paul MacDuffie, PhD
Professor of Management, the Wharton School

John Paul MacDuffie is professor of management at the Wharton School, University of Pennsylvania, and director of the Program on Vehicle and Mobility Innovation (PVMI) at Wharton's Mack Institute for Innovation Management. His research focuses on human resource management systems, managing people over distance, organizational learning, and collaboration.

He is a founding board member and current president of the Industry Studies Association, co-curator of the Automotive Transformation Map of the World Economic Forum, and a former member of the Automotive Experts Group at the Federal Reserve Bank.

Professor MacDuffie has a PhD from the MIT Sloan School of Management and a BA in Sociology from Harvard University.

Exequiel Hernandez, PhD
Max and Bernice Garchik Family Presidential Associate Professor of Management, the Wharton School

Exequiel (Zeke) Hernandez studies the globalization, innovation, and performance of organizations. His research interests include global networks, immigration, mergers and acquisitions, and knowledge management.

He has received several teaching excellence awards and was recognized as a Best 40 Under 40 Professor (2019) by Poets & Quants.

Professor Hernandez has a PhD from the University of Minnesota and a BS in Accounting and Master of Accountancy from Brigham Young University.

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InDesign

CASE STUDY

Managed Services

ZONES
First Choice for IT™

Zones designs custom-built turnaround solution for a major American insurance company.

Headquartered in Northbrook, Illinois, the client is a large insurance company with over 45,000 employees and offices around the world, included on the 2019 Fortune 500 list of the largest US corporations. After working with a competitor's solution for 15 years, the client was looking for a timely and cost-effective custom-built break/fix solution that would eliminate the need for an onsite field representative. Zones' team collaborated with the client to provide a customized solution that allowed for rapid repair and replacement of units within 24 hours. This saved time and cost for the client and led to increased productivity.

Required a break/fix solution that would eliminate the need for an onsite field representative

24-hour custom-built program enabled cost savings of $200,000 a year

'Spare-in-the-Air Depot' program cuts down lead time and costs, and leads to higher productivity

Streamlined repair and replacement in record time

Challenges

- Lack of a cost effective and timely approach to fix/repair notebooks and desktops
- Need for a break/fix solution that would eliminate the requirement for an onsite field representative
- Need for a 24-hour solution that would help to scale productivity & save on cost

Solutions

- Zones delivered a custom-built 'Spare-in-the-Air Depot' solution to address the client's specific business needs
- Built an SCCM server at its Technology Solution Center to allow for rapid examination, repair, and replacement of units
- Zones' best-fit solution of examine, deploy, and repair in record time saved the client time and money, and increased productivity

Results

- A 24-hour repair and replace solution leading to higher productivity
- Zones' custom-built program helped the client save $600,000 over three years
- The client can now simply send devices to the Zones Technology Solution Center and expect results within a day

Visit **zones.com** or call **800.408.ZONES** today. First Choice for IT.™

CASE STUDY

All state case study

ZONES
First Choice for IT™

The Challenge

The client was facing challenges with a competitor's ineffective break/fix service solution that they used to break/fix desktops and notebooks directly in the field for the last 15 years. Once the client called the competitor's help desk and logged an issue for a defective system, it could take the competitor up to 48 hours to deploy a field representative on-site to determine the problem with the machine. This was working out to be time consuming and expensive, resulting in unforeseen downtimes, low productivity, and higher costs. The client was seeking an experienced partner who could provide a cost effective and timely custom-built solution to examine, deploy, and image units using their network. They were looking for a 24-hour break/fix managed services solution that would eliminate the need for an onsite field representative. The challenge was to streamline repair and replacement in a manner that would save the client on cost and several days on lead time.

The Solution

Zones provided a cost-effective approach called a 'Spare-in-the-Air Depot' program. Zones looked at the client's historical break/fix data over three years and recommended that they send 5%-10% of customer owned inventory to Zones to start the program and seed it. The client's SCCM servers were located in Zones' Carol Stream Technology Solution Center and allowed Zones to deploy and image all the client's units from their network. This service eliminated the need for an onsite field representative and enabled a quicker, more efficient resolution. Once the client's replacement desktop/notebook reached Zones, it was loaded with all necessary and relevant files and programs, replicating the software and applications installed on the defective unit. When Zones received the client's order to replace a defective desktop and/or notebook, Zones imaged the replacement unit from their seed stock and shipped it out to the customer. The customer put the defective unit in the box that the replacement unit arrived in and used the FedEx prepaid label provided by Zones to ship the unit back to Zones. Once the Zones' Repairs Team verified that the unit was still under manufacturer warranty, they put it back into the client seed stock to be utilized again. If the unit was not under manufacturer warranty, Zones would fix the unit only upon approval from the client on the costs involved in fixing it. If the client found the costs too high, they would request Zones to destroy the machine. This custom-built solution by Zones saved the client several days in lead time, cut down costs significantly and led to increased productivity.

The Results

With Zones' efficient and customized solution, the client was up and running within 24 hours as against the previous timeline of three to four days for their units to be replaced. The solution also increased productivity by 100% and saved the client around $600,000 over a span of three years. Compared to when the competitor was dispatching onsite field representatives multiple times a year to diagnose an issue, the client can now simply has to ship the devices over to the Zones' Technology Solution Center and expect a resolution within a day.

> *"This really has been a game changer for us allowing employees to be and running next business day and it has been a substantial financial savings to business of around a 100K per year*
>
> *Senior Manager for Client Experience*

Visit **zones.com** or call **800.408.ZONES** today. First Choice for IT.™

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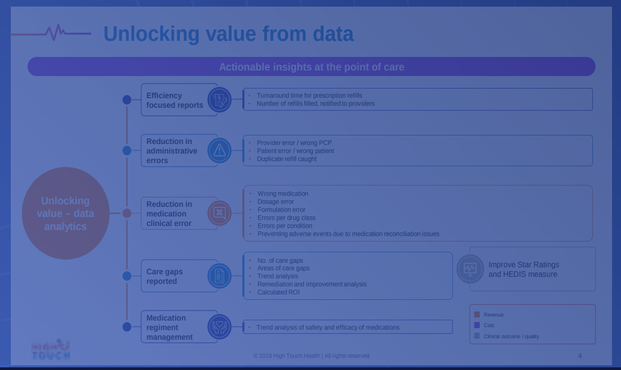
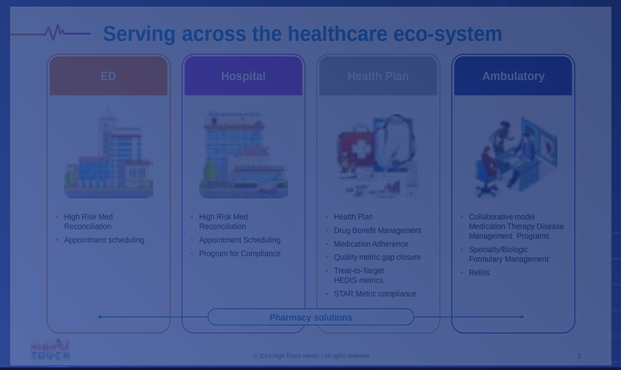
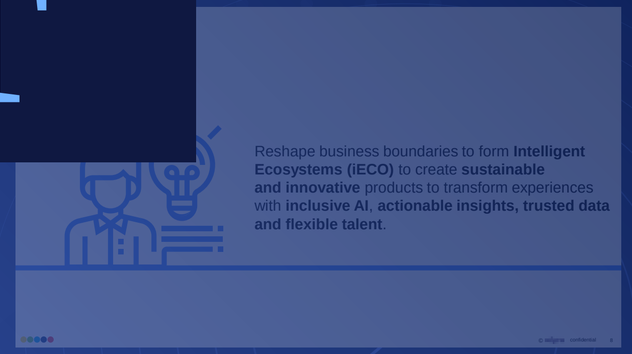
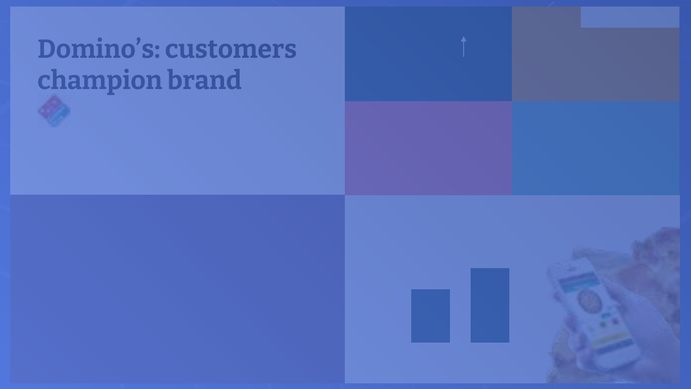
Dreamweaver
(MAILER)

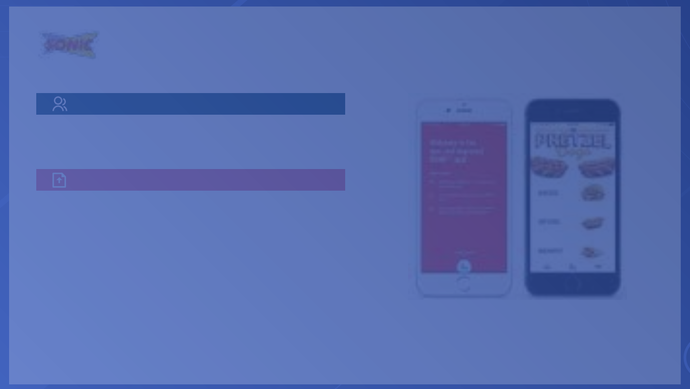
POWERPOINT WORK











To provide success through our business advisory…

Digital transformation of the production process
Approach: Design thinking principles using our DesignIT teams
Business Benefits
- 15% effort reduction in plant production
- $ 23.4M cost efficiency globally
- $1M reduction in labor costs

Developed AI & Analytics roadmap
Approach: Conducting a value discovery workshops across businesses and benchmarked its KPIs using DDP.
Business Benefits
- ~$200k savings per month by preventing predicted failures among others
- $ 1M savings in a year by optimizing inter company transfer cost.
- Reinforced the use of data driven decision making by publishing impact of the insights across the organization

Redefinition of the pricing process by using competition, market and proprietary data
Approach - Value-based workshops to redefine their existing workflows and approach.
Business Benefits
- 5% incremental revenue by leveraging pricing metrics & recommendations

Real time customer insights to improve cross-sell & upsell
Approach: Design thinking methodology, created a 360 degree view of their customers for sales departments
Business benefits
- 10% increase in revenue and improved vendor management
- 20% reduction in fulfillment time, while creating a change management plan

To provide success through our business advisory…

A Leading US based Chemical company

Digital transformation of the production process
Approach: Design thinking principles using our DesignIT teams
Business Benefits
- 15% effort reduction in plant production
- $ 23.4M cost efficiency globally
- $1M reduction in labor costs

A multinational medical technology company

Developed AI & Analytics roadmap
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- $ 1M savings in a year by optimizing inter company transfer cost.
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A leading American food and clothing services company

Redefinition of the pricing process by using competition, market and proprietary data
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- 5% incremental revenue by leveraging pricing metrics & recommendations

Largest US distributor for plumbing supplies

Real time customer insights to improve cross-sell & upsell
Approach: Design thinking methodology, created a 360 degree view of their customers for sales departments
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Transform as you perform

WIPRO SAP CA team works with client teams on below 5 focus areas to carve out a CA maturity roadmap

CLOUDTARU
A CLASS APART

Enabling Customer Centric IT

Key forces driving customer centric IT

Customers are driving the IT agenda as they are **demanding better experiences** and **engagement driven by mobility and digital**
Organizations that use digital engagement are 3.5 times more likely to outperform organizations that don't – Gartner CIO Agenda 2021

Business is driving IT agenda driven by a **dynamic business environment** and the **need for agility**
Enterprises that are truly looking for market differentiation and explosive growth will deploy separate advanced innovation teams and tech-driven approaches (independent of the CIO) that will use new technologies to change and dominate their market – Forrester

New age skills required **for driving agility** and **customer centric transformation** is not available extensively in the CIO organization
Only one-third of respondents say their companies are prepared to cope with the workforce disruptions resulting from technology and market trends as per a 2021 McKinsey Global Survey on future work needs

The **shift to customer centricity** is becoming less about technology enablement and more about **driving business strategy through smart use of technology**

Co-creating richer customer experiences

Option

Know your Customers	Business Outcomes	Drive Business Agility	Enhance Customer Experience
Development and deployment of intelligent CRM tools, analytics, AI, ML and big data to increase customer proximity	Drive better business outcomes like better customer proximity, higher customer engagement and satisfaction and higher profitability	Accelerating time to market through rapid deployment of cloud solutions, Agile product development, DevOps and opensource tech	Delivering a rich customer experience through omni channel apps, personalization, AR/VR led UI and UX

A smart new brand that's **transforming tech services…**

We are new age IT **corporation focusing** on customer centric IT	Part of the diversified Balaji group with interests in equities, **media and tech**	Emerging leaders in **customer-first** tech like Microsoft Technologies, Salesforce, CRM, ERP, AR, VR, Cloud, Opensource and AI&ML	Deep domain expertise across BFSI, **Healthcare & Lifesciences**, HiTech & Software Products, Retail & E-commerce

*Driving tech transformation and IT centricity through smart use of **emerging technologies**, development and deployment of **custom products** and **accelerators***

A smart new brand that's transforming tech services…

Option

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*Driving tech transformation and IT centricity through smart use of **emerging technologies**, development and deployment of **custom products** and **accelerators***

Innovation labs

Co-investing with partners in competency development, developing IPs, industry point solutions and business accelerators

CX Lab

Opensource **tech lab**

Product **development** lab

AR/VR Lab

Automation lab

Agenda

01 **Pre-Sales Organization Functional Overview (Current - Model#1)**

02 **Pre-Sales Organization Leadership View (Current - Model#1)**

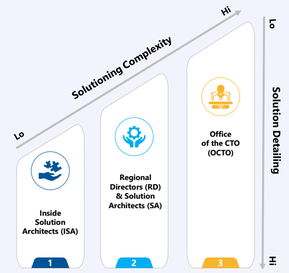
03 **Model 1 detail**
- Pre-Sales Skills Matrix by Solution Environment – Overview
- Pre-Sales Skills Matrix by Solution Environment – Detail
- Pre-Sales Organization 3 Year GM Contribution – Draft
- Pre-Sales Design – Sales Motion Overview by Client Segment (Primary Focus)
- Pre-Sales Design – Sales Motion/Triage on Deal type/complexity (Secondary Focus)
- Pre-Sales – Budget (RECAP)

04 **Pre-Sales Design – Models 2 & 3 Design**

05 **Pre-Sales Design – Models 2 & 3 PROS & CONS**

06 **Appendix**

Pre-Sales Organization – Functional View



01
- Solution Environment Thought Leadership
- Solutioning Top 10% Opportunities
- Innovation

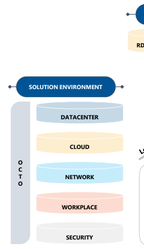
02
- Solution Architecture for Large / Complex Opportunities
- Trusted Advisor to Clients and Field Sales Teams
- Steward Opportunities from Discover to Solution

03
- Solution Bill of Materials / Specifications
- Solution Architecture for Medium / Small Opportunities
- Sales assist for Account Managers

04
- Solution Pricing
- Solution Response
- Solution QC

SERVICES ORGANIZATION

Pre-Sales Organization – Functional Overview (Model # 1 - Current)



SERVICES ORGANIZATION

Data Center Transformation

KEY OEM PARTNERS
- HPE, DELL, /EMC, VMWARE, Lenovo, Nutanix, NetApp, Veeam, Veritas, Commvault, APC

SOLUTIONS LEADERSHIP
- **OCTO:** 1, **SA:** 11, **GSA:** 1, **ISA:** 12

FINANCIALS
- **2020 Revenue:** $ xxx M

FOCUS
- Compute and Virtualization, Storage and Data Protection, BCDR, Hyper Converged Infrastructure

Professional, Technical, Lifecycle & Managed Services

Pre-Sales Teams: 'Primary' Focus* by Client Segment

	Transactional AT Products + DC SW (HW)	Transactional AT Products (IAAS/SAAS)	Solutions (Product+ Services)	Stand Alone Services	*Pre-Packaged Services
01 GAM	OCTO	OCTO	OCTO	OCTO	NA
02 ENT	SA	SA	SA	SA	ISA
03 Mid Market	ISA	C-ISA	ISA	SA	ISA
04 Small	TSR	TSR	TSR	TSR	TSR

* **Primary Focus is where each Team is expected to spend the majority of their time**
** Attached to Transactional AT Products (HW) or IAAS/SAAS thru Zones Cloud Portal

Who we are

Zones over the years

1996 — **Brief History of Zones**
Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed

2000 — **Key Milestone 1**
Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed

2005 — **Key Milestone 2**
Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed

2010 — **Key Milestone 3**
Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed

2021 — **Key Milestone 4**
Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed

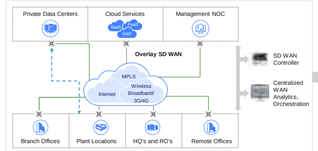
Pre-Sales Skills Matrix By Solution Environment

Deepak Purohit, VP Solutions

Solution Environment	Office of The CTO	Rolawe Bakare Regional Director (West)	Greg Sottile Regional Director (NE+NC)	Greg Cernosek Regional Director (South)	Amit Srivastava Regional Director (Global Solution Center, INDIA)	Gary Natividad Director	
						Mark Bennett Manager (US)	Haseeb Mallik (Manager, PK)
Data Center	Alan Maddox	Robert Laureano Anjali Fields Kody Nguyen Tim Bisping	Fred King Ken Bobak John Spada	Jason Donham Justin Brown Thomas Currey	Amit Goyal	Derek Woodcock Josh Grodevitz Kamal Kalra Cody Layton Rhonda Stratton Eric Komberg	Muwahid Ahmed Adil Baig Omar Siddiqui Kashif Ali Meer Hamza Usama Ali
Cloud	John Meeks	Martin Rosales Whitney Church Brent Dunst	Rob Jackson Sujit Goudar	TBH	Shambhu Thapliyal	-	Khyzer Hayat Ayaz Khan Waseem Ahmed Taimoor Tahir Taha Zaki Safi Mirza Shahroz Sufyan + TBH
Network	Stan Leszcynski	Giang Ly Young Brown	Josh Messenger Pete Klipa	Bill Chien Brad Mateski Eric Zerangue Brad Hinson	TBH	Israel Mattias Matthew McHugh Scot Hoots	Ali Khan Faisal Adnan Muneem Shabir Zia Rehman Ali Sajid Zark Khan Ali Hassan
Workplace	Rob Harrast Chris Patti Dustin Dembrosky Yli Schwartzman	Michael Harsch Mike Khaddour Travis Picou Kaylie Cortez	Brad Kerstetter Joshua McLaughlin	Frank Gallardo Chad Fleming	TBH	-	Danish Shaukat Muaaz Nawaz
Security	TBH	Kori Cortez	-	TBH	TBH	Vanessa Riquelme	Waqar Shahid Gohar Hussain

#WanFreedom - Powered by Prisma SD-WAN

Comprehensive SDWAN offerings for integration of multiple WAN tools / products bundled with a single pane of glass management.



Zero/one touch deployment	Policy-based routing	Traffic analytics
Virtualization & segmentation	Service insertion and changing	Network topology visualization
2X-5X hardware cost savings	10X-100X+ WAN capacity gains	Data-center class security at the edge of enterprise

The Wipro advantage

01 True Secure #WANFreedom with Telco Flexibility and advantages of business application

02 Industry leading partnership and Investments In start-up and engineering

03 Integration with Platform and Service managed to offer Application SLA and experience (CoDNI)

04 SD-WAN Consulting with Insightix and cost optimization guide with business case creation

05 Integrated shared managed services, Quick onboarding and ready as-a-service model

Co-creating richer customer experiences

Know your Customers
Development and deployment of intelligent CRM tools, analytics, AI, ML, and big data to increase customer proximity

Microsoft and Opensource Technologies, CRM and ERP solutions, AI&ML Bigdata, analytics, Cloud solutions, QA and Infrastructure development, DevOps, Automation & Productization

Business Outcomes
Drive better business outcomes like better customer proximity, higher customer engagement and satisfaction and higher profitability

Enhance Customer Experience
Delivering a rich customer experience through omni channel apps, personalization, AR/VR led UI and UX

Drive Business Agility
Accelerating time to market through rapid deployment of cloud solutions, Agile product development, DevOps and opensource tech

Unlocking value from data

Actionable insights at the point of care

Unlocking value – data analytics

- **Efficiency focused reports**
  - Turnaround time for prescription refills
  - Number of refills filled, notified to providers
- **Reduction in administrative errors**
  - Provider error / wrong PCP
  - Patient error / wrong patient
  - Duplicate refill caught
- **Reduction in medication clinical error**
  - Wrong medication
  - Dosage error
  - Formulation error
  - Errors per drug class
  - Errors per condition
  - Preventing adverse events due to medication reconciliation issues
- **Care gaps reported**
  - No. of care gaps
  - Areas of care gaps
  - Trend analysis
  - Remediation and improvement analysis
  - Calculated ROI
- **Medication regiment management**
  - Trend analysis of safety and efficacy of medications

Improve Star Ratings and HEDIS measure

- Revenue
- Cost
- Clinical outcome / quality

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Serving across the healthcare eco-system

ED

- High Risk Med Reconciliation
- Appointment scheduling

Hospital

- High Risk Med Reconciliation
- Appointment Scheduling
- Program for Compliance

Health Plan

- Health Plan
- Drug Benefit Management
- Medication Adherence
- Quality metric gap closure
- Treat-to-Target HEDIS metrics
- STAR Metric compliance

Ambulatory

- Collaborative model Medication Therapy Disease Management Programs
- Specialty/Biologic Formulary Management
- Refills

Pharmacy solutions

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wipro | Gartner

The Shift to Intelligent Ecosystems

Data & Analytics Services Briefing

11th Oct 2021

Thought Leadership: Encouraging team members to ideate, incubate

Initiatives	Activities involved (Execution)	Start Date	Status	Benefits for LV	Benefits for Team
Infographics	• Create infographics weekly on all the industries and pressing issues • Do analysis of the marketing data to understand customer preference	27th September	In - Progress (Published -3)	Increasing Brand awareness Maintain consistent presence/visibility in forums (Forbes, wired, etc.)	Secondary research and creative thinking Communicate with leaders and own the deliverables Increased visibility
White paper/Articles published in top journals	• Reach out to CIO's, CTOs, Analytics LOB heads • Understand future perspectives, current pain points • Publish research findings & review it with leadership team • Position LV offerings accordingly	15th November	Not Started		
Video Collaterals	• Create video snippets for LV and distribute (Company video) & (External research snippet) • Create video snippets on solutions (MatchView, SmartInsights etc)	Before IPO Launch (December 2021)	Not Started		
Events/Campaigns	• Launch Content team newsletter monthly • Launch Content Contests (best demo solution)	Quarter end (December 15th)	Not Started		
Competitive Intelligence	• Prepare collaterals to show competitors insights	Bi-Monthly 15th November	Not Started		

Option

Core capabilities

Cloudtaru brings together the right set of capabilities, technologies, products and domain knowledge to support your customer centric IT journey

Analytics stack
- Data analytics
- Predictive analytics
- Cognitive technologies
- AI/ ML
- Big Data

ERP/ CRM stack
- Salesforce Consulting
- Salesforce/ Partdot support
- Microsoft Dynamics
- SAP Hana/ S4

Cloud solutions stack
- Cloud consulting
- Optimization
- Assessment
- Security
- Cloud migration
- Cloud product development (SaaS/ PaaS/ IaaS)
- Infrastructure solutions

Productization, Automation and DevOps stack
- QUANTA - Intelligent AI Chatbot
- Qspeech - Speech Analytics
- Digital KYC/ eKYC
- MSME - Lead Management Solution
- RPA enabled approval for MSME loans
- ISP Management System

Quality Assurance & Infra
- Independent Verification and Validation
- Functionality testing
- Product testing
- Penetration testing
- Performance testing
- UI/ UX testing
- TaaS (Testing as a Service)

Microsoft & Opensource stack
- Sharepoint
- Drupal

Strategy and Consulting > Implementation and deployment > Maintenance and support > Business outcomes management

Who **We Work** With

One of India's largest Stock broking and security houses

A US based leader in Revenue Management solutions for the Lifesciences, Pharma, Devices industries

One of South India's largest ISPs

A leader in online Jewellery retail

"Cloudtaru brought deep technical expertise to accomplish instance separation and merger with custom components."

- Mr. Rajesh Ranjan, VP, Pharma Company

India's largest consumer to tech group

A global Auto to Tech conglomerate

India's largest Iron and Steel group

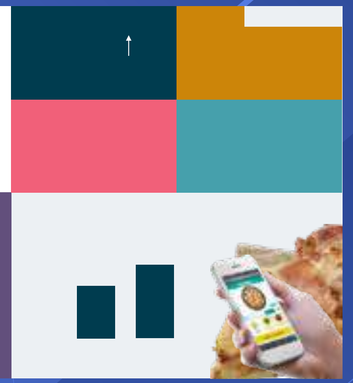
A leading HR group in India

Our Vision

Reshape business boundaries to form **Intelligent Ecosystems (iECO)** to create **sustainable and innovative** products to transform experiences with **inclusive AI**, **actionable insights, trusted data and flexible talent**.

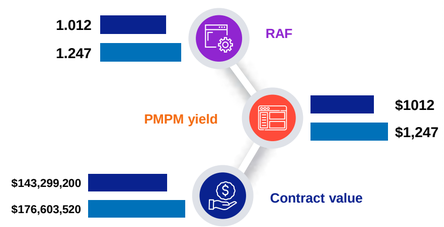
confidential

Domino's: customers champion brand



Outcome analysis – client case study

Risk contract - Key performance areas – 11800 Opp. Members



Baseline
Upsides net of acceptance

- HTHS applied overrides and excluded the RAF value of the provider accepted ICD codes (4782), if the same HCC category is already found in the problem list.
- Assumed $1,000 PMPM for financials calculations.

Members & suspects 11800

31.64%	3733 No Suspects	Baseline	8067 Suspects	68.36%
14.04%	1657 No Suspects	Post initial review	10143 Suspects	85.96%
1 : 2	25823 Baseline	No. of Suspects	35900 post initial review	1 : 3

Opportunity - 11800 Members

Opportunities delivered	Identified	Accepted
1 RAF / PMPM / PMPY	0.480 / $480.00 / $5,352.00	0.235 / $218 / $2,622
2 Total suspects	20566	10077
3 Suspect ratio	1 : 2	1 : 0.85
4 Contract value	$63,153,600	$33,304,320

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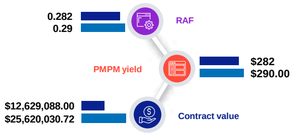
Review impact on zero RAF Members

RAF base - Key performance areas (Disease coefficient) – 3732 Members

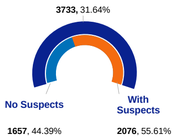
Zero RAF base - Key performance area – 3732 Members



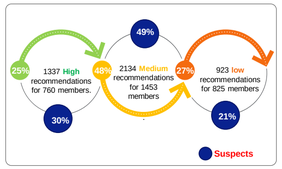
Baseline
Upsides net of acceptance

Post Review Ratio: 1:1.2

ZERO RAF Member base analysis



1657, 44.39% | 2076, 55.61%



Ratio : 1:1.2

Opportunity (Overall Demographic + Clinical findings) - 3732 Opp. Members

Opportunities delivered	Identified	Accepted
1 RAF / PMPM / PMPY	0.592 / $592 / $7,104	0.290 / $290 / $3,480
2 Total suspects	4394	2153
3 Suspect ratio	1 : 2	1:06
4 Contract value	$26,512,128	$12,990,942

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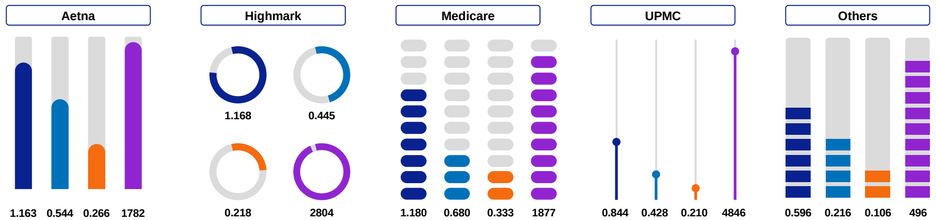
Impact by Payer and RAF scores (by Acceptance%)



Baseline RAF | Identified RAF | Accepted | Members

Yield by member - Month /Year

Payer	Members	Pre-review Scores	Baseline RAF	Identified RAF Score	PM RAF Score	Accepted RAF Score	PM RAF	PMPM
Aetna	1782	2071.606	1.163	969.164	0.544	474.890	0.266	$266.49
Highmark	2804	3273.833	1.168	1247.289	0.445	611.172	0.218	$217.96
Medicare	1877	2215.539	1.180	1275.486	0.680	624.988	0.333	$332.97
UPMC	4846	4091.123	0.844	2072.948	0.428	1015.745	0.210	$209.60
Others	496	295.741	0.596	107.226	0.216	52.541	0.106	$105.93
Avg	11805	2389.5684	1.012	1134.423	0.480	555.867	0.235	$235.00

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