

# H S Vijayeendra

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## Experience Summary

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I have more than 30 years of experience in engineering of Electronic Systems and VLSI and about 12 year engineering and general management.

I co-founded Avanijal and is responsible for identifying new technologies required, Hardware Engineering of the product, Manufacturing, Marketing, Business development and General management. Also responsible for understanding customer challenges in irrigation and nutrient management and devise product features to solve the problems.

Earlier as part of Mindtree, I was responsible managing the Semiconductor segment on business front and IC and Hardware system design groups for capability development. In this role I have grown the team from 40 to 200 in three years and significantly contributed in winning customers for hardware and VLSI development.

Prior to this I was managing the large account including business development and delivery for a key semiconductor customer for more than three years. Grew the account across geographies, customer business units and different offerings. Pursued and won business for executing turnkey projects for SoC development and post silicon support. Prior to this I have managed the VLSI and Hardware System design practice for more than three years and responsible for supporting the business group in winning business, recruitment, training and deployment.

On the technical/domain side I have experience in development and testing of ASIC/SoC, electronic systems for Wireless, Networking, Parallel computing and Defense applications. Very specifically involved in development of CDMA2000 Base Station ASIC, Electronics systems for Optical Networking Equipment, multi-node/multi-processor parallel computer for government labs and display systems for defense applications.

## Experience in Detail

Functional Domain Name	Experience (some of them are overlapping)	Description
Engineering and General Management (Delivery/Engineering and customer relationship, Industry domain)	14 years	<p>Responsible for</p> <ul style="list-style-type: none"><li>- Responsible for identifying new technologies required, Hardware Engineering of the product, Manufacturing, Marketing, Business development and General management at Avanijal</li><li>- At Mindtree - Revenue and profitability for semiconductor segment with multiple customers<ul style="list-style-type: none"><li>o USD 9 Million revenue/year</li><li>o More than 250 people</li></ul></li><li>- IC and Electronic System Design competency groups including Wireless Lab<ul style="list-style-type: none"><li>o Talent acquisition, training and deployment</li><li>o Setting directions and decide on offerings</li><li>o Development and Managing eco-system required to deliver services including PCB Layout, Mechanical and Industrial design, EDA partners, contract staffing from partners</li></ul></li></ul>

		<ul style="list-style-type: none"> <li>○ Management of Test Lab with capability to test for 2G, 3G, LTE and Short range connectivity Wireless standards</li> <li>○ Leading the efforts of defining and improvising the process of VLSI and Hardware development</li> <li>○ Leading the efforts of improving the process of partner management for electronic system prototyping as part of the Six-Sigma program</li> <li>○ Setting up Hardware team and Lab in Chennai which was a new location</li> <li>- Analyst interaction <ul style="list-style-type: none"> <li>○ With Gartner and Zinnov for the Semiconductor segment</li> </ul> </li> </ul> <p>Delivered</p> <ul style="list-style-type: none"> <li>- Nikash product, field tested and piloted at 5 customers by 2017</li> <li>- 5 Major and Minor Derivative SoCs for consumer application in last 3 years apart from delivering/participating in more than 100 SoC module development</li> <li>- Enabled delivery of more than 50 Electronic systems/sub-systems out of which more than 5 systems have gone to production (in Consumer, Industrial, Communication domains) Ex: Set-top-box, VPN firewall, Electronic Locks, Auto-diagnostic terminal</li> <li>- Connectivity solutions including Bluetooth, WiFi, GPS on leading Smartphone platform</li> </ul> <p>Managed</p> <ul style="list-style-type: none"> <li>- Managed Development center for Semiconductor Customer with more than 100 member team of IC design, Software and Hardware design engineers <ul style="list-style-type: none"> <li>○ Customer satisfaction</li> <li>○ Employee satisfaction</li> </ul> </li> <li>- 200 people IC and System Design practice group</li> </ul> <p>Supported</p> <ul style="list-style-type: none"> <li>- Acquisition efforts of MindTree in Semiconductor space by being part of due diligence team have participated in 4 such exercises of which one was completed</li> </ul>
Project Management	14 years	Project management of electronic systems and VLSI engineering projects. Responsible for quality of deliverable, on time delivery, profitability, customer and employee satisfaction for the project
Engineering of Electronic systems	16 years	Development of Nikash product for managing Irrigation and Nutrient for Agriculture farms. Development, testing and support ramping to production of consumer, industrial electronic systems and in addition installation and commissioning of military grade electronic systems. Design engineering, component selection, layout guidelines, vendor interface for prototyping are the key skills
VLSI engineering	6 years	Development of ASIC/SOC for consumer, storage, wireless communication. Specialized in front-end design.
Industry Networking and Personal & Organization	5 years	<ul style="list-style-type: none"> <li>- Have been part TiE for one year, interacted with NASSCOM, CII and Ministry of Agriculture in the last few years.</li> <li>- I was part of Mindtree team, which represented the company in</li> </ul>

development		<p>India Semiconductor Association (ISA) for 7 years since its inception and has been the primary representative for 2 years.</p> <ul style="list-style-type: none"> <li>- Have been the PAL (Parent, Anchor and Leader) for the campus joiners of April 2010 batch and guided them in their overall development for 3 months, spending 1 hour every day and engaging them in outbound learning program</li> <li>- Co-anchored the Osmosis – Mindtree Technology Festival in 2009-10 along with 2 others. This was organized over 4 months and included multiple activities involving whole of Mindtree across multiple locations in India</li> <li>- Was part of the exercise to come up with offering across the organization with “Value First” theme in Partnership with Zinnov.</li> <li>- One of the members of the leadership team which conceptualized developed and delivered the “Leading Performance” program which focused on Art of Project Management. Was responsible for “Visioning and Contextual Norming” module with 2 other colleagues. Delivered more than 15 sessions over 3 years</li> <li>- Applied TRIZ methodology to solve certain issues faced during customer engagement</li> <li>- Part of the team which developed experiential learning program for Emerging leaders.</li> <li>- Participated in multiple OBL programs</li> </ul>
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## Chronology of Professional experience

- Sep 2013 – Till date
  - Current Designation: Director, Avanijal Agri Automation Private Limited, Bangalore, India
- Feb 2001 – July 2013
  - Last Designation: General Manager, MindTree Ltd, Bangalore, India
    - Started as a Technical manager. Managed Hardware and Embedded software projects for various customers in Optical networking, HVAC, Semiconductor domains
    - Headed IC and Hardware practice and responsible for supporting sales in winning customers/projects, escalations in project delivery, talent acquisition and training. Grew the team from 40 to 200 in 2 years between 2005 and 2007
    - Responsible for a key Semiconductor customer as account manager and grew the team from 50 to 110. Won the “Supplier Excellence Award” for MindTree from the customer for the year 2008. (2008-2010)
    - Currently responsible for Semiconductor domain (Business role) and IC and Hardware design practice group (Talent management role). In the Business role responsible for about USD 9 Million revenue across projects in IC, Embedded software, Hardware skills. In the Talent management role, responsible for 150 people
- Aug 1993 – Jan 2001
  - Last Designation: Specialist VLSI/System Design, Wipro Technologies, Bangalore, India
    - Started as a hardware designer and grew to project lead executing projects across industrial application, parallel processing for high power computing for government

- and PSU clients. (1993-1995)
- Retrained myself in IC design area and was part of the VLSI design teams for developing chips for Storage, Wireless communication applications. (1996-2000)
- Managed projects across IC and Electronic System Design (2000)
- May 1989 – Aug 1993
  - Last Designation: Engineer, Tata Electronics Development Systems, Bangalore, India
  - Started as a test engineer for electronic equipment built for defense customers. Equipments included computers and display systems for Navy and Airforce.
  - Developed derivate designs of the equipments
  - Was responsible for testing, installation and commissioning of equipments on ships and Airforce stations
- Oct 1988 – Apr 1989
  - Teaching assistant at BMS College of Engineering (I don't have any record of this)

## Education

Year	Degree	Major Subject	Institution	Full Time/Part Time
1988	B.E	Electronics & Communication	Karnataka University	Full Time