**Vishal Narsinghani**

30 years

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Mumbai

**Summary**

Approx. 6 years of total work experience. PGDM [MBA] from IIM Trichy, 2015-17.

Working at Deloitte Consulting with experience in transformation projects related to M&A IT Due diligence and RPA (Automation).

Implemented processes for multiple medium to large-scale engagements for process like P2P, R2R and O2C for clients across multiple industries.

**Certifications**

* Lean Six Sigma Green Belt certified by KPMG.
* Certified by EduPristine on Financial Modelling using Excel.

**Skills**

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| * Process transformation * Robotics process automation (RPA) * Data Analytics * Information Management * Business Intelligence * Automation Anywhere | * Macro/Excel-VBA * Data-warehousing * R/RStudio, Minitab * Transition Management * Process Transformation * UiPath | * Cost Reduction * Program Management * Change Management * Financial Modelling * Blue Prism |

**Work Experience**  *Apr 2017 – Till Date*

Deloitte Consulting LLP, Consultant

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| Key Responsibility Areas |
| * Business/Process analysis in a sector agnostic role. * Defining requirements and scope, working with engineering organizations to rapidly deliver high-impact capabilities to market. * Conduct requirements elicitation sessions from clients and analyze, review and ensure the completeness of the business requirements * Facilitate proof-of-concept, respond to Request For Proposals (RFPs), Request for Information (RFIs) * Work in Agile environment to deliver high quality solutions against tight schedules |

Projects Undertaken

*Leisure Industry – Process Automation – Current project since December 2019*

* Involved in due diligence for an ongoing M&A assignment.
* Lead 2 processes (process re-engineering (BPR) and automation) for a Vacation Club Hotel post acquisition:
* Post-merger (post M&A) integration of user accounts from merged company into the primary company.
* Reporting final reservations; and booking vs. reservation gap to leadership.

*Waste Management Company – Change Management – 4 months*

* Working on transformation of traditional CRM processes to technology driven enterprise approach with an objective to resolve customer experience issues arising due to lack of data management; lack of data governance and standardization through business process management (BPM).
* Performing stakeholder analysis, impact analysis, and readiness assessment to drive Training and Communications campaign for client organization.

*Power Client, USA - Financial transformation – 4 months*

* Involved in process re-engineering [Post M&A] of journal entries/lease accounting for a power company across all its separate ERPs to make way for automation (RPA).
* Process analysis and requirement gathering for automation of topside entry reconciliation with sub-ledger.
* Transformed payment validation process of client data reconciliation with vendor records to minimize payment lead-time, reduce overdue and ensure on-time payment. This transformation aimed to automate data cross match between the vendor master file and the payment list in order to improve accuracy and enhance error signalling.
* Managed and implemented automation of booking of freight invoices; validating various details to detect inaccuracies vis-à-vis multiple master reports; and clearing payments for valid invoices.

*HealthCare client, USA – Financial transformation – 5 months*

* Involved in end-to-end business process re-engineering and automation of manual purchase requisition to purchase order process. Worked on requirement gathering, development (RPA) and documentation.
* Worked as process analyst on payment approval process as a part of vendor management. This process automated consolidation of invoices payment runs for different Operating Units (OU) by payment types (wire, check etc.). This bot provided a certain degree of control to the users: regularly scheduled but manually triggered by an editable input file uploaded at sharepoint.
* Received Applause award for stepping up as a solution architect to fill in the gap, despite preceding role of process analyst.

*Pharma Conglomerate, Japan – Clinical trial analytics – 14 months*

* Worked as business analyst for Pharmaceutical client to provide Information-management solutions. Implemented data streamlining and analytics in alignment with CDISC standards as directed by FDA regulations.
* Lead analytics driven assignment to identify exceptional respondents of clinical therapies and develop insights using non-therapeutic factors.

*Internal Assignments*

* Other assignments: Go-to-Market strategy for Deloitte USI in blockchain sector.
* Learning resource development for Revenue Recognition standards IFRS 15.
* Facilitate proof-of-concept for automation of P2P sub-process for a Manufacturing client.

Work Experience Oct 2011 – June 2015 (45 Months)

Accenture Services Pvt. Ltd., Software Engineering Analyst & Tata Consultancy Services, Systems Engineer

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| Key Responsibility Areas |
| * Delivered technology solutions as a part of Business Intelligence team for insurance client by building data-warehouse, developing data flow procedures and designing reports [BO]. * Work in Agile environment to deliver high quality codes. * Provide extensive support for User Acceptance Testing (UAT) and Hyper-care. |

Projects Undertaken

*Zurich Financial Services – Information management*

* Involved in digital transformation by implementation of global claims processing system transformation resulting in enhanced customer experience through faster turnaround time. Primary technologies used for building data warehouse: Informatica Powercenter, SQL Server, Tableau.
* Developed change request solutions for invoice generation and claim settlement.
* Designed POCs to authenticate the viability of a project module and empower key stake holders to visualize the end product.
* Significant Delivery Award for automating offshore processes through shell executable files saving 1 FTE.

*EMC – Information management*

* Conceptualize and implement various Enhancements and Continuous Improvements involving Informatica tool and Oracle Database and scheduling tool development.
* Supporting error free processing for invoice data and accounting data from multiple servers/dbs to OBIEE platform (reporting).

Summer Internship – Flextronics Pvt. Ltd. Mar 2016 – June 2016 (2 Months)

* Worked on Torque Analysis - a *Predictive Analytics* project to predict erroneous fitting of a screw on a device. Samples of torque, time & angle data, recorded from each fitting of screws utilized to generate a model that improved assembly efficiency leading to cost savings of 1.31%.

**Academic Qualifications**

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| **Degree** | **Year** | **Institute, University/ Board** |
| PGPM | 2017 | Indian Institute of Management (**IIM**), Tiruchirappalli |
| B. E *(ECE)* | 2011 | Thadomal Shahani Engg. College, Mumbai |
| H.S.C | 2007 | R. D. National College, Mumbai |
| S.S.C | 2005 | Dr. S. R. Vidyalaya, Mumbai |

**Academic Papers**

* Study on Impact of Indian Cricket team’s performance on Stock Market.
* Presented to Volvo team, a project to improve Critical Order Delivery by converting their existing logistics model to ensure timely delivery of VOR orders. Recommendations based on extensive use of Crystal Ball and Monte Carlo to simulate demand/inventory levels.
* Developed aggregate planning tool using Excel macro to optimize capacity utilization and minimize cost.
* Analysed queueing model at Indian airports and developed a process that reduces waiting time by 16%.
* 2nd Runner up in **Cognizant CXO Challenge**, 2016 from amongst 3000 B-school participants.

<https://insideiim.com/you-have-to-move-out-of-your-comfort-zone-and-work-on-your-weak-spots-as-there-is-no-one-to-cover-up-vishal-narsinghani-second-runner-up-cognizant-cxo-challenge-iim-trichy/>