



RONY PETER MEPRATHU

NIT CALICUT | ISB HYDERABAD

SUPPLY CHAIN MANAGEMENT |
ANALYTICS

CONTACT

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Dear Sir,

I am an NIT Calicut alumnus, with an overall work experience of over 6 years. My experience includes 5.5 years in the Annual Rate Contracts team at Reliance Industries Ltd, and 0.5 years of Analytics with Merilytics Pvt Ltd.

During my tenure at Reliance Industries Ltd as a Contracts Manager, I have handled the maintenance contracts for Mechanical categories which accounted for an annual spend to the tune of Rs 250.00 Cr. I have had the opportunity to drive a variety of strategic initiatives to reduce contracting costs and reduce transaction intensity, which led to internal customer delight and appreciation from the senior management. I have also led the drive for restructuring the contracting modality to achieve better cost savings and contract clarity.

As an Associate at Merilytics, I have handled the analytics project for a leading Dentistry chain based out of Canada. The project had a monthly marketing report. I had the opportunity to streamline the entire process, which reduced the Report generation time from two weeks to less than two days.

To enhance my knowledge and skills in the Business Analytics domain, I am also pursuing the Advanced Management Programme in Business Analytics from ISB Hyderabad. This is a course designed for working professionals who are looking to build a career in Analytics and Data Science.

I would like to thank you for taking the time to review my application. I hope to use my previous experience and expertise to contribute to the growth of your organization. Please feel free to contact me for further information.

- Work Experience: **70 Months**
- Domain Worked: **Supply Chain Management, Analytics**
- Industries Worked: **Oil & Gas, Analytics**

RONY PETER MEPRATHU

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ACADEMIC QUALIFICATIONS			
Degree	Institute	Year	CGPA / Percentage
Advanced Management Programme in Business Analytics	Indian School of Business, Hyderabad	2020-2021 (Ongoing)	Ongoing
B.Tech in Mechanical Engineering	National Institute of Technology Calicut	2010 - 2014	7.92/10
Class XII (CBSE)	St Peter's Senior Secondary School, Kadayiruppu	2010	97.00%
Class X (CBSE)	St Peter's Senior Secondary School, Kadayiruppu	2008	94.60%

WORK EXPERIENCE (70 MONTHS)		
ASSOCIATE	MERILTYICS PVT. LTD.	OCT 2019 - Present
<ul style="list-style-type: none"><u>Responsibilities</u><ul style="list-style-type: none">➤ Preparation of a comprehensive marketing report for a major Dentistry chain based out of Canada.<ul style="list-style-type: none">✓ The patient details in SQL are cleaned, sorted and classified.✓ Data from SQL is modelled into PowerPivot, and finally presented in MS Excel✓ The report analyses the newly acquired patients, revenue, patient visits, marketing expenses, etc.➤ Preparation of a Google Analytics report that analyses the website traffic data of individual dentistry.<u>Skills and Abilities</u><ul style="list-style-type: none">➤ Software Knowledge<ul style="list-style-type: none">✓ Proficiency in MS Excel✓ SQL – Intermediate level✓ Python – Intermediate level✓ R – Intermediate level		
CONTRACTS MANAGER	RELIANCE INDUSTRIES LTD	JUL 2014 – SEPT 2019
<ul style="list-style-type: none"><u>Responsibilities</u><ul style="list-style-type: none">➤ Handling Pre-Award, Award and Post Award Contract management as a part of Central Contracts and Procurement team.➤ Floating of EOI / RFP / RFQ for various long-term contracts & turnarounds.➤ Formulating techno-commercial comparison on receipt of bids, Internal Cost Estimate (Rate Analysis), approval term sheets.➤ Formulating Tender document, Work Orders in SAP, Amendments.➤ Achieve cost reduction by following planned bidding/negotiation strategies for long term contracts.➤ Analyzing commercial impact of the change and its approval from Top Management.		

- Negotiations and finalization of Contracts for major turnarounds.
- Interpreting contractual obligations & rights and evaluation of technical / financial hitches.
- Scrutiny for compliance of various commercial terms like taxes, duties, rates, security deposits, performance guarantees, retentions, Warrantees, Insurances and LD etc.
- Actively involved in finalization Comprehensive Maintenance Contracts for Refinery Complex at Jamnagar DTA.
- **Major Contract categories Handled: Comprehensive Mechanical Maintenance Contract for RIL Jamnagar Refinery, Fabrication & Static maintenance, Scaffolding, Non-Destructive Testing (NDT)**

- **Skills & Abilities**

- **Bidding**

- ✓ Preparation of RFI, RFQ, Contractual terms and conditions
 - ✓ Commercial Bid evaluation and comparison
 - ✓ Internal Cost Estimation
 - ✓ Negotiation
 - ✓ Spend Analysis, Budgetary approvals, approval for deviation in Terms and Conditions, if any
 - ✓ Contract Drafting, Formulation and Finalization

- **Contract Administration**

- ✓ Post Contract Award Monitoring such as contract amendments, P2P cycle, emergency work order releases, etc.
 - ✓ Managing Communication between supplier and Engineer-in-charge, Maintaining archive for original contract, all correspondence, changes/deviations, amendments, clarifications, and payment advices.
 - ✓ Closing Audit Recommendations

- **Software Knowledge**

- ✓ MS Excel
 - ✓ SAP (User MM Module)

- **Achievements**

- Handled mechanical maintenance contracts for Refinery and Petrochemical plants with an annual spend of close to Rs 250.00 Crores
 - Achieved annual savings of 1.3 Crores through contract restructuring in NDT contracts
 - Achieved 20% reduction in vendor base through consolidation and finalizing rate contracts with strategic vendors – Comprehensive Maintenance Contracts for Refinery Complex at Jamnagar.
 - Received annual performance rating of A+ (awarded to top 25% performers) in 2018
 - Received annual performance rating of A* (awarded to top 10% performers) in 2019