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CONFIDENTIAL

For the attention of Tech Nation

Regarding the application of **Mr. Raghavendra Varaprasad Yadav Gangadhari** for Exceptional Talent status in the UK in the field of digital technology.

My name is Colin Smith. I am Head of Logistics at Sainsburys Tech based at Coventry, UK. I have also been managing the Global Infrastructure Operations and Transformation before this role. My key functional expertise is in Digital Transformation, Customer Experience Strategy and Implementation, Product Development, IT Solution Architecture Ecosystem Partnerships & P&L Accountability.

Raghavendra is a part of Logistics team & working as Lead DevOps Engineer for Sainsburys driving business & technology engagement at various Logistics projects. I have known Raghavendra for last 1.8 years since the time he has been serving Sainsburys Logistics account based at Coventry, UK.

Raghavendra has come always across as a strong technology mindset bringing in digital solutions for complex business challenges. His approach covers clear & simple workarounds enabling ‘what next’ of the technology journey. During his engagement with our teams at UK, Raghavendra has presented the following new-age digital solutions:

1. **UX for Customer Documentation and Analytics** - The existing IoT customer documentation portal and Analytics for spend forecasting /anomaly detection are sub-optimal from both technology and process perspective. Raghavendra presented the plan to develop a fit-for-purpose customer documentation portal and UX for Analytics which benefits in significant reduction in operating expenditure arising from efficiency gains and improve portal experience (i.e. quality of documentation, search and recall, UX and UI, etc.) leading to improved business outcomes along with better spend forecasting and anomaly detection capabilities.

2. **Self-service layer of Digital Enablement Platform**: We planned to progress on Digital enablement for the developer community to manage the ever-growing customer base and leverage digital to reduce operating costs and enable a better customer experience. After working with key Logistics stakeholders, Raghavendra identified an opportunity to create a self-service layer that could automate certain tasks which would significantly reduce the manual activities typically carried out during the customer lifecycle and developers will be able to use the platform to produce IoT related technology content, through local operating companies.

3. **Crowd-source based QR Scan App to enhance UI Experience**: Our teams have been planning to develop a counterfeit application that scans objects and verifies its authenticity / uniqueness. With the objective to enrich user experience, the application acts as an interface between the object (QR Code) to be scanned and the system. Raghavendra created the draft & design of this development utilizing crowd sourcing tools not just to deliver the output at a rapid pace but also to ensure the quality of deliverables of Responsive UI/UX designs & native iOS mobile frontend code development for winning designs & functional testing on the developed code.

The above solutions has strong strategic advantage & drives execution excellence to bring in efficiency & digital innovation.

In addition to the above, I do find Raghavendra having strong expertise on Digital advancement & deep sense of responsibility towards capitalisation of technology towards improved enterprise environment & human life. He is indeed an asset to the orgnisation he works for & the place he stays in.

I wish Raghavendra all the very best for his future endeavors!

Regards,

Colin Smith

Head of Logistics

Sainsburys Tech

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