

Global Corporate Strategist, Futurist, Technologist, Operations & Innovator delivering consistent and measureable increased market value & share and global market leadership through operations, innovation, business, investment, M&A and strategies. Adaptive change leader who devises strategies that create business value and facilitate sustainable growth through transformation and exploitation of a company's core strengths. Vast global experience leading cross-functional global teams of executives, development, operations, product management developing disruptive innovative technologies, business, products, services, solutions widely adopted by consumers, customers, enterprises, industry & Govt.

Select Notable accomplishments:

- **Digital Services/Transformation:** Launched & Created 21st century Digital Enterprise practice at Booz Allen with specific focus on Digital Citizens, Workforce, Warrior for better governance. Developed digital strategy for Booz Allen, Samsung, Singapore Airlines & World Governments.
- **AI/ML/CV:** Co-Founded a company in the space of Digitally Connected Smart Cities/Building/Home developing AI/ML/CV/Audio & Image Pattern Recognition with a successful exit. Instrumental in the product strategy & vision to launch of AI/ML/CV products at Samsung/Booz Allen/Startup/Singapore Airlines.
- **IoT:** Created and crafted new growth markets/products of IoT driving conceptualized/ideation of several IoT solutions at Booz Allen/Samsung/ILL Startup/Singapore Airlines.
- **Investment, M&A and JV:** Led global strategy teams in diversification and divestitures of company and lead them to uncharted waters with successful outcomes.
- **Global Operations/Teams/Customers:** Launched and started global organizations/teams from ground zero and scale up the operational and organization to global diversified team at Singapore Airlines/Booz Allen/Samsung/Startups. Transformed global customers with consulting.

Core Competencies that Drive Results

Building Corporate Growth & Performance via Leadership, Global Strategy & Innovation

<ul style="list-style-type: none"> ▪ Corporate Strategy & Development ▪ Growth Strategy ▪ Global Partnership & Alliances ▪ Platform Strategy ▪ Pricing Strategy ▪ Competitive & Comparative analysis ▪ Visionary Business & Product Creation ▪ Global Market Entry & Expansion ▪ Social Startups and Entrepreneurship ▪ Team Building/Mentoring/Coaching 	<ul style="list-style-type: none"> ▪ Trend Analysis (Industry, Ops, Business) ▪ M&A, Investment and Joint Venture ▪ Organizational Transformation ▪ New Product & Service Launch/Introduction ▪ Operational Costs ▪ Market assessment and Sizing ▪ Program/Product/Project Management ▪ Consulting and Delivery Management ▪ Global Operations Management ▪ Emerging Technologies (AI/ML/IoT/CV)
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Singapore Airlines (Consultant)/Agriculture Startup (Chief Technologist)/Governments (Advisor/Consultant). October 2019- Ongoing. Remote

- Singapore Airlines hired/recalled me back as a Consultant. Currently leading the operational, business technology and organizational challenges during and after COVID19 pandemic. Delivered digital tools for safe re-launch of flights back into operations, alternative use of fleet, MRO maintenance of stranded flights on tarmacs.
- Stepped up from Entrepreneur/Strategic Advisor to Interim Chief Technologist for Agricultural Startup. Leading next generation technology products/services in the emerging technologies of AI/ML/CV/Drones/Robots.

- Advisor on COVID19 digital platform based on emerging technology for a few Government bodies

Singapore Airlines Ltd. – World's Most Awarded Airline May 2018 – September 2019

SENIOR DIRECTOR OF STRATEGY & INNOVATION - DIGITAL STRATEGY, Singapore

Digital Strategist - Strategy & Innovation Group responsible for the exploration/implementation/execution of emerging technologies & digital strategy for the SIA digital transformation journey and innovation adoption.

- Working as a Digital Strategist & Innovator in the Office of the CTO/CIO spearhead strategy & innovation. Assist the CIO/CTO team in exploration of emerging businesses, growth markets, technologies, operations and implement digital transformation initiatives across SIA.
- Connecting the dots of Silicon Valley's best practices and implementation across SIA. Creating a Startups/Scaleups via Accelerator & Incubator, Strategic partnerships/alliances and Investment.
- Hire, mentor, and create new technology centers, competency centers & center of excellence focused on digital and emerging incubation/businesses of SIA. Successfully launched Digital Innovation Kris Labs, Open Platform & Data initiatives, mobility applications and adoption of AI/ML.

INTELLIGENT INNOVATION LABS, CO-FOUNDER & CPO, SINGAPORE, July 2012- April 2018

CPO and Co-Founder of an IIL a Startup & Innovation Design Labs focused on Digitally Connected Smart City/Buildings/Home products utilizing IoT, AI/ML/CV Algorithms deriving advanced data analytics.

- Worked with global teams/customers in design, developed and executed the roadmap starting from Ideation, Concept, Prototype, PoC/PoT, Creation/development & execution/implementation to actual product development. Helped shape and build the products, teams, operations and scale up of Startup to a global market leader in Smart technologies for Cities/Buildings/Home.
- Hired and managed a globally distributed team of Innovation, R&D and Product Owners building algorithms, AI engine & platform for solutions/products/services created advanced analytics. Lead development of multi-year product line roadmaps and research into long term market needs, cultivate strong public-private partnerships, 3rd party collaboration/partnerships/alliances and define new products, solutions and services for the product line.
- Created AI/ML/CV/IoT for Smart (Mobility/Public Transportation, Intelligent Buildings, security, Healthcare, Infrastructure, Parking, Governance, Lighting, Tourism, Education, energy) for Smart Home/Buildings/City solutions/services/products. Led the startup to successful exit via acquisition.

Samsung Group – Global Strategy Group Korea A Global Conglomerate June 2012 – December 2017

GLOBAL STRATEGIST, Global Operations, Korea HQ & Teams

Global Strategist in the Global Strategy Group of Samsung Group to advise on Corporate Strategy & Development, Operations, International Expansion, product strategy, diversification and Organizational transformation. Acting as Strategic Advisor to Global Executives on mid to long-term strategic direction, vision & priorities, turn around of Organizations, operational costs, new product & service introductions, new markets (automotive, IoT.healthcare, smart home)& profitability improvement.

- Bold Innovation Leader: Passionate about developing clear insights to solve strategic dilemmas. Identified and evaluated corporate turnaround strategies, increasing sales & profits and reducing operating costs for clients leading to enter new markets, products, business and partnerships.
- Contribute to global expansion and business growth by identifying & prioritizing potential business opportunities, growth strategies, pricing strategies for services & products. Create strategic partnerships & alliances with ecosystem partners, startups.
- Perform due diligence & term sheets in high growth markets of healthcare, energy, retail, finance, education and consumer as part of M&A investments and Post Merger integration with focus on emerging areas of Cloud, Block Chain, Mobility, Analytics, AI/ML/CV, Wearable devices and IoT.

Booz Allen Hamilton, *Top-tier Oldest Management Consulting Firm in the world (100+ years) providing management consulting, strategy and operations strategy, technology and engineering services to US Government, major corporations, international and civil markets in Digital Transformation, Intelligence, Emerging Technologies.* January 2009 – April 2012

ASSOCIATE PARTNER / PRACTICE LEADER, USA and Middle East

Acted as Trusted Advisor for Client executives (CIO's, CTO's, CSO's) on Strategy, Digital transformation, Operational effectiveness, Governance, Risk management, Enterprise Innovation, Technology, Policies & trust, cyber security, client success and workforce management.

- Innovation Leader: Selected as key founding leader in the startup of Digital Enterprise practice (Cloud, Mobile, Analytics, Big Data & IoT). Responsible for designing and launching of emerging solutions, services, products, business plan development, solution offerings and intellectual capital.
- Client Engagement Manager and Practice Leader: Responsible for the marketing and delivery of Federal Agencies digital transformation, technology/application/infrastructure modernization, emerging technology adoption, policy making, innovation process, Investment options, Organization, International markets and Government-Industry relations. Responsible for strategic planning, tactical delivery, client satisfaction, resource estimation and budgeting activities.
- Market growth Leader: Directly accountable for ongoing consulting engagement/new client opportunities/new and existing sales/revenue streams, leading complex large scale engagements (\$50M-\$500M), enterprise wide business development, capture and proposal efforts.
- Business Account Operations Leader: Responsible for practice area expansion, building practices, hiring, utilization management, revenue profitability, P&L responsibility and career advancement.

IBM Corporation, Germany/Deutschland January 2006 – December 2008.

SENIOR PROGRAM MANAGER & ADVISOR- GLOBAL STRATEGIC ALLIANCES FOR SAP

Lead continued innovation, turn-around of the declining and bleeding partnership, induce trust and loyalty with ecosystem partners by leading a global team of IBM-SAP strategic alliances & partnership program management group. Worked on improving, formulating and institute discipline, processes and strategies to propel growth, organizational transformation and overall operational effectiveness focused on new product development, entered uncharted new markets.

- Value Proposition: Drove agile based open innovation and competitive differentiation with ecosystem partners, reduced TCO, better integration with heterogeneous environment, reduced customization and complexity of SAP deployments with IBM hardware & software.
- Actively partnered with senior management in leading strategy, business development, evaluate business use cases, product launch strategy, partnership strategy, channel development, growth strategy and new product and services of cloud initiatives in emerging markets.
- Business Partnering: Teamed with Executive leadership of IBM & SAP, internal & external partners to identify key business initiatives, collaborative partnership opportunities, validate business use cases, identify coopetition landscape & market intelligence reports and effective go-to market strategies.

WebMD Corporation *A household name and the #1 go-to source for Healthcare Information Technology providing Envoy, EMR/HR/PHR/PMIS, Physician & Medscape (now WebMD Health).* April 2000 – December 2005

SENIOR MANAGER PRODUCT MANAGEMENT, USA and India

Built strong Product Management team and instituted formalized product development processes and discipline that focused on Innovation, new product initiatives, product strategy, commercialized, productized and monetized WebMD product value offering and Revenue streams.

- Created #1 healthcare company and online dominance with advanced research that attracted 100+ million users per month, 2.5B page views and 40% market share in Healthcare informatics.
- Engineered Post-Internet bubble strategy for long-term sustainability. Led Corporate Technology council, Technology Standards, invest time, resources and funding of emerging technologies (Mobile, Security, E2E healthcare products & services, Advanced Data visualization).
- Spearheaded activities including strategic planning & development, due diligence, valuation analysis, 5 M&A transactions & 4 divestitures for \$2.6B exit strategy to focus on core businesses.

Infosys Technologies, Finacle, *An industry-leading universal banking solution used by banks in 84 countries 183 banks, 450+ installations addressing core banking, e-banking, payments, mobile banking, origination etc.* July 1997 – March 2000

MANAGEMENT CONSULTANT, Europe and Middle East

Provided award-winning consulting services in Finacle Banking solution for Infosys to formulate and execute new Client acquisition as well as deepening existing relationships. Facilitated a practice expansion by taking the lead in assessing client needs, managing client relations, providing expert guidance and guiding projects through completion that consistently delighted the customer.

- Client Management & Delivery Management: Managed portfolio of projects and resources for several key financial banking clients in EMEA and delivered several large and complex projects within budget and on time with direct impact on client's cost of ownership and profitability by working seamlessly with onshore and offshore teams.
- Charted product strategy, client engagements, conceptualization and planning of Finacle customization to client specific requirements. Scaled up business growth of 3-fold with a total addition of 30 Clients in large and mid-tier segments. Grown EMEA as the largest region globally with over X% of Finacle revenues, doubling the revenues in 2 years.

Education/Professional Development/Achievements and Certifications

MS, Computer Science Engineering, Carnegie Mellon University School of Computer Science CMU-SCS
 Bachelor of Technology in Electrical Engineering, Indian Institute of Technology (IITM), Chennai India.

- Awarded Employee of the Year twice for exceeding expectations at Infosys Technologies.
- Awarded Employee of the Year multiple times for individual and group performance at WebMD.
- Recipient of IBM Outstanding Innovation Award and IBM Corporate Award.
- Recognized with three highest Booz Allen Hamilton awards: Values in Practice Award (VPA), Professional Excellence Award (PEA) and the Involvement and Impact Award (IIA)
- Guide & Mentor with strategy, business model, technology and operations advisory and direction to Startups, Accelerators, and Incubators focused in Americas, Asia.
- Guiding Governments & Alma maters run Accelerator & Incubators on Partnership collaborating on joint research activities, innovative idea hunting, emerging technology sensing and IP generation.
- Coveted Samsung Proud People Award and Multiple Spot awards at Samsung.
- Co-Founder of the most successful innovative startup in Smart Cities with successful exit .

Professional Publications

Co-Authored and contributed to several artifacts, presentations, playbooks and publications. Co-Author of USA Federal Government Agencies reports on technology, policy and operation. Authored Reports of Various Trends(Technology & Business, M&A Due Diligence, Global Market Opportunity & Sizing; Deal Sheets & Venture Opportunities), Solution briefs, Redbooks and White papers.