

Sandeep Bedi  
Senior Partner/VP

Intelligent Automation  
RPA, AI/ML, BPM, ECM



Contact

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Skills

- ❖ Technology Strategy
- ❖ Business requirements definition
- ❖ Current state assessment and evaluation
- ❖ Provision of strategies and recommendations based on latest technology innovations, industry trends and leading practices
- ❖ Future state architecture, solution design and target operating model definition
- ❖ Formulation of strategic roadmap and implementation work plan
- ❖ Systems selection and implementation services support
- ❖ Business Process Management Automation and Optimization
- ❖ Enterprise & Solution Architecture,
- ❖ Cloud Solution and Products/SAAS
- ❖ IT Business Delivery & Operations Management
- ❖ Team Management
- ❖ Industries – BFSI, Telecom, HR, Media, Manufacturing and Automotive

Software/Technology

- BPM/ECM
- B2B SAAS - P2P/S2C/CLM/CRM
- EAI/SOA/Middleware/APIs
- Roboshore – Robot as a Service
- SAAS/PAAS/IAAS
- Web Technologies
- Webmethods

Education

MBA – IIM (Lucknow)  
BE - Computers

- ✓ 25 Year Technology, IT Experience
- ✓ Worked and Lived across the globe – USA, EU and APAC
- ✓ Automation Strategy, Solutioning, Presales, Delivery and Operations.
- ✓ Worked with all strategic automation partners (UiPath, BluePrism, AutomationAnywhere, MS). BPM, ECM, RPA, AI/ML, Process simplification and business optimization using automation technologies.
- ✓ Worked with tech majors like TCS, IBM, HP and Accenture. Also worked with startups live Icertis, ValtaTech and IPEX Global.
- ✓ Roles span the complete breath of technology and domains.
- ✓ Thought leadership on industry evolution, identifying new applications for automation technologies and for building and implementing solutions which transform the operational capabilities of the business.
- ✓ Worked on game changing Robot As A Service which is the next evolution in RPA.
- ✓ Previous experience includes web development, APIs, Middleware Solution architect using IBM WebSphere

CAREER HIGHLIGHTS

- ❑ Building the entire Intelligent Automation practice for Robot as a Service for International Business (UAE, SEA and APAC).
- ❑ Digital Transformation and Automation programs for APAC and MEA clients in S2P, P2P, Sourcing, Supplier Performance domains.
- ❑ 100+ RPA, AI/ML Digital Transformation projects involving BPM and RPA for Accenture.
- ❑ CRM and Market Automation Projects for Accenture. Also automation project for large telecoms in SEA.
- ❑ For COLT managed the entire Automation portfolio. Also managed delivery of these projects.
- ❑ Practice Head for EAI, SOA, BPM, ECM, Middleware for Genpact, Agilent and NTT Data.
- ❑ Enterprise Architect - In the US worked on various business process management, API, Middleware, Messaging and Integration products for Banking Majors like BoNY, Merrill Lynch, Citi thru IBM on various consulting assignments.

EXPERIENCE (SUMMARY)

- ❖ ValtaTech/Digital Workforce, Head Automation for UAE, SEA and ANZ.
- ❖ Icertis, VP Digital Transformation, Sept '18 – June '20
- ❖ Accenture, VP Automation, Aug '14 – Sep '18
- ❖ IPEX Global, Managing Partner - Automation Project, May '13 – Aug'14
- ❖ Colt, Director – IT, Feb '07 – May '13
- ❖ Agilent, IT Head – Digital, July '06 - Feb '07):
- ❖ Genpact, AVP BPM and Automation, June '05 – July '06
- ❖ NTT Global, Delivery Head – Middleware, June '03 – June '05)
- ❖ IBM, USA, Senior Solution Architect, May '00 – June '03
- ❖ HP-EDS, USA: Solution Architect, April '97 – May '00
- ❖ TCS, Programmer, April '94 - April '9

Technology Head	Consulting and Solutions	Delivery and Operations
<ul style="list-style-type: none"> <li>Run end to end Technology operations both as Cost and Profit centers.</li> <li>Own Targets, Domains and/or Relationships to manage complete P&amp;L.</li> <li>Build and maintain strong, long-lasting customer relationships</li> <li>Develop a trusted advisor relationship with key customer stakeholders and executive sponsors</li> <li>Ensure the timely and successful delivery of our solutions according to customer needs and objectives</li> <li>Key accounts includes majors in Financial, Manufacturing and Telecom domains both in India and US/EU.</li> </ul>	<ul style="list-style-type: none"> <li>I have worked for Consulting Majors like IBM, EDS, Accenture and TCS.</li> <li>This included complete Bid Management, Solutions, Client Management, and Delivery Management.</li> <li>Complete P&amp;L management which included both driving revenue growth and also ensuring that the revenue is realized using best delivery practices.</li> <li>Solutions for Managed Services, Outsourcing, Captive Centers cutting across various domains and technologies.</li> <li>Technologies include BSS, Cloud, Digital, Mobility, BI, SOA, CRM, ERP, SAAS, PAAS and IAAS.</li> </ul>	<ul style="list-style-type: none"> <li>Manage delivery and operations of captive center in India.</li> <li>Delivery management thru direct and matrix teams.</li> <li>Build Capabilities in offshore centers from scratch.</li> <li>Delivery both thru employees and strategic partners.</li> <li>Ensure that the technology division gets the most value for the money they spend on outsourcing deals.</li> <li>Key Projects involved the following technologies: ERP (SAP/Oracle), Billing, CRM, Middleware, Testing, Web/Content Development, Integration</li> </ul>

## DETAILED EXPEREINCE

### ValtaTech & Digital Workforce (Contract), June 2000 – Till Data

Building RPA and Digital Worked practice for UAE, SEA and ANZ

### Icertis, Vice President Digital Transformation, Sept 2018 – June 2020

Icertis is a Procurement, Sourcing and Contract Management Product company. Managed SEA and ANZ Digital programs in RPA, AI/ML and APIs domains.

### Accenture India, August 2014 – Till Date, Technology and Business Head

Technology Management, Solutions and Consulting for Telecom and Media account. End to end P&L management of Media, Telecom and Hi-Tech Accounts in BPM, RPA domain.

### Diverse Infotech, July 2013 – Till Date, Principle Consultant and Director – SCM, ERP, Digital Solutions

Business Development, Strategic Account Management for EU/US clients. Enterprise Implementations for ERP and Managed Services Space for Financial clients.

### Colt Technologies, Feb 2007 – May 2013, Director – IT

Leading the complete India Technology Center. Total team size of 500 FTE.

Teams: Testing, Integration, Billing, Network Monitoring, Order Management (Siebel), Business Intelligence, ERP (Oracle), HR Systems, Web Content and Development Manage Build, Move to Production and Post-Production Support. Management of Infrastructure and Databases. All Colt applications managed by this group – 90 percent of Colt IT workforce sits in India and manages Colt IT globally. Extensive experience in both Network and Compute domains.

### Agilent Technologies, July 2006 – Feb 2007, Operating Head – Digital

Complete Digital Enablement of Agilent portal using Internal and Vendor Teams. Managed all initiatives thru strategic partners. I was the IT Operations leader and Head for their ERP Delivery center in India. I was managing 200 Technology resources thru a multi-vendor program. The vendor teams were TCS, Headstrong, Tibco and Satyam.

Managing New Programs and Upgrades to the web experience and also Infrastructure and Application Support. The dollar spend with vendors was in the excess of \$20 M account.

### Genpact, June 2005 – July 2006, AVP – Strategic Alliances (ERP/Integrations)

Headed/Incepted Middleware COE. All projects involved integration to ERP Systems – SAP and Oracle. This unit provided integration services to GE Money, GE Commercial Finance and GE Energy among others. All services were provided thru vendors and Strategic alliances. I was instrumental in forging relationships with Wipro, TCS, Webmethods, Tibco and IBM.

### NTT Data, June 2003 – June 2005, Delivery Lead (Integration Projects)

Delivery Lead for middleware delivery center. Setup a new RFID practice using multiple vendors. Worked with multiple vendors to provide bundled services. Ramped up practice from 2 FTE to 100.

### IBM, US, May 2000-June 2003, Sr. Solutions Architect

I was part of their Professional Services team providing customized solutions to their financial customers on Wall Street. Major Clients included Bank of NY, JP Morgan, Morgan Stanley, and Roche Diagnostics.

### EDS, US, April 1997 – May 2000, Solutions Architect

IT Delivery and solutions for General Motors assembly plant in Detroit. Portfolio included all their JD Edwards and EDI delivery. Other IT projects implemented for GM, Ford, Visteon, Delphi, Lear to name a few.

### TCS, April 1994 – April 1997, Assistant Systems Analyst

Worked on JP Morgan account for JD Edwards Implementations as Systems Analyst and Programmer.