Anish Choudhary

Technology Business Consultant

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Skilled MBA Professional of high Technical & Business Acumen having 5 years of experience with a record of helping Organizations drive Operational Excellence. Currently working as a Business Consultant to help Organizations better understand IT's value, Increase Collaboration and give deeper Insights into IT spending to plan quickly and take strategic decisions based on provided insights. Core competencies in data analytics (MS Excel, MS Visio, Power BI), IT Cost Optimization SAAS Tools (Apptio Cost Transparency, IT Planning & Self Service Reporting, Bill of IT).

EXPERIENCE

APPTIO INC.
Jan 2020 - Present

Implementation Consultant

- Working in Customer Success Department to Design, Implement IT Cost Optimization Solutions to Customers with an aim to deliver maximum value in form of providing transparency of Current Expenditure & Better Forecasting Processes to gain Strategic Value.
- SME in IT Planning & Analysis Product, enabling customers with from Onboarding to providing technical configurations - Budget, Forecast & Variance Analysis.
- Processed client satisfaction reports & dashboards for completed implementation, analyzing data to discover possible areas of improvement in future projects.
- Offered client training &Knowledge Sharing sessions through to streamline onboarding process for newly implemented Professional Services project.
- Gathered functional and business requirements from client, defined scopes & Use cases and Updated Customer Journey Log through Salesforce (CRM tool) to Workfront (Project Management Tool).
- Manipulated data sources to create appropriate allocations and data relationships to build out required reports to align with IT Finance and Executive needs.
- Managed operations of select customer implementations, i.e. loading new data & data connectors through ServiceNow, reviewing and validating dashboard/report outputs. Provided end user Documentations like Microsoft Visio Diagrams.
- Delivering outcomes such as Reorg & Restructuring, Agile Investment Planning & Project Financial Planning, Showback, Chargeback, Product TCO and Service Costing.
- SME in IT Planning & Analysis Product, enabling customers with from Onboarding to providing technical configurations - Budget, Forecast & Variance Analysis Interact with Business users and key stakeholders to understand the impact of enhancement on business functions.
- Gained significant Proficiency in Business Analysis, Product Management, Process Analysis, Client Coordination through problem Solving.
- Strong understanding of Supporting data ingestion tools like Datalink Connectors, Workfront, Splunk, MS Visio Diagrams, SharePoint & Salesforce to integrate Customers data within the tools to deliver a seamlessly End to End experience to Customers.

Key Activities Performed On Apptio Tool:

- Data Ingesting using Data Connectors (ServiceNow, Workday) as well as manual data load.
- Data Transformation using Machine Learning and building the Cost Allocation Model through Finance, Infrastructure & Business Layer.
- Well Versed with Transform Pipeline steps and key formulas (LookupEx, SumIf, Split, Pivot, Grouping) and Standard TBM Best practices to be implemented while building the model.
- Creating Metrices, Perspectives, Custom Reports for providing strategic insights to business user.
- Creating Integrations between Apptio's tools (CT to IT Planning and vice versa) and maintain data integrity between the tools.
- Setting up Reference Data in IT Planning and creating Plans for Budgeting & Forecasting Labor, Contracts, Assets & Other Financials of the customer.
- Creating Showback, Chargeback & Transfer Pricing Reports for Business Units for Optimizing IT Costs and Spend Decisions

- Assisting in Customer Onboarding and part of Implementing Monthly Data Loads for General Ledger, Asset, Labor & Contract Monthly files.
- Providing Operational Runbook & Visio Documentation showcasing Full Model and Allocation Rules.
- Experience of working on 15+ Professional Services & Managed Services Projects for CT, IT Planning, ApptioOne with some leveraging Bill of IT, Self Serve Reporting.
- Worked on Customer Version Upgrades and Improving Performance of Key Projects.
- Cross Collaboration across Key geographies (US, EMEA)

Key Projects Highlights:

Project 1 : Deliverables achieved by Incremental Monthly Cost Optimization of $100K in 10 weeks.

Performed activities: Monthly Forecast Plans, Configured financial layer-Cost Source, Labor, Vendor, Fixed Assets. Devised unique Custom Solution to factor customers unique Depreciation Schedule and build highly complex reports for Budget Process Owners which resulted in Faster and accurate decision making for the Process Owners.

Project 2: Deliverables achieved through Custom Project build & integration providing App TCO by Vendor Portfolio, Chargeback, Forecasting & Variance Analysis resulting in optimized Vendor Spend by $2M USD.

Performed activities - Data management and Optimized Data Ingestion leveraging Datalink, Model configuration and Permissions administration) Build Models across 3 Products. Delivered highly complex Application TCO configuration which resulted in getting the right Cloud Subscription renewals and Enabling each BU with Cost Spends through Chargeback Process.

Project 3: Deliverables enabled IT Process Owners from different geographies to close the Monthly Forecast Process by 5th of each month hence enabling faster decision making and optimized resource utilization by 50%.

Delivered Multi Currency Configuration factoring in Costs using Transfer Pricing Chargeback Technique from all the Currencies to deliver accurate rolling forecasts and resource alignment by Projects and Departments.

INFOSYS LTD.
Aug 2017 - Dec 2019

Senior Associate Consultant

Worked as a SME & Offshore Team Lead in Sales Incentive & Commissions Operations for CISCO which Involves:

- Managing Key Monetization models -Multiyear Deals (subscription models), planning & Execution to provide variable incentives to 10K+ workforce of CISCO resulting in average monthly payout of more than 5M USD.
- Monitored and frequently reported on project status to clients and verified all projects met client requirements and quality standards.
- Reviewed and edited all client communication documents, including Monthly Review Document and Quarterly Business Review.
- Collaborated with client to develop financial projections, detail operational strategies and identify risks within business plan and mitigating strategies.
- Worked on Tools like - Oracle Incentive Compensation & Oracle E- Business Suite, Xcatly Incent, SAP Business Universe, Tableau, TOAD & Rally.
- Solution design for process optimization: Perform Gap analysis, Process analysis, Impact Analysis & brainstorm with cross functional teams Mentoring 2 Team members and in charge for improving their work efficiency.
- Create ROI Calculations for different Monetization Models for Products & Services and identify based on defined metrics (NPS) Presenting the As-Is and To-Be diagrams capturing the work flows, user interactions, pain points Part of Fincubation Club to prepare white papers , POV on key Financial management activities.
- Awarded Most Valuable Player Award for Outstanding Contribution in Project & for enhancing the process efficiency by more than 50% in FY18 from Senior Leadership Team.

OJASWI MARBLES & GRANITES
June 2014 - May 2015

Financial Analyst

- Coordinated with stakeholders to provide inputs on Leasing Activities. Collected data and developed detailed spreadsheets & Interactive Dashboards to identify trends and create revenue, profitability and expense forecasts.
- Part of Business Continuity Planning team & responsible risk identification and analysis.

EDUCATION

T.A. PAI MANAGEMENT INSITUTE
June 2015 - June 2017

MBA in Finance & Operations

THAPAR UNIVERSITY
June 2010 - May 2014

BTech. in Biotechnology

SKILLS

1. **Technology Business Management Analyst** - Well Versed with IT Cost Optimization Products
2. **Strategic Planning & Business Planning -** Define Problem Statement, Use Cases & Forecasting Solutions
3. **Project Management**- Experience of Working on tools like Workfront, Jira & Splunk for Reporting & Issue Management
4. **MS Excel, PowerPoint & Visio Diagrams** – Advanced Knowledge of Excel Macros & Pivot tables
5. **Tableau & Power BI** -Worked on creating interactive dashboards on basic version

LANGUAGES

English (Full professional proficiency), **Hindi** (Full professional proficiency), **French** (Limited working proficiency)

INTERESTS & HOBBIES

Quizzing, Swimming, Tennis, Badminton, Reading ,Sports & Stock Markets Enthusiast