

Thirumaran Kuppusamy

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I am interested in a challenging position in Project Management, Business system analysis, Business process transformation and system implementation where I can leverage 20 years of experience in IT. I am strong in the design and development of ERP, SCM & CRM applications.

Authorized to work in the US for any employer

Work Experience

Salesforce CPQ (Configure, Price & Quote) Quote-to-Cash, Sales Automation, Opportunity

Google Cloud - Sunnyvale, CA

October 2019 to Present

Sunnyvale, CA BSA/ IT Business Applications, Oct 2019- Present

Salesforce CPQ (Configure, Price & Quote) Quote-to-Cash, Sales automation, Opportunity/ Quote Integrating the Sales process to Oracle Cloud Financial system for Sales Orders. Quoting process for Cloud Technology NPI products, bundle, standalone, service, subscription renewals, and legacy products. Sales regions based capacity approval rules, discount approvals, product validation rules, New Product enablement of sales motions for country, currency specific cost. Opportunity, service cloud, multi price points, pricing/discount approvals, License fulfillment systems, prepaid, billing, future payments, Professional service Org (PSO) project, Conga CLM Order documents, Legal agreements/ contracts. Leading the Scrum team, Sprint planning, daily Scrum, dashboard, retrospective, user stories, backlog grooming, collecting the user stories/ scope mapping. Coordinating demo, UAT testing and PRD deployment.

Splunk Inc - Santa Clara, CA

September 2018 to October 2019

Quote to Cash, Netsuite Cloud ERP & SFDC CPQ (Configure, Price & Quote) Integrating the Sales technology to Netsuite Financial Cloud ERP system for Quoting Core, bundle NPI new & legacy products. Leads, Opportunity, service cloud, multiple price points/discount approvals, one-time discounts, co-term, true-up, up-sell, cross-sell, support and subscription renewals & upgrades. Contact accounts, Installment billing, future payments, Financial force (FF) Professional service agreements (PSA) project, Zoura/RevPro 606 integration, Sabrix tax calculation, CLM, smart contracts. Leading the Scrum team, Sprint planning, daily Scrum, dashboard, retrospective, backlog grooming, collecting user stories/ scope mapping, Atlassian Jira & Confluence case review. Conducting SIT, mock/UAT testing and Business Transformation/ Change management process.

Sales

Hitachi Vantara Inc - Santa Clara, CA

November 2017 to August 2018

Santa Clara, CA & Krakow, Poland BSA/ IT Business Partnership, Nov 2017- August 2018

Quote to Cash, ASC606, RevPro, Oracle Cloud ERP & SFDC CPQ (Configure, Price & Quote). Enable the system for Quote-to-cash, lead, opportunity, service cloud, co-term, true-up, up-sell, cross-sell and subscription renewals. Supply chain, IFRS15/ASC606 Revenue GAPP guidelines: Zoura/RevPro cloud implementation, Quote, NPI, Multiple price book, Order processing, fulfillment, service, RevPro Revenue recognition, ARCS, POB Performance Obligations, SSP allocation, VC accounting, staging process, Reclassification, Professional services projects integration with ChangePoint billing for Bundle, Data center, IoT, MCS, HP-OEM, oXya and Pentaho products. Global/multi-currency implementation and Periodic accruals and month end close process. Leasing management system IFRS16 guidelines as Lessee/Lessor for equipment/ property lease and integrate with Oracle cloud AR/AP/GL. CLM smart contracts, converting unstructured data to contract compliance for Legal, Sales, Procurement, Supplier, and Lease contracts. Leading the Scrum team, Sprint planning, daily Scrum, dashboard, retrospective, user stories, backlog grooming, collecting the user stories/ scope mapping, Atlassian Jira case review. Conducting CRP and mock/UAT testing.

Scrum Master/PM

PWC - Boston, MA

February 2017 to October 2017

Agile Scrum, Oracle Cloud ERP & SFDC CPQ (Configure, Price & Quote, Financial Force - Enable the system for Quote-to-cash to generate hybrid /mixed quote, lead, opportunity, partner community, service cloud, asset management lookup, co-term, true-up, up-sell, cross-sell, renewal and upgrade contracts management. Quote, Order, fulfillment, Service contract, AR auto-accounting, invoicing pre-processor, accounting rules,

RevPro Revenue recognition, ASC 606/GAPP guidelines, Performance Obligations, SSP allocation, ARCS, multiple sub-ledge accounting, Reclassification, Professional & educational services projects AP Invoice integration with OpenAir/Concur, SaaS billing integration with Workforce Ready/central, TRR training revenue recognition with OnTrack & KnowledgePass and Flexara license management system. Periodic accruals and month end close process. Conducting daily Scrum, Sprint planning, use cases, product backlog enhancements, backlog grooming, collecting the user stories/ business requirements, Atlassian Jira case review.

Business Systems Analyst

Fire Eye Inc - Milpitas, CA

July 2015 to January 2017

Salesforce SteelBrick CPQ (Configure, Price & Quote), Oracle Application R12 (12.1.3) EBS suite, Oracle Cloud ERP & Netsuite Cloud. Enable for Quote-to-cash to generate hybrid /mixed quote, Lead, Opportunity, Partner community, Service & asset cloud, subscription renewal, channel & disti, payment terms, tax, legal contract, asset management lookup, NSP approval matrix, pre-configure bundle & wrapper bundle, product/pricing rules, SKU proliferation/rationalization, product optimization and compliance check in multiple process stages. Supply Chain,P2P, NPI, OM order processing, Inventory planning, defaulting warehouse/ mapping, consigned inventory, OTM, AP invoice automation, Openair/ Netsuite consolidated billing systems, Concur integration, 3PL fulfillment for configuration base model, allocation for RMA & upgrades, AR RevPro Revenue recognition, ASC 605/FASB regulations, Allocation, Carveout, BRM, Xactly billing/ sales commission, splits criteria and product licensing AIWS. ARCS, Supported period close process, Rev/COGS analysis, marginal, P&L and management reporting. Scrum: Atlassian Jira Scrum board, use case, gap & impact analysis for downstream system and preparing BRD. Certified with Agile as Scrum master. unit testing, UAT, support, validation with business requirements and user training.

Oracle Solution Architect/BSA/ PM

Salesforce Opportunity & Quotes, Financial Force. Supply Chain, Manufacturing - Sunnyvale, CA
July 2013 to June 2015

Oracle Application R12 (12.1.3) EBS (ASCP, MRP, Forecasting, Inventory, PO, OM, WIP, Costing, BOM & Eng). Salesforce Opportunity & Quotes, Financial Force. Supply Chain, Manufacturing, OM, Standard, Try & Buy, Advance Replacement, RMA, Prebuild, POC order types, Advance Pricing - Multiple price lists, Sales agreements, Price break, modifiers and qualifiers, Standard & Contract PO, AVL, Sourcing Rules, CTO model /options, NPI, ECO release process, Discrete work orders WIP, Serial transaction and track genealogy, Inventory Turn, Purchase Price Variance and On-Time Delivery and Demand Priority. ASCP & Forecasting - corporate & sales PSI Forecast upload into oracle via interface from SFDC. MDS collective demand, horizontal planner workbench, supply/demand netting, tracking, supplier forecast, historical usage, forecast accuracy/ consumption, What-IF simulation, and unique parts planning. Responsible for the analysis, design, requirement collection, setup, configuration, process improvement, change management, designed business procedure and solution architect. Interact with cross-functional business team.

Oracle Solution Architect/BSA

Audience Inc - Mount View, WI
November 2012 to June 2013

Oracle Application R12 (12.1.3) e-Business Suite (WIP, Costing, ASCP, Inventory, BOM & Eng). Supply Chain & Manufacturing: Discrete work orders WIP, Lot based transaction/ track genealogy. in-house & contract mfg, wafer & die bank yield, custom ordering, New product release, BOM Config, ATO/PTO model, Mfg and planning bills, routing and OSP process, put-away receiving Inspections, assembly cost rollups, deferred COGs and burdened cost. ASCP & Forecasting - monthly channel forecast upload into Oracle via Interface from SFDC, Jira system for use case. Dynamic plan generation, forecast consumption /simulation and planning time fence control. Responsible for the analysis, design, requirement collection, gap analysis, designed business procedure and solution architect. Interact with cross-functional teams.

Project Manager

Trimble Navigation - Milpitas, CA
August 2011 to October 2012

Oracle Application 11.5.5/ R12 (12.1.1) EBS (OM, Shipping, Adv. Pricing, AR, Service Contract, Inventory, PO, BOM & NPI Workflow). Responsible for all Corporate Revenue forecasting, and to integrate all 24 Trimble global organizations. Revenue & COGS classification project: Managed the IT project, to identify the inconsistencies in accounting rule for parts across the orgs. It became critical for all BU controllers to review the revenue. Designed the business process for item and product BOM from agile to oracle. And all the down-stream process, GOP, repairs, RMA, service orders, shipping, service contracts and invoicing. RevPro -Revenue allocation project: Automated all revenue calculations, linking and analysis for fair value (VSOE and ESP). Designed the RevPro to pull in real-time transactional data from sales orders, invoices and service contracts. Trimble adopted EITF 08-1, a new revenue recognition standard. RevPro solution will help to bring down the manual effort tremendously, integrate fair value (FV) analysis, 08-1 allocation and period close process.

BSA/Oracle Solution Architect

Hypercom - Scottsdale, AZ
February 2011 to August 2011

Oracle Application R12 (12.1.1) e-Business Suite (OM, Shipping, Install Base, Service Contract, Inventory, PO, Forecasting, ASCP, Collaborative Plan, iSupplier portal, BOM, WIP, Discrete Mfg & Cost). Automate AP invoicing, PO sourcing rules, ASL, OTM, ASN receiving, associate contract manufacturer, transfer from source system to ASCP instance, review supplier capacity, release the horizontal plan, review the planner work bench, release & track WIP, global order processing, adv replacement, consignment, evaluation, field spares (FRU), repairs and non-revenue POS. Mergers & Acquisitions with Integration plan, transfer contract (partial), service contract update with instance details, buy-sell plan and track RMA, split the product line and forecast plan. Prepared the change management for OM, shipping and Mfg. Responsible for the M & A analysis, design, global support to US, UK, Brazil, Spain, Australia, Germany and Asia.

Oracle Functional Consultant

Deckers - Camarillo, CA

October 2010 to January 2011

Oracle Application R12 (12.0.6) EBS (OM, Shipping, OTM, WMS, BOM, WIP, Discrete Mfg & Cost). SKU based order processing channel, disti, retail, web, high volume, drop ship, supply to order (back to back), key customer orders (KCO), sales & global blanket agreements, create releases. ATP rules/ data collections, defining picking rules. Integrating shipping executions with WMS, grants, roles, networks, WMS pick load, wave pick, generate task, assign task, mobile pick, pack & ship, pick slip grouping rules, generate LPN, container loading, OTM regions & zones, transit times, process deliveries, in/ outbound logistics release pick waves), material workbench, kitting, dock door to staging lane assignments, move order grouping for deliveries, interfaces with 3PL systems Pramid WMS, Codesoft and Cubiscan systems.

Oracle Project Leader

Optovue Inc - Fremont, CA

January 2010 to September 2010

Oracle Application R12 EBS (12.1.1) Order to Cash, ASCP, Mfg, Cost, Quality, Install Base and Service Contract. OM (std, eval, upgrade path, back to back, demo), advance pricing, qualifiers, modifiers with formulas & discount rules), quoting, depot repair service items, quick repair, routine maintenances, returns, internal repair. Dynamic demand planning, forecasting, pegging, deferred COGs, landed cost, assembly cost rollup, fully burdened cost for mfg products and SLA transfer to GL. Windchill PLM integration to oracle BOM for design analysis, lot/serial genealogy, quality collection plans (elements, specifications) in procurement inspection, mfg quality data, disposition, RTV and nonconformance analysis for medical devices, validation with final guidance for 21 CFR part 11 FDA regulation and captured eRecords.

Oracle Functional Consultant

Hayneedle - Omaha, NE

August 2009 to December 2009

Oracle Application R12 (OM, OTC, PTP, Shipping Execution, WMS, INV, AP, AR) Installed EBS for e-commerce /Retail environment and mapped all the transactions with 3PL Warehouse system (Synapse, Manhattan, DOM). Defined, setup and mapped WMS with EBS, wave pick, pick ticket, pick confirm, shipping, back order and customer returns. Supplier integration, CM, 3PL B2B process mapping using MQ adapter, VMI, consigned inventory, vendor contract, RTV process, create/process ASN, put-away criteria, LPN disposition, pallet packing, perpetual inventory and sync all transactions.

Oracle Functional Consultant

Riverbed Technology - San Francisco, CA
February 2009 to July 2009

Oracle Application 11.5.10 (OM, OTC, Quoting, Advance Pricing, Shipping, Install Base, Depot Repair, Service Contract, OBIEE and Metadata extract). Responsible for the analysis, design and testing for Dynamic SKU creation, PTO/ATO/CTO models, transfer from B2B process, custom hook for item catalog concatenation, item imports, price list, custom wrapper with workflow modifications, reverse logistics, upgrade for existing SKUs and match the auto-config items. Manage the repair jobs from service/returns, merge, upgrade, replace contracts, agreements, license key server verification, EVAL, ROR, stock, demo upgrade paths and ECCN, HTS COO, RoHS export compliance. PO supervisor/position hierarchy, approval management (AME), approved suppliers list (ASL), sourcing rules and supplier allocation percentage.

Senior Business System Analyst

Cisco Systems - San Jose, CA
September 2008 to January 2009

Oracle Application EBS 11.5.10 (PO, iProcurement, OM, Shipping, Depot Repair, Service Contract & Install Base). Lead the cross-functional teams to resolve business issues. Supply chain: VMI, Disti-Ops, P2P, PIDS, BOM usage, builds plan, supplier allocation, swapping, inventory turn & optimization, advance replacements, depot ship, depot return, RMA ship, return to factory, service repair, warranty, M&A integration plan, transfer the partial contract, installed base update, contract update with instance details, buy-sell plan and track RMA. Mapping the 3PL supplier transactions integrating into Cisco repository system (C3 and Ciber), reverse logistics, returns, re-box, cross docking, Re-config order ship, return on contract and contract swaps, global Inventory dashboard, customer returns and allocation, inbound/ outbound SN verification and Quality track systems to verify the defects and Invalids. Created custom business objects/reports to dashboard.

Oracle Functional Consultant

Google Cloud - Mount View, WI
September 2007 to September 2008

Oracle Application 11i e-Business Suite - 11.5.10 (OM, Shipping, WMS, Cost, ASCP, PO, iProcurement, OTM-Transportation Management, Project Mfg, EAM, AP.AR & GL). Involved in development projects, enhancement and production support. Logistics: OM, Inter-Org and drop ship model, demand pull, ECCN, HTS compliance, blanket PO, OSP, WIP, factory planning, BOM component substitution and swapping, Inventory optimization/ turn, reverse logistics, Re-Manufacturing, Spares planning, Hardware operations, Network Operations consumption/ requirement planning, Decom / EOL machines, Hub/ Spoke model, Pub /Satellite models. Buy-sell plan and track supplier inventory, RMA, RTV process, Depot repair, Sales/Service contract, repair and warranty. Supplier integration: mapping the 3PL supplier transactions into Oracle BEPL integration with resettanet PIPs. Enterprise channels, Disti, VMI, consigned inventory and risk management & mitigation status. Processing the daily transaction files and on-hand snapshot. Resolve the issues with CM and suppliers, bring up the inventory matrix, reporting tools in web portal. Worked with SOX auditing team for IT system audits, segregation of duties, user responsibility, system access and operation process controls.

Senior Business System Analyst

Silicon Image - Sunnyvale, CA
November 2006 to August 2007

Oracle Application EBS 11.5.10 (OM, ASCP, OSFM, Mfg, Distribution and Costing). Lead the cross-functional teams to resolve business issues & production support. Distribution (OM, Quoting, Advance

Pricing, Shipping, Purchasing) - Distri & direct forecast, Pivotal sales forecast integration, BOM, supplier contracts, Quote-to-Cash, ASCP horizontal plan, Implemented Trinita PDA and KQI. Demantra 7.1.1 demand management and forecast consumption /simulation. OSFM/WIP-Lot based jobs, Network routing, operation yield, wafer banks, tape & reel, Die/chip calculation, merge /split lots and lot genealogy. SOX Compliance /Auditing, design business objects/ reports and metadata into Cognos & daily BI.

Oracle Functional Consultant

TCI Systems - Fremont, CA

June 2006 to November 2006

Oracle Application 11i EBS-11.5.10 (Project Mfg, SCP/MRP, Distribution, Project Management). OM, service contracts, Install base, depot repair, BOM, INV, SCP, PO, WIP, average costing and PJM. Tracking the projects, task and group for project/ methodology manager, create baseline budgets and resource management. Manufacturing average costing, operation yield, network routing, yielded costing, work plan structure, MS project integration, created shared plan and forecast plan. Defined & integrated with OM service agreements, warranty, extended warranty for customer service.

Oracle Functional Consultant

SAP / Virsa Systems - Fremont, CA

January 2006 to June 2006

Oracle Applications 11i e-Business Suite - (11.5.10, 11.5.9): I have collected the requirement, analyzed, designed and developed the Process controls in the area of P2P, OTC and GL for SOX confident compliance, violation, medication, segregation of duties, risk management and provisioning solutions to efficiency, approval hierarchy, invoice matching, inventory process, shipping, order ageing, credit check, price break discounts, qualifiers and month-end close procedure.

Senior Business System Analyst

Fujitsu Computer Products - Sunnyvale, CA

July 2005 to December 2005

Oracle Application 11.5.9. Involved in development projects and production support of OM, Service Contracts, Install Base, Depot Repair, BOM, INV, SCP, PO, WIP/OSFM and costing. Drop shipments, consignment orders, Internal PR/SO, demand pull, demo RMA, demand planning, forecasting, ATP data collection, OEM, service item, spares and warranties are processed under post sales. iProcurement, Request for Proposal (RFP), developed PO requisition import.

Oracle Principal Consultant

Primavera Systems - Philadelphia, PA

February 2005 to June 2005

Oracle Application 11.5.10 (OM, Configurator, Functional Companion/ Configurator Extension. iStore, HTML Quoting, guided selling). Integrate Onyx, Echo system to configure product selection, quote order and fulfillment system. Advance pricing & quoting, defined multi pricelist for GSA, qualifiers, customer, volume based and line type specific, modifiers with formulas for volume discount, new product, add on, upgrade, incremental non BOM items and option features.

Oracle Senior Consultant

Siebel Systems - San Mateo, CA

January 2003 to January 2005

Oracle Applications 11i (11.5.8, 11.5.5) Distribution and CRM. (OM, RMA, item interface, BOM, PO, SCM, MS/MRP, install base, asset parent child relationship, service contracts and opportunity). Universal Application Network (UAN) meets all of the requirements, involved in designing the business flow, process, data model and common object middleware by using XML workflow files. Customer supported: Net Apps, GE Medical and TMobile with Sierra Atlantic.

Lead System SW Engineer

Qwest Communications - San Jose, CA
January 2002 to December 2002

Oracle Applications 11i- (11.5.5). Distribution & Mfg working at site JDS Uniphase, San Jose. Involved in the functional and technical activities of prod support, custom interface, workflow, Clear Orbit/BPA barcode and QIVA/trade complaints.

Senior Product Analyst & Principal Consultant

Oracle Corporation - Redwood Shores, CA
January 1998 to December 2001

Worked for Product Development in PDX team. 'Isetup' - used Product Configurator to define the business rules, options, logic and created the XML templates to populate the APIs (PL/SQL and BC4J) for Financials, Manufacturing, Distribution and CRM. 'Implementation Wizard' product is process based setup navigator. Mainly involved in Product design, review, and development. Worked for Oracle Applications 11.i/11.0.3 Manufacturing and Distribution implementation in various client sites. Involved in requirement analysis, data mapping, business process, interface, coding, conversion design, setups, unit testing and support. Created functional design MD50, high level process design BP70 & mapping BR30 & BR100.

Tools used: XML, XSD, BC4J, Workflow (2.0.3, 2.5, 2.6), Oracle 9i/10g, PL/SQL, SQL plus, Unix, OA Framework, Smartdb, BEPL process, Discoverer (forms/reports), BI publisher, DBI, OBIEE, Business objects, SQL loader & TOAD.

Education

Master degree in Industrial Engineering

PSG College of Technology
1993

Bachelor degree in Production Engineering

PSG College of Technology
1989

Skills

- Areas of Expertise: Project Management:
- Leading the Business process transformation team, Scrum sprint planning, develop user stories, use cases, product backlog enhancements, collecting the user stories/ business requirements, Certified with Agile as Scrum master. Conducting business scope meeting, workshop and mock/UAT testing. Able to do Customer Interaction on business model and business presentation, Demo, CRP, UAT and POC. Prepared FIT Gap Analysis, AS-IS, TO-BE process, prepared functional specification and detail technical

design. Managed the team with developers, QA and unit testing in on site & off shore for the critical issues escalation and delivering the optimal solutions.

- Knowledge in Cross functional flow, Business process redesign, Solution Architect, Gap analysis, workaround customization. Worked with SOX compliance and interim audit team. Created Functional Design MD50, High Level Process Design BP70, Gather Business Requirements RD50, Business Requirement Mapping BR30 & BR100.
- Knowledge in Implementation methodology -Agile Scrum & Waterfall process, Oracle AIM method, Implementation wizard, iSetup. Experience in Six Sigma & DMAIC (Define, Measure, Analysis, Improve and Control) process and B2B integration. Worked with Salesforce, Netsuite & Oracle Support on TAR, Bug, Patch and Enhancement. Functional: SFDC CPQ (Configure, Price & Quote), Netsuite Cloud ERP, Oracle Cloud EBS Apps R12 (12.1.3), 11i
- Opportunity
- Quotes
- Sales motion
- Guided Selling
- Supply chain
- OM
- Shipping
- Configure to order
- ATO
- PTO
- kit
- OTM
- Drop shipments
- Demand pull
- Advanced Pricing
- multi price lists
- Sales agreements
- price break
- modifiers and qualifiers
- discounts
- promotions
- sale and dynamic pricing engine
- ECCN
- HTS COO and RoHS export trade compliance
- Purchasing
- P2P
- AP automation
- Netsuite /Concur integration
- iProcurement
- iSupplier
- ASN.
- Multi Org Inventory
- lot/serial genealogy
- NPI Configure Items
- model
- option items
- service & warranty items. BOM bill of materials (ATO, PTO, planning bill)

- Routing
- ASCP
- Global order promising
- demand planning
- Demantra
- Forecasting
- MDS
- MRP
- planner workbench
- WIP discrete jobs
- WMS
- OSFM
- quality
- Project Manufacturing
- Std/Average costing
- Assembly cost roll-ups
- Financials (GL, AR, AP, FA, EAM, OFSA
- Cash).
- CRM Services (Install Base, Customer, Contracts, Depot Repair, RMA)
- Implementation Wizard
- iStore
- Workflow
- Self Service Web Applications
- Clarify (Web Client) and Siebel (iService & iSales). Oracle Projects
- Project Manufacturing
- Projects Portal
- Project Billing
- Project Costing
- Project Management with MS Integration
- Capital Projects
- Invoice Generation
- Create Baseline Budgets
- T&L
- Resource Management.