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## PROFESSIONALEXPERIENCE

Having a total of 5.11 years of experience including Oracle CPQ Cloud, I am currently working as a **Developer/Offshore Lead** at **KPMG Global Services, Bangalore** who is looking forward to expanding the career along with company goals in Oracle CPQ cloud field.

- Worked in Agile environment and have knowledge in Agile process.
- Designed solutions for different industries like telecom, retail, finance etc. in the market to adopt CPQ cloud in order to increase their sales process.
- Adept in end-to-end development of CPQ Cloud products from requirement analysis to system study, designing, coding, documentation and implementation.

**Project I:** **KPMG/ Ferguson CPQ implementation/Supply Chain digital transformation**

**Description:** Oracle CPQ cloud implementation focused on automating quote to order process which includes designing commerce for quotation of bids, customer specific pricing and proposals, CPQ specific pricing tools.

**Responsibilities:**

- Solution designing
- Customer Search commerce implementation.
- Oracle Fusion ERP integration.
- Pricing tools implementation using custom HTML and JavaScript.
- Dynamic search panel in Commerce for searching supplier data.
- Asynchronous Order Integration.
- Performance enhancements.

**Details:**

Ferguson CPQ implementation involves implementing quotation system for automating its supply chain process. CPQ is being integrated with Fusion ERP with OIC layer based on the business requirements. Customized tools were developed in commerce engine which leveraged custom HTML/JS. Example – Global Price Change, Reset price (for more than 200 lines quotes).

Quotes were also created using CPQ's exposed API/web services for creating transaction based on contracts coming from 3<sup>rd</sup> party bidding system. Those converted bids were converted into Fusion Orders using Fusion's Order Rest API for small bids and async calls for large bids.

**Project II:** **DELOITTE USI/ Broadcom digital transformation/CPQ-CRM Implementation**

**Description:** B2B specific Oracle CPQ cloud implementation focused on designing product configurator, customer specific pricing and proposals. Implemented globally for business consumers of Japan, US and Brazil.

**Responsibilities:**

- Integration with Oracle CX Sales cloud.
- Product Configuration implementation.
- Commerce with Pricing and discounting implementation.
- Import Export of line items using csv flat files.
- Merging of multiple quotes using Config API.
- Fetching customer detail from OEC using SOAP and REST web Services
- Performance enhancements.

**Details:**

Broadcom CPQ/CRM implementation includes solutions and design in different modules of CPQ. Project is mainly focused on end to end flow of CRM i.e. lead to cash functionality. So CPQ is being integrated with OEC to fetch customer details in CPQ then user creates a quote that navigates through different approval mechanism including header and line level approval. Once quote gets approved, it is being sent to EBS for order submission using SOA interface.

**Project III:**        **DELOITTE/ BROCAD Symantec CPQ implementation**

**Description:**     Symantec's business was 95% partner driven which was mainly focused on flexible consumption model. Based on this requirement, our Oracle CPQ cloud implementation was focused on designing custom renewals, leveraging partner organization feature along with customer specific pricing and proposals.

**Responsibilities:**

- Product Configurator with custom parent-child hierarchy (without using BOM functionality)
- Custom Renewals Functionality
- Part based Promotional pricing/discounts.
- Partner Organization access control.
- CLM integration
- Document Designer

**Details:**

Implementation of Symantec CPQ mainly includes solution related to custom quote renewals for subscription products. Based on the specific deals for resellers, quotes are directly created in order submitted stage through custom renewals functionality with appropriate pricing/billing information and details sent to downstream ERP for order fulfillment.

**Project IV:**        **KPMG/ CPQ solution demo Planswift**

**Description:**     Based on requirements, we had to design/built CPQ solution which minimizes business efforts in converting Planswift bids to Order. The focus was to optimize the quote to order process which in turn removes revenue leakages.

**POC Areas:**

- Pricing
- Fusion Order integration
- Custom email functionality
- BOM Mapping

**Details:**

Bidtracer/Planswift wanted to replace their legacy bidding system with Oracle CPQ quotes as bids. The design we proposed covered almost all the major functionalities leveraged from Oracle CPQ cloud.

**TECHNICAL SKILLS**

|                     |                                 |
|---------------------|---------------------------------|
| <b>SaaS Cloud</b>   | Oracle CPQ (Big Machines)       |
| <b>PaaS</b>         | Oracle ICS                      |
| <b>Web Services</b> | SOAP, REST                      |
| <b>Languages</b>    | BML, Html/JavaScript, Java, SQL |

**TECHNICAL TRAININGS**

| <b>Trainin<br/>g</b>                   | <b>Organized By</b> | <b>Duratio<br/>n</b> |
|--|---------------------|----------------------|
| Oracle ICS (Integration Cloud Service) | Deloitte            | 8 days               |
| Oracle Apps/PL-SQL                     | Infosys             | 30 days              |

## ACADEMIC PROFILE

| Qualification                   | College/ School                              | University/ Board | Year of Passing | CGPA/Percentage |
|---------------------------------|--|-------------------|-----------------|-----------------|
| B.Tech. (Computer Science Eng.) | National Institute of Science and Technology | BPUT              | 2015            | 7.75            |
| XII                             | D.A.V., NIT Jamshedpur campus.               | CBSE              | 2010            | 78.80%          |
| X                               | D.A.V., NIT Jamshedpur campus.               | CBSE              | 2008            | 85.80%          |

## HONOURS & AWARDS

- Developed key CPQ solutions for KPMG and appreciated by Practice Head for the same.
- Oracle CPQ Cloud Service 2019 Certified Implementation Specialist issued by ORACLE (One of the first 2 among 197 practitioners).
- Awarded with Applause award at Deloitte for quality work.
- Received management appreciation at Deloitte for handling and fixing CPQ 19C upgrade issue which had broken 2 functionalities.
- Insta award at Infosys for successful delivery of the project.

## HOBBIES

- Volleyball.
- Reading automobile blogs.

## PERSONAL DETAILS

- Designation: Consultant
- Date of Birth: Sept 26<sup>th</sup>, 1991.