Enterprise Software (S),Oracle Enterprise Software s, Oracle Database, Oracle Net Suite, Oracle E- Business Suite, Oracle Apps, ERP, CRM, Oracle Financials, Oracle Distribution, Oracle Projects, Oracle Lease and POS – Oracle Point of Sales, Oracle Advance Procurement, Oracle Human Capital Management, Oracle Facilities Management, Principal Consultant, Solution Architect, Customer Expectations, Vendor Management..Practice(S), Competency(S)

# Executive Summary

**Objective** - To deploy Enterprise Software(s) in Organizations based on prudent choice of technologies and based on efficient delivery of such implemented Solutions.

### **Professional Credentials**

Academic – I completed my Bachelor of Commerce and Accounting (B. Com - Regular) Degree from the University of Osmania. Subsequently, I completed my Post-Graduate Degree, a Master’s in Public Administration and Personnel Management (M.A.) from University of Osmania (O.U) as well.

Work- Cumulative Experience of Twenty Years – In Enterprise Applications with specialization in Oracle ERP, CRM in majority designations such as Applications Manager, Programme Manager, Project Manager in various roles as Project Lead, Solution Architect, Business Analyst in and as Project Implementation, Pre-Sales, and In Providing Training.

I worked as a Management Trainee and learned to do Book Keeping, Sales and Marketing and was exposed to Professional Accounting Software.

I was trained in Oracle ERP – Financials and Procurement and blessed with an opportunity to serve as a Faculty – an Instructor based role at a couple of commercial training institutes.

I also gained a broader level of expertise by developing Architecture Solutions and IT strategies across a variety of platforms and systems. My expertise in these areas can broadly be categorised as follows:

# Skills Set

Digital Transformation as a Unified Portal – Through Cloud Platforms (Public and Private Data Centers) and E Commerce for B 2 B\* and B 2 C\* (Vertical and within as Horizontal) using Technologies as

* Enablement of BPEL\* with Fusion (Best of Breed Application Features Capture\*) & SOA Service Oriented Architecture / Middle Ware
* EDI as Electronic Data Interchange based on Workflow Technologies /
* Payment Gateway(s) Enablement as SWIFT\* (International Banking Regulations Protocol) and
* SADDAD\* (Exclusive Saudi Banking Regulations Protocol) in alignment with Best Practice Oracle ERP and CRM Applications Business Processes and
* Open Interfaces and API’s (Standard and Web Based)
* Mobile Applications and Social Media /
* Business Intelligence based on OLAP Technology\* with Collaboration and Desk Top Integration Approach

Database and Technologies

Database(s)

* Oracle Relational Database – Standard and Enterprise Edition
* Oracle Multi-Dimensional Data based / Meta Data /Data Warehouse
* On Premise and On Cloud Platforms / Primary and Disaster Recovery Sites
* MS Access and MS Office – Excel and Projects

Database Solutions

* DR – Disaster Recovery for Enterprise Applications
* SSO – Single Sign on for Enterprise Applications
* Load Balancer for multiple nodes server’s data traffic load distribution & management
* Architecture
	+ Multi Organization and Multi Org Access Control
	+ Sub Ledger Engine Architecture
	+ Sales Solution Architecture (In House Developed, Point of Sales for Real Estate Vertical ONY)
	+ Bank Guarantees Solution Architecture (In House Developed both, for Bills Payables and Bills Receivables)
	+ SADAD – Online Web based Monitory Reconciliation Application (Cash Management and Forecasting)
	+ **SWIFT – Ecommerce Protocol**

Applications Primary, Implementation and Pre-Sales Skills

**ERP & CRM as On Premise and On Cloud**

* On Premise ERP Applications – Oracle EBS 12 (Oracle Financials / Procurement /Projects / Lease and Sales\*) (custom developed from scratch)
* On Cloud CRM Applications – 10 g / 11 g (Oracle Marketing, Sales, Service)
* On Cloud Fusion Applications – (Oracle Financials, Procurement and Manufacturing)

Applications Reporting Engines / Tools as On Premise and On Cloud

* Sub Ledger Accounting Engine
* Planning and Budgeting – Hyperion
* Business Intelligence – OBIEE and BI Apps and

 OTBI (Transactional Intelligence)

* Standard Fits
* Financial Statement Generator Reports
* Web ADI
* Standard and Custom Developed Reports

Applications Secondary Skills, Oracle Enterprise Products /

 Implementation and Pre-Sales

* Oracle Advance Procurement – On Premise and On Cloud – web based / self-service portals
* Oracle Facilities Management – On Premise and On Cloud – web based / self-service portals
* Oracle Human Capital Management – On Premise and On Cloud – web based / self-service portals

# **Career Path**

IApps (Valforma Technologies Pvt. Ltd.), Chennai, India: Position: Delivery Manager Dec 2016 to May 2017 (6 Months)

Emaar Economic City- KAEC: Position: ERP Applications Manager Aug 2013 - Oct 2016 (3 years & 3 months)

Arowana Consulting- Internet City – Dubai (U.A.E): Position: Principal Consultant May 2011 - July 2013 (2 years & 3 months)

Achievement and Excellences – Riyadh – KSA: Position: Senior Consultant April 2008 - March 2011 (3 years)

Enterprise Technology Solutions – Riyadh K.S.A: Position: Senior Consultant Dec 2006 to Dec 2007 (1 year)

Intelligroup – Hyderabad – India: Position: Senior Consultant June 2004 - December 2006 (2 years &7 months)

Concurrent InfoTech– Delhi– India: Position: Senior Consultant December 2003 - June 2004 (7 months)

Outsourced to Oracle Consulting Services – India

Al Zamil Group– Al Khobar – K.S.A: Position: Senior Consultant February 2001 - August2002 (1 Year &7 months)

Globenet Information Technology Ltd.: Position: Consultant October 1999–November 2000 (1 Year & 1 month)

Compu Learn Tech Pvt. Ltd & Infer data (Bangalore, Bombay- India) January 1998–September 1999 (1 Year & 9 months) Position: Faculty

Selamat Pharma & Naina Mohammad and Sons -Kuala Lumpur, Malaysia September 1996 to Oct 1997

Position: Management Trainee

# **Education Details**

Osmania University – Hyderabad, India

2 Years Distance Education - 1992 to 1994

**Post Graduate**- Master of Arts (MA)

in Public Administration Personnel Management

Osmania University – Hyderabad, India

3 Years Full Time Education - 1989 to 1992

**Graduate** - Bachelor of Commerce (B. Com- Regular)

**Infer Data Institute / India, Hyderabad**

**1997 – 1997**

Oracle Financials General Ledger, Accounts Payables, Accounts Receivables, Fixed Assets, System Administration

10.6 CUI Character Union Interface and

10.7 CUI & GUI Character Union Interface and Graphical Union Interface

### Implementation experience for Business Processes

**Financials and Management Accounting**

* R 2 R And P 2 P And C 2 C - Orientation towards

 Order to Cash Process

* Asset Management – Enterprise Assets, Fixed

 Assets, Current Assets

**Distribution**

* Source PR to RFQ to RFP to Quote Analysis
* PO to Receipts (Corrections and Returns) to

 Inspection to Delivery

* Miscellaneous Issue and Receipt
* Costing Methods Weighted Average and

 Identifiable Costing

* Plan and Replenish
* Physical Inventory

**Manufacturing**

* Discrete and Process Manufacturing – Assembly

 Line and Batch processing

* Standard and Weighted Average Costing Methods

**Human Capital Management**

* Core HRMS
* Payroll (Compensation and Benefits)

**Customer Relationship Management**

* Marketing with Social Media (Pre-Sales

& Campaigns and Advertising)

* Sales with Social Media (Leads,

Opportunities, Sales and Price Lists)

* Service with Social Media (Contact Center

and Service Requests)

* Social Media and Call Center and

Electronics

* Twitter, Face Book, Self Service with

Agents interaction (external and internal),

* Email integration with notifications

**Facilities and Utilities Management**

* Requests Initiation (Customer Requests) Appointments, Route Plans, Customer Approvals, Installation (For
* Equipment), Work Orders Resolutions), Preventive Maintenance
* Asset Master, Maintenance Services Master, Reactive Maintenance, Preventive Maintenance, Work Order
* Management, Utilities Billing

### Pre Sales and Vendor Management

* Significant Experience in Responding to Customer

 RFP’s

* Propose Scope of Work, Workshops and

 Presentations

* Propose Solution Design and Architecture
* Work on Effort Estimates – Cost Vs Time lines based
* On established Oracle Methodology
* Vendor Management – Outsourcing and Fixed Bids Engagements

### As a Customer – Managing

* Product Evaluations
* Vendor Management – RPF’s preparation (in co
* ordination with Procurement and Legal /
* Contracts departments) and Proposal evaluations

 and POC rating

* Deals Management with IT Vendors – Fixed Bids

 Projects and Outsourced engagement vis a vis

 Implementation Projects awarded as Contracts

* In House and Outsourced Resource Management
* Executive Reporting
* Project Status
* Budgeting
* Payments to Vendors and Cash Flow

Disclaimer

These Documents belong to of “I” that is Mohammad Abdullah Khan Nouman and as such I am the onus of these Documents and its Contents.

This is without Malice.

The information provided is Truthful, Honest and it is such to the best of my Knowledge and my current abilities.

This is as well as Revisable Document. There is no responsibility of the Peoples, Groups who are the source in provision / awareness to the Job Opportunities and its contact details, relevancies only.

Reaching out for sole purpose of Assistance in the Career Path.

Industry Vertical Wise Applications

|  |  |  |
| --- | --- | --- |
| Industry  | Solution  | Highlights |
| **Telecom**  | Implementation of Oracle Financials and Oracle Procurement and, Integration with Front Office Telecom System | Import of Sales Invoices and maintenance of Sales and Customer Billing transactions; Multi Organization across Legal Entities with Holding Company in Legal Consolidation S  |
| **Manufacturing**1. **Steel (Fabrication Units)**
2. **Air Conditioners**
3. **Plastics**

**Manufacturing – Varied****Manufacturing – Automotives** | Oracle Financials integration with Oracle Supply Chain Management I.e. Procurement, Costing and ManufacturingOracle Financials Solution Implementation with Integration to Distribution and ManufacturingHealth Check and Support | Accounts Receivables – Bills in Arrears and Bills in Advance; Bills Factoring, Recurring Receipts, Net OffAccounts Payables - Supplier Advances, Petty Cash ManagementPurchasing and Receipt, Costing, Accounting entries flow from Financials Sub ledgers and General Ledger,Bank Guarantees SolutionsAccrual and Weighted Costing / Discrete AndDiscrete Flow |
| Accrual - Standard Costing / Weighted Average Costing / Discrete |
| Accrual and Standard Costing/ DiscreteAccounting Calendar – Fiscal, Role of Adjustment Period |
| **Distribution**1. **Cargo and Logistics, Professional Services Organization**
2. **Xerox and Cameras**
3. **Professional Services – Software and Hardware In Information Technologies**
 | Integration of Oracle Financials with Front Office Cargo Sales System,Health Check and Upgrade of Oracle Financials and Oracle DistributionHealth Check of Oracle Financials and Oracle SCM Solution Implementation | O to C as in Telecom above and Procure to PayMulti Org Implementation of Oracle Financials Solution, integrated with POS for Cargo Services,Accrual and Projects Costing (Flow)Accrual and Weighted Average Costing |
| **Real Estate and Property Management**  | Lease and Sales System integrated with Oracle Projects across Oracle Financials and Procurement (as applicable) | Procure to PayOrder to Cash / Lease and SalesEnd to End Bank Guarantees Solution Customer Relationship ManagementFacilities ManagementContact Centres Management |
| **Financial Services** | Back Office Integration, Costing | Hire Purchase and Lease for Consumer Utilities;Revaluations of Current Liabilities and Current Assets and Translations – Trial Balance to Reporting Organization Currency |
| **Health Care - Specialist Hospitals** | Health Check, Support and Implementation | Dual Basis - Cash and Accrual |
| **Life Sciences** | Oracle Financials, Oracle Distributions and Oracle Manufacturing Implementations, Training Programme and Health Check, Support | Accrual |
| **Financial Services** | Oracle Financials and Costing Solution for Hire Purchase and Lease as Oracle Financials and SCM (Inventory and Procurement | Accrual and Identifiable Costing for Financial Services – Islamic Banking and Orientation |
| **Financial Services** | Pre Sales Proof of Concept – End to End Implementation of Enterprise Software Services | Banking – Investments and Financial Services @ Retail both for Individuals and OrganizationsIslamic BankingConventional Banking |
| **Oil and Gas And Energy** | Upgrade from 10.7 to 11.0.3Oracle Financials, Oracle Projects Health Check, Support, Upgrades at both Operating System Level and at Applications Level and Implementations | AccrualChemicals as By Product of Oil and EnergiesAccrual And Projects |
| **Public Sector – Tourism and Antiquities** | Oracle Financials and Procurement | Health Check, Support and ImplementationCash Basis of Accounting |
| **Varied - Many More****Telecommunications – Manufacturing****Mining****Telecom Consortium** | **Airlines****Electronics****Transportation****Financial Services** **Energies, Research and Development,** | Pre Sales and Proof of ConceptRFQ ResponsesProof of Concept with DemonstrationsAndImplementations |

**Data Migration Strategy**

Historical Data Migration vis a vis Opening Balances and latest fiscal year transactions

Static vis a vis Dynamic Elements

**I.T Audits** Quarterly Internal Audit and Yearly External Audit

**I.T. Policies** Enterprise wide information technology charter, implementation of the state-of -the-art technologies, maintenance of existing

 implementations and its optimizations

**Help Desk Support** based on SLA’s