**SIVA SANKAR KASI GOTHRAM**

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**Oracle Configurator and Salesforce CPQ Developer**

**PROFESSIONAL SUMMARY**

* Having 13+ years of diversified IT experience in Oracle Implementation and applications Development and Salesforce CPQ.
* Experienced working with various App exchange products or CPQ products like Salesforce CPQ (formerly Steel Brick CPQ), Oracle Configurator, Infor CPQ.
* Extensive experience in Analysis, Design, Preparation of Specification, Development, Testing, Implementation and Production Support of Oracle applications and Salesforce CPQ.
* Having good experience in organization automation processes like workflows, process builder, validation rules and approval process.
* Experience working with Salesforce.com sandbox and production environments.
* Created productive documents which will be used by rest of the team to have better understanding of the related system; Salesforce.com CRM.
* Proficiency in administrative tasks: like Creating Roles, Profiles and Users, User Interface, Tabs, Custom fields, Custom objects, Triggers, etc.
* Experienced in designing, developing and data modeling of the application and ensured that they are within the Salesforce governor limits.
* Good understanding on Functional Flows and technical architecture of **R12 – INV, PO, BOM, WIP, OM, Salesforce CPQ (Configure Price Quote) and Oracle Configurator.**
* Expert in Salesforce CPQ (Steelbrick); strong experience in configurators, product rules, pricing rules, advanced approvals, option constraints.
* Expertise in development of Multi-Layout and Multi-org report and customization of oracle standard reports using report builder 10g.
* Expert in understanding of user requirements, converting into Functional Documents (**MD50’S**), technical specifications (**MD70’S**), statements of problems to detailed logical flow charts for coding into Oracle applications.
* Configurator, Pricing, Guided Selling, Advanced Approvals, Quote Templates.
* Working Experience in Salesforce CPQ Cloud configurator.
* Prepared the Cut over plan for GO-Live and taken the responsibility to move all the **CEMLI** objects to PROD.
* Extensive project exposure on Oracle Configurator and CPQ.
* Apex, Visual Force, SOQL, Data loader, Service Console

**Technical Skills**

#### Modules Sales, Service, OM, Salesforce CPQ and Oracle Configurator.

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| --- | --- |
| Domain | Oracle Applications Release 12 Business Suites, Ver12.0.X, Oracle Applications 11i Business Suite, Ver11.5.10.2, Ver12.2.4. (**INV, PO, BOM, WIP, OM, Salesforce CPQ (Configure Price Quote) and Oracle Configurator).** |
| Operating System | Win NT/7/XP/2000/95 Server, UNIX (IBM AIX, HP &  Solaris), Linux. |
| Tools /DB/Packages | Apex, Visual Force, SOQL, SYSADMIN, Forms Personalization, Reports 10g/9i/6i, Salesforce CPQ (Steelbrick), Oracle BI Publisher, SQL\*Plus, SQL\* Loader, Toad, Oracle SQLDeveloper, PVCS, Infor Design Studio, Sales Portal, Team Center. |

**CERTIFICATIONS:**

* Completed Oracle Application E-Business Suite Certification from Deloitte successfully.
* Received "**Team Terrific Award**" for excellent contribution in Motorola R12 configurator project (while team contains only four members) from Managing principal& Function Leader (as part of Deloitte Rewards & Recognitions).
* Received **Certificate of Appreciation** for outstanding performance and contribution to the Motorola R12 configurator from Managing Director & Lead Client Service Principal.

**Education: Bachelor** of Engineering from JNTU, India.

**TRAININGS UNDERGONE:**

**2010-11**: Attended Technical Trainings on OAF, Java, SOA (BPEL) and OBIEE.

**Professional Experience**

**Project#1**

**Client: Canon USA Inc. Aug 2019 to Till Date**.

Salesforce CPQ Developer.

**Project Description** As a leading provider of consumer, business-to-business, and industrial digital imaging solutions, our determination to live and work together for the common good permeates everything we do, from research and development to product manufacturing, marketing, sales and distribution.

***Role & Responsibility:***

* Build CPQ Quoting & Product configuration, pricing for the products, Creating product features and product options. Customer has a large family of product with many dependent components and were adding product at individual SKU level.
* Built all the kinds of products such as Bundle products, standalone products, Subscription based products and Asset based/Service based products.
* Worked on MDQ products along with price dimensions.
* Good knowledge on QCP (Quote calculator plugin) for overriding quote line quantity, overriding partner discount with the help of apex class and methods.
* Good work experience of writing option constraints, guided selling rules, price rules, discount schedules.
* Extensive work experience on creation of quotes, quote line items on quote line editor page and quote order and order contracts.
* Worked on so many contract amendments for subscription products and renewal quotes.
* The ask was to improve the user experience, simplify the quoting process and help the sales team with guided selling and product configuration. Presented multiple product configuration options and then build the selected configuration.
* As, there were many configurators, build an apex program to load the CPQ configurators. Used the pricing rules to build the discounting logic and reduce the complexity of existing process.

**Project#2**

**Client: Symantec, CA. Mar 2018 to Jul 2019**.

Salesforce CPQ Developer.

**Project Description** Symantec was originally focused on [artificial intelligence](https://en.wikipedia.org/wiki/Artificial_intelligence)-related projects, including a database program. Hendrix hired several [Stanford University](https://en.wikipedia.org/wiki/Stanford_University) [natural language processing](https://en.wikipedia.org/wiki/Natural_language_processing) researchers as the company's first employees, among them [Barry Greenstein](https://en.wikipedia.org/wiki/Barry_Greenstein) (professional poker player and developer of the word processor component within [Q&A](https://en.wikipedia.org/wiki/Q%26A_(software))).Hendrix also hired [Jerry Kaplan](https://en.wikipedia.org/wiki/Jerry_Kaplan) (entrepreneur and author) as a consultant to build the in-RAM database for Q&A.

***Role & Responsibility:***

* Worked with Product Owners to prepare the Backlog for Refinement by breaking down larger User Stories, resulting in improved Sprint Planning session.
* Pricing factors like variance pricing, volume-based pricing, attribute-based pricing has been configured using Steel brick CRM.
* Integrated Steel brick and Salesforce integration for automating quoting, contracting and billing process.
* Used advanced approvals to simplify approval process used currently and migrated from old standard approval logic to advanced approvals, Reduced, eliminated need of custom apex logic.
* Implemented Quote-to-Cash solution using Salesforce CPQ. Good understanding of the Salesforce CPQ leads to cash process.
* Design, styling in lightning component and building custom lightning component using IDS & worked with cloud technology and on-premises infrastructure integration for salesforce.com.
* Debugging and analyzing of apex code / generated exceptions using developer console to view debug logs, execute SOQL as well anonymous code and use checkpoints & to prepare documentation covering design, code, errors, and recovery procedures.
* Have managed the queue to provide prompt support to end users to resolve issues with salesforce and related applications & conducted weekly demos of new functionality for business stakeholders.
* Maintained system metrics & logs to track trends in usage & adoption, data quality, integrity, & app failures.
* Actively worked as an analyst with stakeholders & agile teams to monitor and prioritize product backlog on an ongoing basis to meet release timelines and value to the business.
* Proven ability to apply best practices, work in the salesforce governor limits and devise innovative solutions to meet project requirements & worked with managed apex change applications like s-docs & modified unmanaged applications like magic mover to suit the requirement.

**Project#2**

**Client: Brook’s instrument, Hatfield, PA. May 2016 to Feb 2018**.

Product Configurator Specialist.

**Project Description:** Brooks Instrument, an industry leader in flow measurement and flow control products for critical applications, and a division of ITW (A Fortune 200 Company). In addition to our Pennsylvania manufacturing facilities, Brooks maintains manufacturing locations in, Hungary, Korea and Japan.  The Company also maintains sales and service offices throughout the world to support our products, which are used in laboratory and process applications in end markets such as life sciences, chemicals, semiconductor, analytical instruments, nuclear, and solar cells.

#### *Role & Responsibility*:

* Perform functions relating to product configuration engines by interfacing with cross-functional teams and creating focus on top priority deliverables.
* Creation of Parts in Inventory and defining BOM (Bills of Materials).
* Creation of Orders in Order management in intern launches the configuration screen.
* Migrate Socrates Product Families to Infor CPQ.
* Migrate KBC Product Families to Infor CPQ.
* Migrate Oracle Product Families to Infor CPQ.
* Developing rules in Infor Design Studio.
* Extensive work experience on management of Parts and BOM.
* Develop and Maintain product configuration rules, logic, and documentation for new product features and Options.
* Integrate Product configuration with Infor with Oracle ERP systems.
* Coordinate global product documentation with multiple product configuration engines & ERP.
* Utilize software configuration applications to define product features and options.
* Enforce Process Engineering standards & documented procedures.

#### Environment: Oracle Apps 11i – OM, INV, BOM, CQP, SQL Developer, Oracle Configurator Developer and Infor Design Studio, AS400

**Project#3**

**Client: EPM (Rosemount), Eden Prairie, MN**. **Jan 2015 to Apr 2016**.

Oracle Configurator Developer.

**Project Description:** Emerson Process Management is a leading global supplier of products, services, and solutions that measure, analyze, control, automate, and improve process-related operations. Our company evolved from the business previously known as Fisher-Rosemount, which was already a recognized leader in process-automation products and technology. As Emerson Process Management, we now offer even broader capabilities to help customers control, connect, and manage their process and business. Specifically, we have augmented our best-in-class measurement, analytical, and control products and innovative Plant Web® architecture with a broad array of engineering, consulting, maintenance, and project management services. We have also expanded our organization to include other process-related divisions of our parent company, Emerson (NYSE: EMR), and made strategic acquisitions to enhance our technology and industry expertise. From our offices, factories, and service centers around the world, our team now offers unmatched capabilities to improve process and asset performance for customers in the [chemical](http://www.bioportfolio.com/chemistry), oil and gas, pulp and paper, pharmaceutical, [food](http://www.bioportfolio.com/food) and beverage, power, water and wastewater, and other process-related industries.

#### *Role & Responsibility*:

* Worked on daily support team (PCS) on ECN’s.
* Analyzing the requirements.
* Re writing the rules based on the change in the ECN.
* Performing Regression Testing based on changes.
* Publishing the model into Production.
* Acknowledging the ECN once the change has completed and published in the production.
* Sending notification to JDE AP and JDE EMA team to check their systems have affected or not.
* Worked on BPH Project.
* Analyzing the BOM data using BOM analysis Tool.
* BPH Project is all about moving the tangible parts to the New OC.
* Earlier all the Tangible parts were there in the CP Parts.
* Creation of the Items in Item master with Item Import tool in the orgs which ATO model has been communed.
* Creation of the Item categories for the new Items and OCs by using Category Update Tool.
* Creation of the Bill of Material for the New OC’s.
* Communing all the bills to Parent model communing orgs by using CITRIX tool.
* Adding the all the New OCs to the I Sub model.
* Creation of the IMODEL Bill as per BPH model Rework Process.
* Pre-Explode the Model and Populate the model into Configurator Developer Repository.
* Create the Isubmodel Structure as per BPH Process.
* Adding Isubmodel to the Parent model.
* Replacing the CP Part rules to tangible part Rules with future effective date.
* Performing QA for all the shipping orgs with before BOM data and After BOM Data.
* Performing JDE AP and JDE EMA QA.
* Publishing the Model in test model to check the Tangible parts are driving as per the Parts Expansion Document.
* Performing the MVT by Manufacturing Engineers.
* Publishing the Model in Production Mode.

#### Environment: Oracle Apps 11i (Bryan Betsy) – OM, INV, BOM, SQL Developer, Oracle Configurator Developer.

**Project#4**

**Client:** Natus Medical Inc. [Pleasanton](https://www.google.co.in/search?biw=1366&bih=623&q=pleasanton+california&stick=H4sIAAAAAAAAAGOovnz8BQMDgwsHnxCXfq6-gXGBUVFysRIHiF1YEV-lpZWdbKWfX5SemJdZlViSmZ-HwrHKSE1MKSxNLCpJLSoWnXAitipA6LLzxELV2ns30nfMfHYIAGXxkXRhAAAA&sa=X&ei=ZhHQVP_aBsuegwTFmIG4Cw&ved=0CHgQmxMoATAR), [CA](https://www.google.co.in/search?biw=1366&bih=623&q=ca&stick=H4sIAAAAAAAAAGOovnz8BQMDgwcHnxCXfq6-gXGBUVFysRKPfrq-oVFaelllmYmRllZ2spV-flF6Yl5mVWJJZn4eCscqIzUxpbA0sagktaj4dvSpI0I_Nt4sDV7pl1r_43z_6_jDAAf8YVhlAAAA&sa=X&ei=ZhHQVP_aBsuegwTFmIG4Cw&ved=0CHkQmxMoAjAR)**.(NTTDATA) Jan 2013 to Dec 2014**

Oracle Configurator Consultant.

**Project Description:** Founded in 1989, Natus Medical Incorporated is a leading manufacturer of medical devices and software and a service provider for the Newborn Care, Neurology, Sleep, Hearing and Balance markets. Natus products are used in hospitals, clinics and laboratories worldwide.

#### *Role & Responsibility*:

* Analyzing the requirements.
* Prepare MD 70 for the SRS.
* Validating data collection templates for PTO models. Defining Structure, Rules and User Interfaces for the models in Oracle Configurator.
* Testing the models to ensure the models are as per data collection templates.
* Validating the Model Structure and accuracy of the Configuration Template.
* Building Models.
* Preparing Unit Test Documents.
* Unit Test Execution.
* Resolving Post Work Issues.
* Writing Rules and creation of UI and structure.
* Unit Testing.
* Extensive experience in Configure-to-Order Implementation which includes Setups (parameters, Profiles etc.), Creating and process the configurations, Order changes and returns, updating existing configurations and Purging data.
* Extensive experience in configurator architecture which includes tables in SCHEMA, Populating CZ\_SCHEMA, Migrating Data, Synchronizing Data, CZ\_SCHEMA Maintenance, Integration, APIs involved in Configurator development.
* Extensive experience in BOM model design and SQL queries used in configurator.
* Involved in Building a Configuration Model Using the Fusion Configurator Engine.
* Involved in oracle Unified Method (OUM).
* Work experience in Business Process Modeling and Analysis (BPA).
* Work experience in Oracle Product Information Management (PIM) module.
* Helped the ITEM LOAD Team for creating Bills & assignment for the items in the BOM.
* Part of maintenance Team delivered simple, complex & very complex Models.
* Worked in Maintenance Standards- Warranty and pricing list.
* Developed complex shell script program calling PL SQL from shell scripts.
* Helped the team in solving critical issues.

#### Environment: Oracle Apps R12– OM, INV, BOM, GL modules, SQL Developer, Configurator Developer Oracle Reports, Oracle Forms, XML Publisher, SQL, PL/SQL.

**Project#5**

**Client:** Motorola, Schaumburg, IL (**Deloitte**) **May 2010 to Apr 2012**

Oracle Configurator Lead

**Motorola Inc.US** is known around the world for innovation and leadership in wireless and broadband communications. Inspired by our vision of seamless mobility, the people of Client’s are committed to helping you connect simply and seamlessly to the people, information and entertainment that you want and need.

#### *Roles& Responsibility*:

* Responsible for all RICEW deliverables.
* Gathering requirements and preparing MD 50, MD 70.
* Involved in performance tuning of SQL queries.
* Analyzing the requirements.
* Gathering requirements from client.
* A regular meeting with SMEs to get the SBOM data.
* Assigning tasks to the team.
* We analyze specifications that are provided by engineering team.
* The specifications contain requirements about the Alloy metals.
* Based on requirements provided in the specifications we prepare model structure and create Configurator extension rules.
* Make a valid configuration and create a quote for the end user.
* Worked in Configurator extensions.
* Extensive experience in Configure-to-Order Implementation which includes Setups (parameters, Profiles etc.), Creating and process the configurations, Order changes and returns, updating existing configurations and Purging data.
* Extensive experience in configurator architecture which includes tables in CZ\_SCHEMA, Populating CZ\_SCHEMA, Migrating, Data, Synchronizing Data, CZ\_SCHEMA Maintenance, Integration, APIs involved in Configurator development.
* Extensive experience in BOM model design and SQL queries used in configurator.
* Involved in Building a Configuration Model Using the Fusion Configurator Engine.
* Worked on complex configurator models.
* Worked on complex functionality ATP dates in configurator.
* Review of functional documents for technical feasibility.
* Preparing technical designs as per AIM methodology and development of code, preparing Unit Test Scripts documents, issue resolution.
* Validated data collection templates for PTO models. Defining Structure, Rules and User Interfaces for the models in Oracle Configurator.
* Tested the models to ensure the models are as per data collection templates.
* Validated the Model Structure and accuracy of the Configuration Template.
* Designing the QP Template which is an essential part of developing the Model.
* Building Models.
* Preparing Unit Test Documents.
* Unit Test Execution.
* Resolving Post work Issues.
* Writing Rules and creation of UI and structure.
* Unit Testing.

**Environment:** Oracle Apps R12– OM, INV, WMS, WIP, BOM modules, XML Publisher, SQL, PL/SQL, Oracle Configurator Developer.

**Project#6**

**Client:** Gilead, Foster City, CA**. Jan 2010 to Apr 2010**

Oracle Developer

#### *Roles & Responsibility*:

* Designed and developed custom conversions - Item Catalog Conversion and Item Conversion.
* Developed **stored procedures and packages**. Extensive experience in **PL/SQL coding.**
* Worked with development of packages and procedures using PLSQL.
* Worked on one extension: Lot Number Adopt Assign Program.
* Understanding Functional Design and get the clarification, preparing technical design document based on AIM methodology standards.
* Developed reports using XML and BI Publisher on GL Module.
* Developed new reports in Oracle R12 using 10g report builder in SLA Module.
* Reviewing functional specification and get clarifications from onsite, preparing technical specification, Coding and unit testing, preparing documents. UTP and installation instructions.
* Proposing solutions for the requirements and involving in status calls.
* Registered Concurrent Programs and custom Applications using System Administration.
* Developed many reports for retail, distribution and supply chain modules in version R12.
* Test the developed code as per the cases given in FDD and fixing bugs.
* Designed MD070, TE20 and developed the code to meet the client’s requirements MD120, for extracting the correct data to meet the client requirements.
* Worked extensively in XMLP reports.
* Preparing Unit Test Plan and Installation Documents.

**Environment:** Oracle Apps R12– INV, PO, OM, GL, Oracle Reports, XML Publisher, SQL, PL/SQL.

**Project#7**

**Client:** James Smucker, [Orrville](https://www.google.co.in/search?biw=1366&bih=666&q=orrville&stick=H4sIAAAAAAAAAGOovnz8BQMDgzMHnxCnfq6-gVGRhYmhEgeIWWVsbq6llZ1spZ9flJ6Yl1mVWJKZn4fCscpITUwpLE0sKkktKv69JcVwRqv0p7SrlyY-Tlr70V6zOAYA5DSnQWAAAAA&sa=X&ei=1xrQVL6TJMfFgwSUtYCQCA&sqi=2&ved=0CKABEJsTKAEwFg), [OH](https://www.google.co.in/search?biw=1366&bih=666&q=ohio+usa&stick=H4sIAAAAAAAAAGOovnz8BQMDgzMHnxCnfq6-gVGRhYmhEgeIaZqdnaGllZ1spZ9flJ6Yl1mVWJKZn4fCscpITUwpLE0sKkktKr4nzBo4dfMvoyjenNJDtp2rdi369gAAYHRCE2AAAAA&sa=X&ei=1xrQVL6TJMfFgwSUtYCQCA&sqi=2&ved=0CKEBEJsTKAIwFg)**. Jan 2009 to Dec 2009**

**Position**: Technical Consultant

#### *Roles & Responsibility*:

* Analyzed the 11i version tables, which are going to modify in the R12.
* Retrofitted (changing the columns which are obsolete in 11i to R12) views In R12.
* Performance tuning of the views.
* Prepared Build Notes and Unit Test Scripts for the respective objects.

**Environment:** Oracle Apps R12– OM, INV, WMS, WIP, BOM modules, XML Publisher, SQL, PL/SQL.

**Project#8**

**Client:** PLCB, Harrisburg, PA. **Sep 2008 to Dec 2008**

**Position:** Technical Developer

#### *Roles & Responsibility*:

* Worked on AP Supplier CRP Block Inbound Interface.
* Worked on Item Conversion.
* Handling issues related Interfaces.
* Extensively used AOL for registering concurrent programs, Value Sets, Flex fields creating users and assigning responsibilities to end users.
* Interacted with the end users and functional architects to meet the requirement.

**Environment:** Oracle Apps R12– AP, AR, SQL, PLSQL and Discoverer Admin and Discoverer Desktop Edition, TOAD, WinSCP, Putty and SQL\*Plus.

**Project#9**

**Client:** Masco BCG, Ann Arbor, MI. **Jan 2008 to Aug 2008**

Technical Developer

#### *Roles & Responsibility*:

* Analyzing the requirements.
* Regular meetings with the business users.
* Gathering requirements and preparing MD 50, MD 70.
* Worked on FSR Service Request Representative Workflow Extension.
* Worked on SO Acknowledgement Report.
* Worked on PO Conversion.
* Preparing Solution Design Documents for the developments.
* Involved in regular Support Activities.
* Data Extraction on request raised by end user.

**Forms**:

* Market Master.
* Quote ADC.
* Global ADC (Additional Charges Power User).
* View Door style Details.
* Kitchen id Development.
* Delete Functionality.

**Environment:** Oracle Apps R12– AP, AR, SQL, PLSQL, TOAD, WinSCP, and SQL\*Plus and Putty.