Rajeev B Pandey, India Program Director - IndEA (Digital Transformation Program) , MeitY
(Driving IndEA – Digital Transformation Program across Pan India)
Digital Transformation Programs – Large Deal Architect - e2e Solutioning- Program Management-Solution Selling

e mail – **rajeevpandey0987@gmail.com**, mobile - **+91 9810889712 IST**
Positioning – New Delhi , India

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Past Organization – *IBM (BU: Global Business Services) , Tech Mahindra , Uniport , entity , Transasia .*
Domain – *e-governance, Indian Defense, BFSI (Banking and Insurance) , smart Cities , Energy and Utilities , Healthcare ,*
Countries Worked – USA, Europe (Belgium, France, and Norway), Japan, HK and India.
Certifications - Sr. Certified Enterprise Architect –Expert Level , Sr. Certified Project Manager , API Management , BlockChain
–Consulting Level , Cloud enabled Services , IOT-Watson , TOGAF 9.2 ,Microsoft SE-Professional ,Rational Unified Process ,
Digital 201 , SOMA , IBM Signature Selling Specialist , AI- Consulting + 9 more industry certifications.
Credentials - nominated for Honoris Causa (Honorary Doctoral Awards) by CIAC and Top 10 Enterprise Architect Practitioner
Awardees by ICMG , India , No. 1 Performer in Transasia Group , IBM Thought Leader - Cisco , Service Now- CoE award
Academics – Post Graduation in Computers from National Computing Center , Bachelor of Engineering – Electronics,Nagpur
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Executive summary-

Sr. Certified Industry Leader , having more than two decade , of proven global experience ,in e2e Solutioning of Large
/Complex   engagements , , Devising Enterprise / Solution Architecture , Program Management including P&L for large
engagements , Crafting Digital Service Platforms & eco systems, Business enablement through technology enablement
,Setting up CoE , Capacity Building , Infusion of Software Engineering Practice/s in Delivery Centers and running mentorship
Programs .

Current Role – India Program Director–IndEA – Digital Transformation Program .
Designation – Sr. Principal Consultant , L4 Director Level.
Period : 02nd Sep , 2019 until date.
Organization – Ministry of Electronics and Information Technology, GOI.

In my Current role with MeitY , I am entrusted to lead IndEA- Digital Transformation Program across Pan India . It's an unique
outcome based KPI driven program, aiming to improve UN-SDG rating , by improvement in Service Delivery efficiency,
through Technology enablement , in an Federated Enterprise Architecture Pattern.

my role encompass of creating awareness , custom solutioning , devising Value Proposition for adoption/funding and
delivery through Partners/OEM's , by bringing participating Players, with in eco system on common Platform.

The integrated Platform also provisions candidates for Predictive Analysis using AI , smart contracts using Block chain ,
Integration with weather forecasts , IOT sensing devices , social analytics , payment gateways, data exchange platforms ,
analytics providing enhanced value to suppliers and consumers of this Platform.

As of now , I am involved in some of the IndEA adoption engagements with Meghalaya , Railways , Mizoram , WCD , Power ,
Education , Health and MoHUA Ministries (Smart Cities) .

Coming from consulting org. like IBM - Global Business Services , Tech M , entity , uniport had been leading Large Scale
Integration Programs and devising value proposition for complex solutioning engagements.

had also been involved ,in enabling Sales , in solutioning of Large bids (50m$+) , Partner / OEM evaluation / Selection and
Proposal Defense . had managed Product Development and Program management (P&L) with Geo distributed teams .

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As global worker, for more than two decade , lived and worked mostly in USA ,with few stints in Japan , HK and few cities of Europe along with India   .

had spearheaded, some of the significant global engagements, including co-location of on-primes data centers for an Global Bank , Creating an Integrated Business Platform for an US Insurance giant in USA , Designing an Digital Service Platform for an Prominent Telecom Player in Japan , IT modernization of an Investment Bank in Germany , Setting up Analytics Platform for UAE bank , Smart Cities Proposals Offering , Delivering an IT Modernization Project for an Indian Defense …to name a few.

had also been involved ,in enabling Sales in solutioning of Large bids (50m$+) , Partner / OEM evaluation / Selection and Proposal Defense . had managed Product Development and Program management (P&L) with Geo distributed teams .

The largest Team handled is 550+ FTE for an Insurance Client in US /India.

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Past Role: Solution Leader (Large and Strategic Bids) , General Manager – SGS –Enterprise   , Tech M , India (Nov , 2016 until Aug, 2019) :

As an "Sales Enabler " , I was leading Pre-Sales , which includes assessment and Solutioning of Large and Strategic Bids, RFP /RFI Response , selection/ evaluation of Partners /OEM, Devising Value Propositions , own the AMS and cross-integrated Solution for strategic pursuits providing holistic view of client architecture, and acting as an integrator ,across internal service lines and stakeholders, to create a joint up solution and present the same to Client as Tech M Offering.

Detail Responsibilities -

- Provide proactive technical counsel to Sales and key management resources on technical strategy, direction and Capability Skill Roadmap.
- Improve and broaden client access to global technical and innovation expertise.
- Work with client Line of Business executives and their teams to identify client's business and IT needs and design high level solutions to fit business problems.
- Create solution design assets for internal use to accelerate sales cycles and positively impact solutions quality.
- Responsible for Client architectural activities from requirements analysis through systems, application and/or process design specification.
- Sharing of understanding the technology trends and how they can help assigned clients and leverage research and development groups to bring innovation to assigned clients.
- Leads negotiations with engagement partners and team members, subcontractors, customers, to define project goals and strategies for attaining them.
- Assesses business and technical impact of solutions. Leads the implementation of solution or provides expert guidance to the solution implementation team.
- Participates in exploratory activities into new market sectors, architectural solutions, technologies and the use of business partners; leads selection of methodologies, tools and components of total architectural solutions; exhibits strategic vision of functional or unit mission and applies vision in engagements; influences people & organizations, including client and executive management, on issues related to the development of architectural solutions

Key Solutions Proposed –
- Smart City Proposals .
- IT Modernization engagement for an Large Insurance Client in India.
- Application Modernization Engagement for an Para-Military force in India.
- Co-location Shift of Data Centers of an Global Nationalized Bank.
- Large Scale Application Modernization India Defense engagements (Multiple Bids).

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- Digital Aggregator Platform for Insurance Client in India.

IBM , Global Business Services , Delivery Project Executive /Enterprise Architect / Client Solution Executive ,
India /USA/Japan /Europe Geo/Hong Kong - (Jun, 2007 – Nov, 2016) :

I had worked in IBM, Global Business Services, for a more than decade into Technology, Program Management & Pre Sales Solutioning for Global Clients working in USA , Japan , Europe, HK and India.

As Client Solution Executive was engaged with clients across multiple geographies to map customer Pain /Motivations, built Solutions to address them, devised Value Propositions, explored new opportunities and craft response to complex and large opportunities.

As Delivery Project Executive, had also successfully delivered some large scale Integration Projects like EBPS. StateFarm in USA , American Express. USA , Japan Post .Tokyo , EUEAI . Brussels, edf.France , MDM. Abu Dhabi Bank , Cathay Pacific. HK to name a few .

As IBM Enterprise Architect , I had also been an IBM Enterprise Architect for few of Global Clients in USA, Europe and UAE for implementation of Large Scale Business Transformation program, integrating BPM through Consumer Channels , Middleware , Business Applications (Product Stack) , Third Party Integration and external entities .

As an Technologist, I had also contributed in IBM Global Solution Architect Repository, in setting standards for best Software Engineering Practices and devised "Sequence Design Pattern "for SE Practice.

Overall Key Role & Responsibilities in IBM :

1. Manage Delivery Management (Onsite / Offshore).
2. Pre-Sales Solutioning of Large /Complex Deals.
3. Manage Client Relationship & facilitate Business Development.
4. Manage Solution Delivery Processes.
5. Provide Technical Leadership.
6. Contract Management.
7. Capacity Building and Mentorship.

Key Technology Initiatives:

- Spearheaded Application Portfolio Rationalization engagement of Global Bank in USA
- Devised and Implemented Enterprise Integration framework for a Global Bank in Japan.
- Enterprise Application Integration for Retail Banking Client in Europe.
- Solutioning for an Integrated Digital Platform for a Global Banking Client @USA.
- Devised Architecture of MDM-ETL engagement of Large Retail Bank in UAE, which resulted in streamlining data storage, data accuracy and Distribution over real time to Business Applications, increasing customer satisfaction Index through B2C response.
- Devised and Implemented Middleware Integration Solution for European Union in Brussels , using SOA Architecture
- Devised EA Assessment and Enterprise Integration Roadmap (SOA Road Map) for Large Insurance Client @USA.
- Devised and Implemented Migration Road Map for Application Transformation for Large Scale Investment Bank in India

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entity - Functional Head & Software Architect : Energy and Utilities , India (Apr , 2005 – June , 2007) .

Prior Joining IBM , I was engaged with Energy and Utilities Company **,** in managing end to end Product Development Life Cycle , of Energy and Utilities Product Portfolio , for Energy Management Systems .

I was involved in devising Technical Solutions on Solution / Application Architecture, managing Distributed Teams of Project Managers, Team Leads, Developers, Testers at Delivery Center in Gurgaon.

I was also instrumental in setting up Architect Competency, Best practices of Software Engineering into Delivery Cycles and Capacity Building. As an Change Agent, I had revamped Delivery centers, by setting up Best practices in SDLC cycle , while implementing IBM Rational Unified Process (RUP) and related IBM Tools like Requisite Pro, IBM Rational Software Architect, to Streamline Solution Delivery for Product Development Life Cycle.

The Product life cycle development, which I spearheaded, were Smart Metering, RMS, M Cube, AMR / AMI Solutions.
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Aditya Birla Group , Asst. General Manager - Software Services , India (Oct , 2003 – Mar, 2005) :

I was engaged, for Custom Development of Enterprise Wide, Multi-Currency Business Suite - vsf connect and management of Infrastructure and Data Center set up , for Enterprise Users across Grasim Industries.

I was responsible for Program Management including P&L , for end to end Delivery Cycle Management and Implementation of the Enterprise Suite , by Managing PMO Office , Project Manager's , Stakeholder Management , Contract Management , Vendor Management with Team Size of 300+ Resources , on T&M engagement .

Some of my major Tasks includes –

- Program Management for Design and Development of Vsf connect, enterprise wide application suite.
- Setting up of Development and Testing Environments with IBM Processes and IBM Tools.
- Management of the IT Infrastructure for the Enterprise application Deployment.
- Managing the Maintenance and enhancement of the enterprise applications.
- Planning and execution of new software development programs.
- Design , Documentation and user training for the enterprise software applications
- Data Center set up, Management and support for enterprise Application.

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TransAsia , Project Manager – Software Development , Healthcare , Mumbai , India / France (Nov , 1998 – Oct , 2003) :

I was responsible for Project Management and Technical Leadership to Projects involving Fully Automated Cynical Analyzers and Laboratory Management Information Systems, managing Multiple Teams for Different Product Variants for Healthcare Large Pathology Labs in Europe and Japan. I also presented company , in Global trade fairs , in Paris and Tokyo.

I was also instrumental in implementing IBM Rational Unified Process with IBM Rational Tools like Requisite Pro , Rational Rose , Rational Purify , Quantify , Clear Quest , Robo for Streamlining Solution Delivery .

I was awarded No 1. Performer in the Entire Trans Asia Group for two consecutive years for Quality Product Design and Delivery . The Software Products claim International Accelerations in European and Japanese Labs.

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Uniport Systems , India /USA (Nov , 1991 – Nov , 1998) :

I started my career with Software Services Organization, as Cob 85 Programmer and worked on Business Systems using Client Server Solutions using D2K .VB5 /Oracle, Promoted to System Analyst, where I was into Client Facing Role, Mapping User Requirements into Designer 2000 and Database Design using Erwin, Solution Design and Inputs to Project Planning.

During my tenure , I lived and worked in USA on H-1B , for few years on Walmart and NYSE Projects .

Some of the Major Key Projects , in which , I Contributed , were

1. ERP Customization and Implementation of Retail Distribution Chain in Chicago.
2. NYSE Value Chain enterprise suite , NYC , USA.
3. Rail Tendering System for Central Railways
4. Corporate MIS Application for State Bank of India
5. Time Control Monitoring System for IndoRAMA
6. Integrated ERP Solution System for DCL Polyesters.
7. Financial Package for SME Industry .

Thanks for Reading
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