

# AKANKSHA CHOUBEY

Email: [akankshachoubey.work@gmail.com](mailto:akankshachoubey.work@gmail.com) | Phone: +91 9000878051

LinkedIn: [linkedin.com/in/akanksha-choubey-2444b250/](https://www.linkedin.com/in/akanksha-choubey-2444b250/)

## EXECUTIVE SUMMARY

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Technology Risk Consultant and currently working as a Senior Solution Advisor Specialist and License Utilization Manager with SAP. More than 7 years of experience in multiple aspects of Extended Enterprise Risk Management including Software License Compliance Reviews, Software Asset Management and Internal Audit.

A competent professional with expert licensing knowledge on multiple products use rights and metrics for various vendors/software publishers.

Subject matter expert in SAP licensing, pricing models, contracts and expertise in IBM licensing, virtualization technologies and cloud solutions.

## PROFESSIONAL EXPERIENCE (7 Years+)

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### License Utilization Manager, SAP (April 2019 – Present)

- Part of Global License Audit & Compliance team with focus on designing, developing and managing multiple compliance related projects to deliver revenue targets
- Managed comprehensive engagements for customers in multiple market units in Asia Pacific and Japan region based on SAP standard methodology
- Expertise in providing Advisory Services including License Audits, Compliance Interviews, Business Process Discussions, Customer Enablement and Measurement Services, Deal Support Services and Shelf-ware Conversions
- Project management capabilities for organizing and leading license audits for strategic clients including engagement planning, data extraction, analysis, reporting and consulting with internal and external stakeholders
- Data analysis expert including analysis of software licensing contract, multiple software-specific command outputs
- Subject matter expertise in SAP licensing, pricing and contractual options including SAP Classic, S/4 HANA, BusinessObjects, Sybase and Cloud solutions
- In-depth knowledge of Digital Access (Indirect Use) and conducted enablement and evaluation services for over 30 major clients based on strong understanding of SAP internal processes and 3<sup>rd</sup> party IT solutions
- Key team member of the Digital Transformation deal for one of the largest mining companies in India
- Served over 100 customers in various industries including Telecom, Automobile, Utilities, Mining and Manufacturing

### Senior Consultant, Deloitte (June 2013 – March 2019)

- Expertise in Software License Compliance Audits and a strong understanding of Software Asset Management (SAM) with experience of having worked on about 400 plus reviews for multiple global regions including US, UK, Japan, Canada, Germany
- Expertise in software licensing and compliance for over 100 products including usage rights and metrics for major vendors/publishers
- Part of core team to develop the Software Asset Management methodologies and standard practices
- Subject Matter Expert for identifying and developing licensing methodologies for over 10 software publishers
- Developed in-house tools and techniques for data analysis and consolidation

## Team Lead Responsibilities

- Led a team of more than 15 consultants to deliver a portfolio of compliance activities
- Trained over 50 resources globally in multiple software licensing methodologies of multiple products across publishers/vendors
- Point of Contact of multiple global regions and responsible to increase integration with global teams.
- Perform reviews and assure quality of deliverable by supervising the preparation of reports and other client deliverables

## Client Facing Experience

- Led multiple end to end Software License Audits by driving kick-off calls, data collection, ensuring completeness of data collected, preparing compliance tables and presenting the same to major stakeholders
- As a core SAM team member, created entitlement baselines by accessing client databases/contracts, facilitated data gathering, provided technical support during data collection, prepared effective license positions and presented detailed reports to various stakeholders for one of the largest IT firm in India
- Onsite experience of presenting draft deployment report and walking the client through all aspects of deployment calculations and metrics and conducted validation meetings

## Technical Skills

- In depth knowledge on Advanced Excel - Microsoft Excel, Power Query skills
- Strong technical knowledge of SAP applications – ISP, Fiori, SuccessFactors, Concur, CRM
- Proficient in Microsoft Office and PowerPoint
- Expertise in handling reports from ILMT, Flexera, SCCM, VMware, BigFix, Mainframes
- Working knowledge of Robotic Process Automation tools - UiPath

## SELECT ACCOMPLISHMENTS

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- Promoted within 12 months to the position of Senior Solution Advisor Specialist in SAP for exceeding goals and supporting company culture
- Awarded multiple times with Client Appreciation, Applause and Spot awards for being instrumental in delivering top quality work
- One of the few Senior Consultants to be selected by senior partners for two consecutive years to deliver sessions on licensing and audit methodology of selected software at the National Deloitte Annual Conference held in Las Vegas, US

## EDUCATION

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- MBA, Welingkar Institute of Management Development and Research, Bengaluru
- BCA, Bharati Vidyapeeth University, Pune

## PERSONAL INFORMATION

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Name: Akanksha Choubey

Languages Known: English, Hindi, German (Basic)

Current Location: Mumbai, India

Visa: Valid B1/B2 Visa (USA) till 2027