MOHAMMAD ABDULLAH KHAN NOUMAN

IMMEDIATE AVAILABILITY

"C" Level Position a must tribute for my Career so far"

SENIOR PROFILE – ORACLE PRACTICE

Personal Situation

- ✓ A dedicated family man, a Father, coming out of a situation, to break, through work, active profession.

Professional Background

- ✓ 5 years Consulting experience Customer side(EMAAR-KAEC), 20 years of cumulative experience in Industry of Information Technologies - Software and Services

- ✓ Expertise in Business Transformation through Oracle ERP / CRM / ECM / EPM BI, E-COMMERCE & CMMS

- ✓ Digital Transformation as a Uni Model concept, Iaas - Saas - Iaas - Paas

PROFILE AGENDA

- ✓ Objective
- ✓ Brief
  - ✓ Qualifications
  - ✓ Soft Skill(S)
  - ✓ Trainings - I.T. Knowledge And Skills In Enterprise Resource Planning @ Oracle University And Other Party Institutes

- ✓ Profile Synopsis
- ✓ Career Summary
  - ✓ Implementation Method(s) and its Approach, Technologies
  - ✓ Business Transformation
  - ✓ Implementation Experience
  - ✓ Highlights
- ✓ IT Strategies And Architecting– Enterprise Solutions
  - ✓ Industry Verticals
  - ✓ Project Costing and GAAP
- ✓ Trainings
  - ✓ I.T. Knowledge And Skills @ Oracle University And Other Party Institutes
- ✓ Accounting Methods
- ✓ Accounting Conventions

OBJECTIVE AND BRIEF WITH SOFT SKILLS

Objective - To deploy Enterprise Software(s) in Organizations based on prudent choice of technologies and based on efficient delivery of such implemented Solutions as a combination of People, Process, Technology.

Work – In Enterprise Applications with specialization in Oracle Database (RDBMS Architecture, Data Guard, Disaster Recovery Site etc.,) and Applications in ERP, CRM, EAM in CMMS, EPM, BI and ECM etc., in various roles as Solution Architect, Business Analyst, Project Management, Pre Sales, and as Talent Acquisition, Train the Trainers.

I worked as a Management Trainee and learned to do Book Keeping, to do 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.

Qualifications

Academic – I completed my Bachelor of Commerce and Accounting (B.Com - Regular) Degree from the University of Osmania, Badruka College.

Subsequently, I completed my Post Graduate Degree, a Master's in Public Administration and Personnel Management (M.A.) with University of Osmania (O.U) as well from Distance Education Campus.

ECA Report from CES is available for perusal

Trainings

I.T. Knowledge and Skills in Enterprise Resource Planning @ Oracle University and Other Party Institutes

Infer Data Institute – Hyderabad, India
Trained in Oracle Financials – 10.6 CUI & 10.7 GUI
General Ledger, Accounts Payables, Accounts Receivables, Fixed Assets, System Administration

Skills

- ✓ Customer Service, Customer Complaint Analysis, Relationship Management, High
- ✓ Service Orientation And Open Management Style
- ✓ Teaching, Can Communicate With Any Person At Any Level, Adaptability,
- ✓ Proactivity, Honesty*, Hard Worker, Punctual, High Social Competence And

- ✓ Integrative
- ✓ Very Team Oriented And Humble*, Trustworthy*s,
- ✓ Proficient In Overall Yearly Budget Management
- ✓ Data Modeling And Data Base System, Information Security,
- ✓ Project Direction, Team Leadership
- ✓ Accountant, Defining Enterprise Structure, Creation Of Chart Of Accounts, Accounting Standards

Soft Skills

- ✓ Excellent Business Communication Skills – Written and Spoken

- ✓ Work experience in a multicultural work environment
- ✓ An Amiable Team worker

PROFILE SYNOPSIS – CAREER SUMMARY

Implementation Approach and Technologies

- 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
- 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

Business Transformation Thru Automation

- Finance, Procurement and Sales Back Office Transformation – using Oracle ERP
- Sales, Marketing and Services Front Office Transformation – using Oracle CRM
- Facilities Management Transformation - using Oracle EAM
- Financial Planning and Budgeting Transformation - using Enterprise Apps such as Hyperion
- Business KPI's Transformation - using Business Intelligence Tools such as BI - Financial / Procurement and Project Analytics

Implementation Experience

- Supervised Oracle CRM and Vocalcom Contact Center Implementation
- Complete Concept clarity on CMMS such as Facilities Management and
- Utilities Management using Oracle EAM and Other Party Products as Maximo
- Strong in Financial Management and Cost Management Applications using Oracle Financials and Oracle SCM suites
- Strong in Procure to Pay / Procure to Projects / Procure to Capitalize Process
- Orientation towards Order to Cash Process
- End to End seamless integration across all Oracle and Non Oracle Suites, process wise
- Strong in Financial Reporting at both Operational and Managerial Executives Perusal

Highlights

- Multiple Full Cycle implementations both in On Premise and Cloud Platform
- Worked across versions such as 12x/11.5.x/11 x/10.7/10.6
- Well versed in Enterprise Planning and Management, Business Intelligence Tools,
- other than
- Standard Reporting Tools such as Web ADI and Seeded Reports along With
- Financial Statement Generator exclusive on Financial Statements
- Oracle Universal Implementation Method for Enterprise Applications
- Major Deliverables include RD 20's/30's, BR 30's, BP 80's, BR 100's, TE 40's etc.;
- Training the Super User(s) and End User(s)
- Post Implementation/Production Support

PROFILE SYNOPSIS – I.T. STRATEGIES

I.T. Strategist and Architect

Information Technology (IT Strategy)	Solutions Architecting

✓ Customer Relationship Management Transformation: Oracle CRM (Fusion & On Cloud) integrated with Call Centre –Vocalcom as a Customer facing solution, tightly integrated with On Premise back office engine such as Oracle Projects, Lease and Sales System (with Accounting information flow to Oracle Financials)	✓ Requirements Analysis and Problem Identification, Product Evaluations (RFP preparation and Proposal evaluations) as
	    ✓ Objective of IT for an Enterprise, Enterprise Structure definition(s)
	    ✓ Statement of Purpose of an RFP
	    ✓ Current Landscape and Proposed Solution Foot print
	    ✓ Statement of Need Take away of implementation
	    ✓ Instruction to Vendors and Project Governance

✓ Oracle Enterprise Asset Management Transformation: EAM (On Premise) for Facility Management Solution and proposed* to be integrated with Oracle CRM and Call Centre Solution for Customer facing and tightly integrated with Oracle ERP as a back-office solution for Projects, Lease and Accounting	✓ Architecture Optimisation – integration points identified based on Security protocols on internet. Solution implemented & Go Live
✓ Procurement Automation and Streamline: - Oracle Advance Procurement Solution (Fusion & on Cloud) to be integrated with Oracle Financials and Projects	✓ *Could not proceed beyond RFP Stage, challenges faced in non-technical aspects ✓ As above, Solution implementation in progress then
✓ Oracle HCM Solution (Fusion & on Cloud) to be integrated with On Premise Oracle ERP solution	✓ As above, Proposals evaluation in progress then
✓ Enterprise Planning and Reporting Tools for Executive Decision enabling such as Hyperion, Business Intelligence along with seeded reports	✓ Optimisation of existing tools and infrastructure such as Hyperion and introduction of BI from Oracle along with custom development of Alerts and Reports that serve both Operational and Management needs of business
✓ 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

PROFILE SYNOPSIS – Costing and Projects Wise & GAAP

Client /Project	Business Vertical	Accounting Convention and Standards (USGAAP /Local GAAP for Taxation and Reporting) and IFRS Transition)	Description
Bakery	FMCG	Accrual, Process Manufacturing	Solution Implementation on Fusion Financials and SCM
Economic Zone	Free Zone - Economic City	Accrual, Project Costing for Construction	Solution Implementation on Oracle Financials with Oracle Projects, Lease and Sales and Advance Procurement
Economic Zone	Free Zone - Economic City & Research (Energy) Organization, Commission	Accrual, Project Costing for Construction	Solution Implementation on Oracle Financials with Oracle Projects and Procurement / Health Check, Support and Upgrade
Tele Consortium	Telecommunication	Accrual, Project Costing	Solution Implementation on Oracle Financials with Oracle Projects and Procurement / I Expense
Museum in a Public Sector	Public Sector- Tourism and Antiquities	Cash Basis	Health Check, Support and Implementation Oracle Financials and Procurement
Hospital in a Public Sector	Health Care- Specialist Hospitals	Dual Basis - Cash and Accrual	Training Programme and Health Check, Support on Oracle Financials and Procurement Solution
Pharma Company	Life Sciences	Accrual	Offshore Support on Oracle Financials Solution Implementation
Pharma Company	Life Sciences	Accrual	Offshore Support on Oracle Financials Solution Implementation
Pharma Company	Life Sciences	Accrual	Oracle Financials Solution Implementation integrated with Procurement
Manufacturing Group	Group - Distribution and Manufacturing	Accrual - Standard Costing / Weighted Average Costing / Discrete	Oracle Financials Solution Implementation integrated with SCM
Financial Services - Hire Purchase and Lease	Financial Services - Hire Purchase and Lease	Accrual and Projects Costing (Flow)	Oracle Financials Solution Implementation integrated with Procurement
Automotive Manufacturing	Manufacturing	Accrual and Standard Costing/ Discrete	Health Check and Support on Oracle Financials
Service Provider	Service Provider - Distribution/Photocopiers and Cameras	Accrual and Weighted Average Costing / Distribution	Health Check and Support / Upgrade of Oracle Financials and SCM
Petrochemicals	Chemicals as By Product of Oil and Energies	Accrual	Upgrade from 10.7 to 11.0.3 of Oracle Financials
Holding Company	Holding Company for Investment	Accrual	Training Programme and Health Check, Support Oracle Financials and Procurement Solution

PROFILE SYNOPSIS – Costing and Projects & GAAP.

Client /Project	Business Vertical	Accounting Convention and Standards (USGAAP /Local GAAP for Taxation and Reporting) and IFRS Transition)	Description
Manufacturing	Manufacture and Distribution - Plastics	Accrual and Weighted Average Costing / Discrete	Health Check and Implementation on Oracle Financials Solution
Manufacturing	Manufacture and Distribution - Air-conditions	Accrual and Weighted Average Costing / Discrete (Batch)	Implementation of Fixed Assets, Health Check on Oracle Financials Solution and Upgrade from 10.7 to 11.0.3
Manufacturing	Manufacture and Distribution - Fabricated Structures	Accrual and Project Manufacturing & Weighted Average Costing / Discrete (Flow)	Parallel Run and Post Go Live Support on Oracle Financials Solution
Logistics and Cargo	Cargo Services	Accrual and Projects Costing (Flow)	Multi Org Implementation on Oracle Financials Solution, integrated with POS for Cargo Services
Financial Services - Hire Purchase and Lease	Financial Service /Hire Purchase and Lease	Accrual and Identifiable Costing / Financial Services	Solution for Hire Purchase and Lease on Oracle Financials and SCM (Inventory and Procurement)
Telecommunication	Telecommunication	Accrual	Telecom Back Office Solution on Oracle Financials and SCM (Inventory and Procurement) / Integration with Front Office Telecom POS
Service Provider	Service Provider - I.T. Software and Hardware Services	Accrual and Weighted Average Costing / Distribution	Health Check on Oracle Financials and SCM Solution Implementation for Service Provider - I.T. Hardware Products
Telecommunication	Telecommunication	Accrual	Telecom Back Office Solution on Oracle Financials and SCM (Inventory and Procurement) / Integration with Front Office Telecom POS

PROFILE SYNOPSIS - TRAININGS

Trainings – I.T. Knowledge and Skills in Enterprise Resource Planning @ Oracle University and Other Party Institutes

Infer Data Institute / India, Hyderabad

- ✓ Oracle Financials General Ledger, Accounts Payables, Accounts Receivables, Fixed Assets, System Administration 1997 – 1997
- ✓ Grade "A" equal to 80 % to 100 %
- ✓ Oracle ERP Applications - Oracle Financials, 10.6 CUI & 10.7 GUI
- ✓ Oracle GL as a repository for accounting information and for financial reporting
- ✓ Oracle AP and Oracle AR for Payables and Receivable Sub Ledgers Oracle FA as a capital and expense item Sub Ledger

Oracle Education and Services / United Arab Emirates
Oracle Order Entry Sales Order Management 2000 – 2000

- ✓ Pre-Sales for Distribution and Manufacturing Industry Verticals
- ✓ Sales Order Cycle - Book to Ship and integration both with
- ✓ Oracle Inventory for Stock details and with
- ✓ Accounts Receivables for Cash Flow - Billing and Forecasting

- ✓ Oracle Education and Services / United Arab Emirates
  Oracle Purchasing Procurement Cycle 2000 – 2000

- ✓ Pre-Sales for Financial, Distribution, Manufacturing, Real Estate and Telecom industry verticals
- ✓ Purchase Order Cycle - Demand to Sourcing to Procurement to Receipts integrated
- ✓ Oracle Inventory, Oracle Costing for Stock keeping and Cost Accounting, integrated
- ✓ Oracle Payables and Fixed Assets for Operational and Capital Billing and Accounting
- ✓ Cash Flows integration for Payments and for Forecasting

COMP-U-LEARN / India, Hyderabad
Oracle Manufacturing Distribution 2007 – 2007

- ✓ Pre-Sales for Distribution and Manufacturing industry verticals
- ✓ Oracle Purchasing, Oracle Inventory, Oracle Cost Management, Oracle Order Management

SQL STAR PEOPLE (INDIA) PVT. LTD. / India, Hyderabad
Oracle Business Alliance Programme Oracle 7 for Client Server Application 1996 – 1996

- ✓ Oracle Relational database theory, concept and practice as 2 tier architecture vis a vis
- ✓ Client smart terminals interaction with Remote Server, a paradigm shift from dumb terminals
  to active servers as a single tier architecture*

DIPLOMA IN COMPUTER APPLICATIONS, Falcon Computer Education 1994 – 1994 / India, Hyderabad

- ✓ Six Months Course on specific curriculum; Grade A

COMPUTERISED ACCOUNTING PACKAGE, Falcon Computer Education 1995 – 1995 / India, Hyderabad

- ✓ 2 Months Course; Grade A MS OFFICE, Falcon Computer Education 1995 – 1995 / India, Hyderabad
- ✓ Operating System - DOS; MS Windows as GUI; Word Perfect, MS Excel, D -Base 3 Months Course

- ✓ **2 Week Course: Visual Basic 6.0, Orbit Information Technologies Feb to May 1999 / India, Hyderabad**

PROFILE SYNOPSIS – CONTD.

1* **Best of Breed Application Features Capture*** - based on Best Practice Enterprise Business Processes in specific Industry Verticals and Across, With International Accounting Standards as US GAAP / IFRS and Local GAAPS with emphasis on Reporting and Taxation

2* **SWIFT** – Society for Worldwide Inter Bank Financial Telecommunication

3* **SADDAD** - SADAD Payment System (SADAD) was established by the Saudi Arabian Monetary Agency (SAMA) to be the national Electronic Bill Presentment and Payment (EBPP) service provider for the Kingdom of Saudi Arabia (KSA)

4* **B 2 B** – Business to Business

5* **B 2 C** – Business to Customer

6* **OLAP** – Online Analytical Processing Tools built on extraction of Data and Extrapolation of it from Meta Data Built using Data Mining at Data Warehouse (Database Technologies)

Accounting Methods : Accrual and Cash Basis

Accounting Conventions : US GAAP, Local GAAP, IFRS / Localizations in Taxations and Reporting

Thanks