BIRPAL S RAJPUT

IT Business Leader with 14+ proven excellence in building business driven technology strategy, Pre-sales, digital transformation initiative, scalable architecture vision, setting up high performance organization and providing technology/cost/innovative leadership for multi-geography international operation and businesses
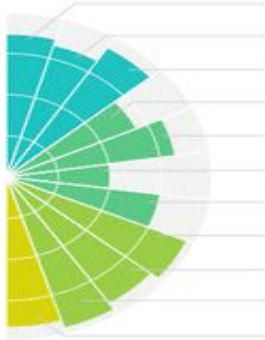
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Core Competencies

- Business Technology strategy Management
- Strategic IT Infrastructure Planning
- Enterprise Pre-Sales Cloud and Security Products
- IT Service Management & Service Excellence
- Strategic Planning & Partnership
- IT Project Planning & Management
- Business Process/Digital Transformation Automation

Soft Skills

- Communicator
- Collaborator
- Intuitive
- Innovator
- Thinker
- Motivator
- Analytical

Profile Summary

o Innovative and Pioneer Lead – Enterprise IT Infrastructure, Pre-Sales & Digital Automation Architecture with 14+ Years of experience with reputed organizations that reflect year-on-year success in generating ideas to improve company business & services and implementing process improvement and streamlining operation for business efficiency.

o Adept at creating, winning IT strategic roadmap embarking new technologies, solving complex business problems to enhance revenue, profitability, and client satisfaction.

o Conferred with numerous Awards for digital transformation, infrastructure Innovation, Agile computing, End User Experience management, and Green IT.

o Proven excellence in adopting robotic process automation, AI, ML, NLP Analytics and business Intelligence building connected enterprise with data lakes, self-healing and intelligent bots powered by customized knowledge management to deliver more than$50m revenue, assuring $15m+ cost-saving/optimization that has created competitive advantage to Vodafone in attracting new clients.

o Excellence in planning and building large scale IT solutions and exhibiting strategic direction and transformation that vision into operational realities.

o Expertise in delivery and driving transformations across legacy and digital IT system for better alignment with business needs

o Proficient in designing and building IT cost optimization, high performance, IT Operations, IT Operating Models, Application portfolio Rationalization, Global Sourcing Transformation, and Post Merger Integration.

o Effective Leader with distinguished skills in recruiting, training & motivating a large workforce for accomplishing greater operational efficacy & high-resolution rate in accordance work processes.

o An articulate leader with notable success in directing a broad range of corporate initiatives, while participating in yearly planning, analysis & implementation of solutions in support of business objectives; excellence in driving cost optimization and deploying data for higher revenue generation and profitable growth.

Education & Credentials

❖ **2006**: BE from Delhi Government College, Delhi
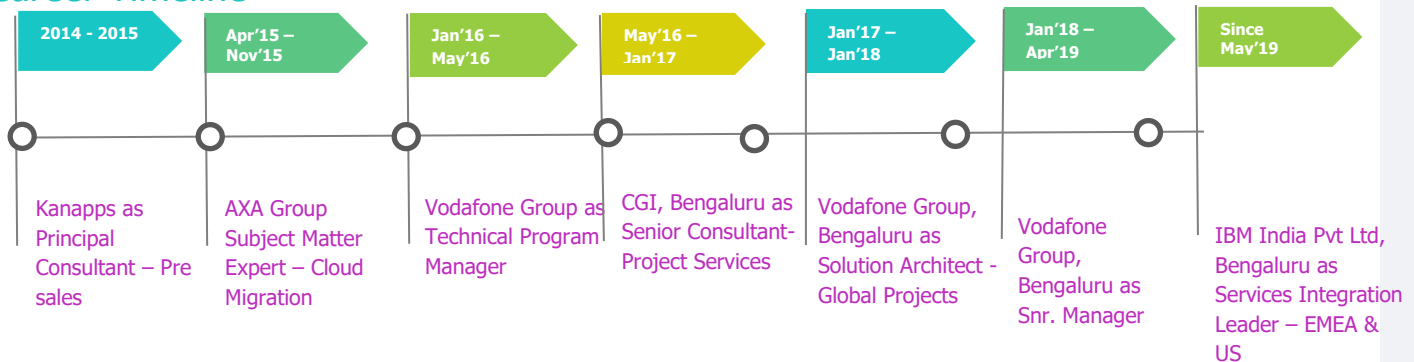❖ **2002**: 12th from Kendriya Vidyalaya, Delhi Cantt. & CRPF, Delhi

Training & Certifications

❖ Training and certifications in Leadership Development, ISO 31000m, ISO 27001, PCI, HIPAA, GDPR, ITIL V3, Six Sigma Quality Management, Project Management, Product Lifecycle Management, Leadership Skills, Audit, AI, Robotics and Expert Systems.

❖ EC-Chief Information Security Officer (CCISO)- 2019;CISSP (2011) Lead Auditor ISO 27001:2013 – 2019,Google Cloud Architect- 2019; Microsoft Azure Solution Architect-2019;AWS Solution Architect -2018; TOGAF Enterprise Architect-2017 and Dev-Ops Master-2017,Prince2 Practitioner-2011; ITIL Expert -2011,CCIE (Security & Datacenter)-2011 & 2015.

IT Skill & Knowledge

- **Cloud Infrastructure Solution:** Private, Hybrid, Multitenant & Community
- **Cloud Product**: Google Cloud Solution, Azure Cloud Solution, AWS Cloud Solution, IBM Cloud Solution;
- **Enterprise Architecture Tool**: Arise & Microsoft Visio
- **Business Framework**: Waterfall, Scrum, Agile Zachman Framework, BSF Framework, ETOM, TOGAF, CASB, SABSA
- **Software development**: - Python, JSON
- **DevOps Tools**: - GitHub, Jenkins, Jira, Ansible, Splunk, Chef, Puppet, Docker
- **NextGen Skills**-SD-WAN, SDN, NFV, Artificial Intelligence, RPA, Blockchain, Confluence, and IBM Watson
- **Product Launched**: Vodafone Private Cloud, Vodafone IOT Platform.
- **Security Product**: Qualys, Force Point, Nmap, Qradar, Splunk, ArcSight, Zscaler, Cloud Guard, CyberARK, Rapid7, Symantec Target Attack Analytic, Demistro, Palladian.

Career Timeline

2014 - 2015	Apr'15 – Nov'15	Jan'16 – May'16	May'16 – Jan'17	Jan'17 – Jan'18	Jan'18 – Apr'19	Since May'19
Kanapps as Principal Consultant – Pre sales	AXA Group Subject Matter Expert – Cloud Migration	Vodafone Group as Technical Program Manager	CGI, Bengaluru as Senior Consultant-Project Services	Vodafone Group, Bengaluru as Solution Architect - Global Projects	Vodafone Group, Bengaluru as Snr. Manager	IBM India Pvt Ltd, Bengaluru as Services Integration Leader – EMEA & US

Selected Highlights & Contributions CISSP

- Played a key role in achieving Program/Deals for businesses worth US$ 180 million in revenues per annum and achived US$362 millions deals
  - Saudi Arabia defense security program management for all Border and Oil field (Al Sadder)
  - UK Homeland security marine project for securing the Oil and Gas regions across country.
  - UAE Homeland security project management for across the border and marine area (Dera)
  - UAE Falcon Project for Kings Palace security Serveralance Project
  - Suncor oil and gas project successful transition to offshore value to $20m
  - Hitachi Program for data integration and business analytics platform
  - Smart city solution program management across the globe including Dubai & Abu Dhabi (Falcon project)
  - Smart city solution program management for Lavasa city in India
  - Smart Security surveillance project management for end-to-end delivery for Tata Chemical Ltd.
  - Vodafone cloud and security program management for NPD and IoT project across the globe including Germany, USA, APAC and Europe
  - Vodafone Cloud, Cyber and Security Enterprise Practice for new deal or bespoke standard products or services architecture alignment with Company Services Model and Operational Model across Group including APAC, USA, Europe, Spain, Germany
  - Received appreciation from company's Director-Global Infrastructure Services
  - Conferred with:
  - Hall of Fame Award for Vodafone Private Cloud Product and IOT Platform Lunch for Enterprise Customer
  - Vodafone Star Award twice
  - Tata Certificate of Excellence Award for 3 consecutive years for Defense Homeland security Project Integration with UAV(Universal Arcmed Vechicles and systems)
  - Recognized for saving the multi-million dollar price of the company worth 200,000 Euros through several strategic IT initiatives for the IT, Telecom, Defense and Oil & Gas industries in 2012-2014
  - Interfaced with multiple important C Level Executives for Technology Services Vision linked to fresh technology / cost benefit / business optimization, testing and commissioning of Datacenter for Defense Critical System Applications, thereby effectively initiating process deployment for the National
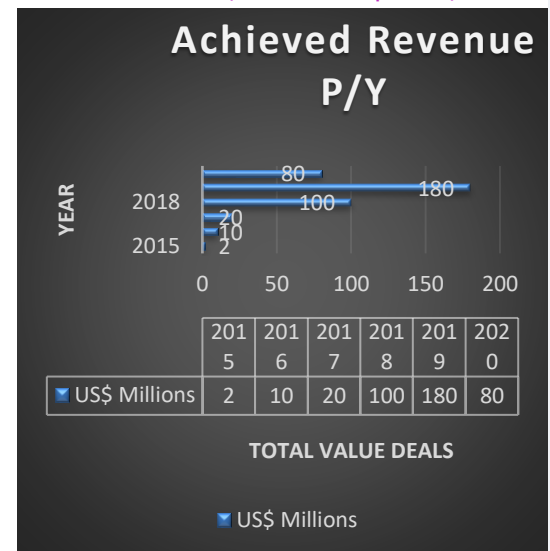
Professional Experience

Since May'19 with IBM India Pvt Ltd, Bengaluru as Services Integration Leader – Cloud and Security services
Role: Enterprise Architecture – Pre-sales, IT Advisory, HIPPA & PCI DSS Business RFP, RFI Development, GDPR Regulation and OWASP Architecture and Financial Business Analysis, Bespoke Deals solution,

Key Result Areas:

❖ Collaborated with cross-functional business leads across the globe to incubate and build innovation capabilities for solving business problems.

❖ Advised a large FS client on designing their Innovation Strategy including setting-up a detailed innovation process framework with measurable outcomes.

❖ Published PoVs on innovation strategy and measuring business innovation.

❖ Facilitated C Level "Vision to Value" workshops to present innovation prototypes for solving client business problems and creating new business opportunities.

❖ Explain how specific Enterprise solutions and our offering roadmap align with our overall technology vision such as Digital Transformation, Architecting and developing modern applications with Azure & AWS and IBM, IOT, Edge, Microservices, BOTS, Azure PAAS, IBM SAAS, Containers, Kubernetes, Enterprise security,

❖ Defining the forward-looking technology roadmap for all Cyber Security areas to address emerging threats

❖ Engaged in providing technical consultation, guidance, and assistance to management, business contacts, IT Architecture Teams and internal customers to ensure the protection of intellectual property by integrating controls, processes, and procedures into Garrett's Services and Products

❖ Conducting technical analysis of existing and future security products and services as well as participating in benchmarking exercises to align Cyber Security Services to industry best practices

❖ Providing thought leadership when applying methodologies, managing architectural project elements, and setting technical direction and training teams in using consulting techniques

❖ Leading teams to envision and prioritize requirements, creating application implementation road maps and providing technology and architecture recommendationsSteering enterprise business, application and integration architecture for any new program or deal related to Healthcare and Banking industries.

❖ Formulating and elucidating enterprise-wide architectures and strategy for IT landscape that meets the business requirements and providing a focal point for definition and understanding of the solution

❖ Working with CxOs and business leaders to ensure that business strategy is translated into business outcomes through IT solutions represented in enterprise architecture

❖ Ensuring environments or solutions are adequately scalable for anticipated growth and developing the standards and performance metrics for the architectural domain and report on them regularly

❖ Leading a team of brilliant Solutions Architects focused on accelerating Cloud business for Global System Integrators and Influencers (GSIIs).

Achieved Revenue P/Y

YEAR	US$ Millions
2015	2
2016	10
2017	20
2018	100
2019	180
2020	80

TOTAL VALUE DEALS

▪ US$ Millions

Jan'18 - Apr'19 with Vodafone Group, Bengaluru as Senior Manager – Cloud & Security Practice
Role: Enterprise Architect - IT Advisory, Enterprise Transformation/Modernization, Enterprise Architecture/ Bespoke Deal Solution, Application Modernization

Key Result Areas:

❖ Recognized for ensuring minimization of work and changes to prevent disruption to existing business services; reviewed design documents supplied by vendors and partner Solution Architects

❖ Gained excellence in elucidating enterprise-wide architectures and IT landscape approach to meet company demands and provide a focal point for solution definition and comprehension

❖ Worked with business experts to ensure that IT strategies and enterprise-wide architectures deliver business outcomes and reflect business priorities and constraints

❖ Engage with Vodafone Product engineering teams to help promote the roadmap and innovate based on customer insight and feedback and your personal experience

❖ Work with regional sales leaders to help evolve the go-to-market strategy for the EMEA region

❖ Deep dive in customer engagements right from prospects to production

❖ Led solution architecture analysis for Global Security and CDN integration and local origin proof of concept for one of the top operator in India.

❖ Led Customer profiling for top EMEA and global broadcasters using market research, financial analysis, competition study, portfolio mapping and defining customer engagement roadmap

- ❖ Led Estimation Tool development for one of the Application Development and Maintenance (ADM) offering
- ❖ Architected SOA and software development processes; developed complex enterprise architectures involving global dependencies
- ❖ Spearheaded a unified architectural solution which is efficient in cost, low in complexity, and provided a stable platform from which IT could support the company's strategy both in the near term and future state
- ❖ Created the organization's architecture process and results to the organization inclusive of business leaders and IT
- ❖ Gained expertise in developing the partnerships/relationships with IT business partners, operations, and vendors; contributed as a sounding board as well as IT Consultant to business leaders to develop IT solutions.
- ❖ Key Responsibilities
  - · Engage with senior management, Director and C-Level executives to understand business needs.
  - · Assist in Design/Architecture of Enterprise Security and hybrid cloud solutions.
  - · Work with customer C-Level executives on the strategy of Modernization and transformation of the applications
  - · Complete analysis and present periodic reviews of operational performance to customer leadership.
  - · Make recommendations on how new Enterprise Product offerings fit in the company architecture
  - · Champion and advocate for customer requirements within Vodafone (be their voice)
  - · Participate in deep architectural discussions to ensure solutions are designed for successful deployment in the cloud
  - · Work with some of the leading technologists around the world.

Previous Experience

Jan'17 - Jan'18 with Vodafone Group, Bengaluru as Solution Architect - Global Projects

May'16 - Jan'17 with CGI, Bengaluru as Sr. Consultant – Project Services,

Jan'16 - May'16 with Vodafone Group as Technical Project Manager,

Apr'15 - Nov'15 with AXA Group Subject Matter Expert – Cloud Migration,

2014 - 2015 with Kanapps as Principal Consultant- Presales,

2011 - 2014 with TATA Group as It Integrator (India, Middle East & UK)

2010 - 2011 with DSC Ltd. as Network Architect,

2007 - 2009 with Comm IT Group as System Admin.

2006 - 2007 with Reliance Media Ltd. as Senior Network Engineer,

🪪 Personal Details

Date of Birth: 20th June 1983
Languages Known: English, Hindi & Punjabi
Address: Inderanagar, Bengaluru – 560075, Karnataka