



Hari Subramanyam

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ENTERPRISE DATACENTER & CLOUD ARCHITECT & Management

Over 22 years' experience in Architecting, design, planning Cloud, Data center consolidations/Migrations, Storage, Backup & Disaster Recovery/Business Continuity, IOT solutions.

Profile Summary

- ✓ Experience spans across Pre-sales, consulting and Business development, Managing Customer relationships, Strategic planning, Go to market offerings, Consulting, and Vendor negotiations on Storage and HPC, Cloud solutions and IT Operations spanning Global Fortune 100 clients.
- ✓ Provide deep technical program management & associated engineering leadership, cross-functional coordination, and inter/intra team communications to deliver outstanding technical program outcomes.
- ✓ manage and lead a vast number of parallel work threads and team members across discovery, design (HLD and LLD), SOW, Architecture, down to which workloads are going to move where/when all the way through testing and hand-off
- ✓ Responsible for driving a wide range of development & infrastructure work-streams as part of any given technical initiative. Able to work closely with Technical Architects/Technical leaders and understand deep technical topics.
- ✓ Define cloud strategy, roadmap and business case for cloud adoption by assessing and analyzing on premise applications.
- ✓ Creating Architecture Document (Business Context diagram, Activity diagrams, Sequence Diagram, Process Flow, Views - Solution, Data, Interfaces, Infra, Security) and present to Architecture Board for approval. Well-versed in implementing enterprise architectural models, methodologies, best practices, and patterns.
- ✓ Extensive experience in designing solutions for legacy applications to migrate to cloud enabled architecture - **Azure** and **AWS, GCP**, it involves defining migration plans and leading migration integration with other applications.
- ✓ Familiarity with security frameworks such as Cloud Security Alliance (**CSA**), International Organization for Standardization (**ISO**), National Institute of Standards and Technology (**NIST**), etc
- ✓ **Experience with private and public cloud platforms and providers, such as Pivotal (PCF), Amazon Web Services (AWS) and Microsoft Azure,GCP.**
- ✓ Experience with the Infrastructure as Code (e.g. Chef, CloudFormation, Terraform, Puppet).
- ✓ Datacenter services and consolidation – servers, storage, backup, archive, cloud environments (private, public, hybrid)
- ✓ Experience in Growing, Leading and Mentoring an elite team of Solutions Architects
- ✓ Expertise in Cloud, IoT, DR/BC, Storage, Virtualization and Server technologies
- ✓ **Experience in Handling with various Global SI partners such as DXC, Accenture, Wipro, TCS, HCL, CTS, Capgemini, TechMahindra, Infosys etc. to position products and solutions.**

Profile Highlights

- ❑ Architected and delivered various **Cloud Transformation Reference architectures (SOA)** for multiple **Global Customers, SI /SP Partners.**
- ❑ Provide engineering/architecture advice for IT groups in the domain of Enterprise Cloud IT –Private and Public-; participate in design sessions, suggest integration options, liaise between our integrated platforms and IT applications owners.
- ❑ Provide Azure technical expertise including strategic design and architectural mentorship, assessments, POCs, etc., in support of the overall sales lifecycle or consulting engagement process.
- ❑ As a Principal Architect (**Kubernetes**), Designed & Deployed container orchestration technologies, microservice architecture, cloud-native development, and DevSecOps solutions for containerized applications
- ❑ Principal Architects lead Google Cloud, cross-functional teams of experts to help customers design, plan, implement, and govern enterprise cloud strategies.
- ❑ **Architected and designed various cloud migration solutions on Google/AWS/Azure Cloud Solution Design, NoSQL, Big Data Architecture, Oracle Exadata, Consulting Data management and Integration, Data Warehouse and Database administration.**
- ❑ **Key speaker on Cloud** at various **global summits and workshops.**
- ❑ Delivered **complex Infrastructure and Application solutions** by collaborating with various **groups across global teams in multiple locations.**
- ❑ Provide and guide Technical teams I knowledge in routing, firewall policy, **Anti-DDoS, WAF, IPS, SIEM**, secure credential management, virtualization, service oriented architecture.
- ❑ **Security Technology Strategy** - Work with engineering, service and business teams to create technology roadmaps
- ❑ Define cloud architecture, design and implementation for hosting large, complex applications in Azure

- Extensive experience with current state, future state and conducted gap analysis, roadmaps, reference architecture, solution designs and all phases of DC/Cloud enabled data center life Cycle.
- Provide solution architecture, develop migration and deployment plans, and execute those plans for customers moving their on-premise or competitive cloud solution into Azure.
- Provide Azure technical expertise including strategic design and architectural mentorship, assessments, POCs, etc., in support of the overall sales lifecycle or consulting engagement process
- Articulate the possibilities of Microsoft Cloud data platform with an emphasis on architecting cloud and hybrid infrastructure design, deployment strategies, identity management and security frameworks, operational and change management.**
- Prepared capacity and architecture plan to create the Azure Cloud environment to host migrated IaaS VMs and PaaS role instances for refactored applications and databases.
- Identify the prospective issues in the Azure migration and suggest feasible solutions to clients
- Value application, infrastructure and cloud decisions in the context of both high-level strategy and tactical solutions
- Guide business and technical decision makers on creating business value through Architecture Design Sessions, Workshops, and Proof of Concepts.
- Responsible to make large prospects and customers successful on the hybrid Cloud, Big data solutions with strong technical angle.
- Actively participate in Google cloud foundation architecture design and the implementation.**
- Defining and building the Google scalable and resilient architecture best practices.**
- Experienced and worked on Google stack driver Logging /stack driver monitoring.**
- Demonstrate an exceptional expertise of business continuity / disaster recovery concepts and best practices / lessons learned, knowledge transfer, & mentoring.**
- Architected various storage and converged and Hyper converge VBlock, Scale IO, VXrack, VX Rail and FlexPod using Cisco UCS B200 M3/4 blades with backend Netapp FAS80xx and EMC VMAX/VNX.**
- Architect and designed storage /Backup infrastructure for Enterprise customers on EMC VMAX, VNX, XtremIO, RecoverPoint&VPLEX using ViPR Controller, Avamar, data domain, VCE Vblock/Vxblocks, Isilon, ECS etc.**
- Architected and executed Cloud Migrations global projects on Private and Public cloud solution at Coca-Cola, Citibank, Canada Post, Pitney Bowes, Sony Pictures, Vodafone, British Telecom, GE, Philips, Smart Telecom, Globe Telecom, Sun Cellular, PLDT, MTN, Movistar, STARHUB, Singtel, VNPT, DTAC.**
- Architected and Execution various Cloud Data Migrations like MS-SQL, SAP/SAP HANA, ORACLE.**
- Extensively worked on Distributed systems (BOSH, Diego), configuration and secrets management, containers (Docker, Garden), cloud native application transformation, build and release, continuous integration and deployment (Jenkins), testing, infrastructure-as-code (Terraform), pipelines-as-code, network, application, security, Integration/Migration to AWS, Microsoft Azure, GCP, and vSphere, Git branching strategies, monitoring and alerting (DataDog, Sentry), and customer success.
- Experience in pivotal cloud foundry setup /configuration of Ops Manager and apps manager/Bosh/ Maintenance**
- Design and Integration Active Directory (IAM) LDAP/RBAC with PCF.**
- Architect and design, capacity planning of PCF Underlying Infrastructure (server, storage, Backup etc.).
- Deployed various Applications (cloud Native/Non-Native application) On top of Pivotal cloud foundry.**
- As a advisor provided various software architectures and integration Strategy for integrations and day and day out operations.**
- Migrated various legacy applications to PCF platform, integrated with AWS and Azure, configured service Broker from Elasticity, and Burst point of view.**
- Scope, design, develop, and present proofs of concept for Red Hat OpenShift Container Platform and supporting technologies
- Configured and deployed systems monitoring, alerting and analytics (AppDynamics, Nagios, Splunk, vROPS, Datadog, etc.)
- Worked and helped Application Development teams to understand their application architecture and ensure the Platform is supporting these requirements**
- Architect and Delivered Cloud Native (micro services, containers/Dockers, Agile) and DevOps (CI/CD).
- Collaborated with customers and stakeholders to architect digital automation using Chef and Puppet and open stack tools and software defined data center and cloud-based solutions of systems and infrastructures using Red Hat OpenShift, Pivotal Cloud Foundry (PCF), Docker EE, Mesosphere.
- Architecting and building solutions leveraging DevOps tools such as Puppet, Chef and Jenkins, Git, etc.**
- Helps to determine the definition and development of architecture, to enable and advise the DevOps journey. This includes the definition of the Target State Architecture and Architecture Roadmap (Kubernetes) on AWS, Azure Clouds.**
- Envisioned and deployed Core Infrastructure & Data Center consolidation/ migration, DR, and Collaboration technologies for organizations such as Coca-Cola, Rackspace, Kimberly-Clark, Tulip, Wipro, GE, Titan, Turk Telecom, Sri Lanka Telecom, Reserve Bank of India, TTSL, TCL, Airtel, British Telecom, China Mobile.
- Delivery - Engagements include short on-site projects proving the use of Cloud (AZURE, AWS, Virtustream) services to support new distributed computing solutions that often span private cloud and public cloud services. Engagements will include migration of existing applications and development of new applications using various cloud services.
- Architect and design AWS services - S3 / EFS / EBS /ELB/ IAM /CloudWatch /CloudTrail / Inspector / Trusted Advisor / Route 53 / RDS /SNS /LAMBDA / CloudFormation/IAM, security management.**
- Review and management of technical security roadmaps related to cloud security and IAM within a cloud security context**
- Review and management of technical security roadmaps related to cloud security and IAM within a cloud security context.**
- Developed PowerShell scripts and ARM Templates to automate the provisioning and deployment process.**
- Architected automation of Azure Virtual Networks, Network Security Groups and access control rules**
- Utilized ASR (Azure Site Recovery), PowerShell and MVMC (Microsoft Virtual Machine Converter) for on-premise to cloud migrations**

- ❑ Demonstrated capability and vision to Architect Microsoft solutions in conjunction with non-Microsoft technologies to accomplish business objectives related to security, single sign on, cloud services, and SAAS applications
- ❑ Provide Azure technical expertise including strategic design and architectural mentorship, assessments, POCs, etc., in support of the overall sales lifecycle or consulting engagement process
- ❑ Demonstrated capability and experience in design and management of Microsoft Systems, including but not limited to Active Directory and System Center components (SCCM, SCOM, , Orchestrator)
- ❑ **Azure load balancing options, including Traffic Manager, Azure Media Services, CDN, Azure Active Directory, Azure Cache, Multi-Factor Authentication and Service Bus**
- ❑ experience across the business development lifecycle (i.e. Pre-Sales, Solution Architecture, Pricing, and Proposal Development) as a solutions architect in an SI/Consulting organization
- ❑ Design and implementation of ADFS identity solutions for more than Microsoft Office 365. This includes configuring federation trusts with non-Microsoft cloud vendor as well as using ADFS for internal claim aware applications and APIs.
- ❑ Architected and delivered various MS-SQL consolidation assignments for Birla group on EFS cluster gateway.
- ❑ Responsible to architect, design and plan storage **and related software for 150,000+ users on Microsoft Exchange 2007 with DR** at M/s Wipro Technologies.

Technical Skills

- **OS platforms** – Windows NT, Windows 2000, 2003,2008,2012 16, Solaris, HP-UX, Linux.
- **Cloud** – Microsoft Azure, AWS, Google Cloud, EMC EHC, EMC Virtustream/Softlayer(IBM), Huawei, VMware, Cloud Foundry(PCF)
- **Database: SQL, Oracle, MS-Access, Greenplum. SAP/HANA,snowflake, Databricks,azure datalake.**
- **Virtualization- VMware, Microsoft Hyper-V, Citrix xensource, storage virtualization, FC.**
- Microsoft Directory Services, IIS, Microsoft Messaging Services Exchange 2000, 2003, 2007.
- **Storage- EMC Vmax, DMX-3000/4000, Symmetrix, Clariion, VNX, data domain, VCE Vblock/Vxblocks, isilion, ECS, XtreamIO, ScaleIO, HP XP, EVA, MSA, P7000, IBMDS8300/8700/4700/8000 & V7000, Hitachi VSP, USP, AMS, Netapp FAS series arrays, Symantec storage models, scality.**
- **SRM Tools- ECC, HP Storage Essentials, HP-OV, NetIQ, BMC, EMC ViPR.**
- **Automation &Platforms: Puppet, Chef, Dockers, PowerShell.**
- **Archiving -EMC SourceOne, Symantec Enterprise vault.**
- **Data De-duplication** – EMC Avamar, data domain, Symantec pure Disk.
- **Backup** - Symantec Net backup, HP Data protector, EMC Networker.
- **FC- Brocade silkworm 3900 and 4900,5000,12000, AP7420 and directory Switches, DMM, DMC Migration Tools, Brocade FAN Technologies.**
- **BC/HA & DR- HP CA, EMC SRDF, Mirror View, Recovery Point, Hitachi True copy, IBM Global Mirror, HPOVM, Huawei VIS6000.**

Work Experience

Advisory Architect & Principal Cloud Architect (Itek Software)

Clients:-

Google May 2022- Till date
DellEMC November 2021- April 2022.
AT&T Communications April 2020 – October 2021.
Genetech- November 19-Till March2020(Roche Group).
BlueCross Michigan - Jan 2019-October19
KPMG- June 2018-Dec-2018.

- Articulate architectural differences between solution methods and the challenges and approaches to integrating solutions built on different platforms including a working knowledge of different architectural frameworks that may be used by our clients.
- **Led a team of 100+ members of Azure migration & Cloud solution for more than 4000 Applications.**
- Advice Customer in adopting Cloud enabled Data center with different Architecture patterns and topologies.
- Creating Architecture Document (Business Context diagram, Activity diagrams, Sequence Diagram, Process Flow, Views - Solution, Data, Interfaces, Infra, Security) and present to Architecture Board for approval.
- Articulate architectural differences between solution methods and the challenges and approaches to integrating solutions built on different platforms including a working knowledge of different architectural frameworks.
- Ensure success in building and migrating applications, software and services on the GCP platform in partnership with the Customer management team.
- Design, build and deliver reusable foundational frameworks for Enterprise Data Lake workloads, and drive adoption of the frameworks to enable the delivery teams

- Design, build and deliver the operational and management tools, frameworks and processes for the Data Lake and drive the implementations into the Data Lake Cloud Operations team
- Maintain a strong collaborative relationship with the business owners and application owners in support of business strategies
- Partner with Data Lake Architects to identify and resolve functional gaps in the Cloud Data architecture, and define new Cloud Architecture to meet emerging Data Lake needs
- **Designed and deployed various customer workloads AWS/Azure/GCP stack (Data Store, Big Query, Big Table, Google Storage, AWS Glue, S3, Kinesis Data Analytics, EMR, Redshift, ADLS, HDInsight, Elasticsearch, Dataflow, Data flow, cloud Data proc).**
- Architected and migrated for Google/AWS/Azure Cloud Solution Design, NoSQL, My Sql ,Big Data Architecture, Oracle Exadata for large enterprise applications.
- **Designed and built a featured engineering data mart and customer 360° data lake in AWS S3.**
- **Built a one-on-one marketing feature engineering pipeline in PySpark on Microsoft Azure and Databricks (used ADF, ADL,AWS Glue Databricks Delta Lake, and ADW as a source).**
- Work closely with product management and product development to interview, research, analyze, and derive business, functional and technical requirements.
- Formulate and execute a Migration & Planning strategy, Educate customers on the value proposition of Moving to GCP cloud.
- Design, implement, and manage DevSecOps capabilities in Google cloud offerings using CI/CD toolsets and automation
- Embrace and evangelize DevOps culture and mindset in the team, automating everything and enabling continuous delivery of high quality and valuable features at a very fast pace.
- Recommended the cloud monitoring strategy and implemented monitoring platform to monitor the compute resources footprints using cloud managed app services and cloud native monitoring services - (EC2, CloudWatch, Azure DevOps, Azure Monitor, GCP Cloud Functions, Pub/Sub, Cloud Scheduler, Stackdriver)
- Deployed Security Zones in GCP environment, Create Firewall Rules for DMZ, Infrastructure Management, Application and Data Domains
- **Design &Deployed Multi cluster Istio Servicemsh on top of GKE cluster**
- **Defining the solution concept design for custom solutions leveraging platform components, reusable modules and existing product capabilities in adhering compliance models such as HIPAA, PHI, Hitrust.**
- **Articulate the possibilities of Microsoft Cloud data platform with an emphasis on architecting cloud and hybrid infrastructure design, deployment strategies, identity management and security frameworks, operational and change management**
- Prove & participate in deep architectural discussions to ensure solutions are designed for successful deployment in the cloud.
- Conduct one-to-few and one-to-many training sessions to transfer knowledge to customers considering, Capture and share best-practice knowledge amongst the Cloud solutions.
- **Designs and implements business technology solutions focused on cloud-based business applications, specifically, Google GCP and other custom solutions.**
- Architect the entire solution across critical architecture domains, Business/Process, Application/Services, Data Information, Technology/Infrastructure/Operations, and Security. Work across business areas, applications, data domains, and technologies; work across multiple organizations, functions and suppliers; and ensure solutions meet business needs along with architecturally significant functional and nonfunctional requirements.
- **As a Lead Architect Develop, lead and deliver large-scale Solutions, which includes Health cloud, Govt cloud, commercial enterprise cloud solutions on Azure, Amazon Web Services, Google Cloud.**
- Designs and implements business technology solutions focused on cloud-based business applications, specifically, Google GCP and other custom solutions.
- **Architected and executed Cloud Migrations global projects on Private and Public cloud solution, which includes Life science & Health, govt, enterprise, cloud solutions to AT&T,Genentech (Roche Group) KPMG, BlueCross Blue shield (BCBS Michigan)**
- **As an Architected and migrated application and database to cloud likeAWS,Virtustream.**
- **Experience in working with Data Analytics components like snowflake, azure synapse,Data Factory, Data Lake, U-SQL, Data Bricks, Power BI, Cosmos DB, Azure SQL, HDInsight, Stream Analytics and Machine Learning Studio.**
- Responsible Migration of Oracle EBS 12.1.3/12.2.6 to Oracle Compute Cloud (IaaS)
- Design Google architecture to enable cloud migration programs, analyse existing application and IT services portfolios, develop assets' migration, transformation and automation approach, craft implementation roadmaps
- Actively lead and participates in cloud platform deployments, cloud application migrations andtransformation, cloud migrations, and cloud infrastructure deployments.
- **Extensive experience in GCP IaaS such as GCE, GAE, GKE, VPC, DNS, Interconnect, VPN, CDN, Cloud Storage, FileStore, Deployment Manager, Stackdriver. Extensive experience in GCP PaaS such as Cloud Endpoints.**
- **Define the GCP Cloud Architecture for both hybrid and non-hybrid cloud solution. Be the go-to person for GCP Cloud Architecture.**
- Define the business case for solutions, design the solution to help with prototyping and development, and take solution through to launch and market.
- Demonstrate thought leadership in cloud computing across multiple channels and become a trusted advisor to decision makers.
- **Work with various teams core security domains: Governance Risk and Compliance (GRC), Identity and Access**

- **Management (IAM), Security Operations, Application, Data or Infrastructure and Virtualization.**
- Develop, lead and deliver large-scale Azure cloud application development and transformation engagements, helping enterprise customers understand cloud considerations, develop cloud application strategies and helping refactor existing applications for Azure, Google, AWS, Cloud as well as develop new cloud-native applications on Azure PaaS, Pivotal.

Lead Architect (Google Cloud).

(Itek Software)

viewpath -March 2018-June 2018

- Responsible in providing technical expertise in analysing requirements, recommending solutions and performing validation on various components built within the new GCP environment.
- **Architected & Deployed GCP IaaS such as GCE, GAE, GKE, VPC, DNS, Interconnect, VPN, CDN, Cloud Storage, FileStore, Deployment Manager, Stackdriver.**
- Architected , implemented Cloud IAM, Active Directory, Windows NAS, NFS, Storage, Backups, Oracle, SQL Server, Firewalls and Google Cloud Load Balancing solutions.
- Deployed with Google Cloud security services such as Cloud Security Command Center, Cloud Armor, Chronicle Google Key Management, Event Threat Protection.
- Detailed understanding of secure network and application design concepts and a demonstrated ability to integrate security tools with IT infrastructure such as proxies, mail servers, Active Directory, Identity and Access controls, workstations and mobile devices.
- designing/re-designing and implementing application architecture for GCP.
- Architecting and designing solutions leveraging services like Cloud Bigquery, Cloud Data Flow, Cloud Pub OR Sub, Cloud BigTable.
- Integrate google platform applications with Salesforce .

Sr. Manger & Enterprise Architect

Houston, TX , Bangalore

BMC software

Jul 2017- Feb 2018

- Responsible to provide Cloud life cycle management and platform solutions.
- Provide automated provisioning of multi-tier cloud services; Unified management across all platforms, Intelligent Service Placement, Autoscaling of resources based on defined policies.
- Work with various Global SI partners and enterprise customer on digital workload automation solutions.
- Collaborated with customers and stakeholders to architect digital automation and software defined data center and cloud-based solutions of systems and infrastructures
- Leading 3M+ Corporate Strategic Enterprise Plan on digital automation/ modernization for Azure/ AWS based Transformations.
- Responsible for GTM (Go to market solutions) cloud and digital automation solutions.
- Works in conjunction with the area Solution Architects leveraging technical knowledge and positioning BMC as a champion against competitors.
- DevOps Transformation engagements for the clients

Sr. Enterprise Lead Solutions Architect

Hopkinton, MA, Bangalore

DELL EMC (EMC IT solutions)

Sep 2013- Oct 2016

- Leading EMC Solutions Architecture team for USA & APAC
- Deliver IoT / Blockchain engagements
- Develop and present EMC, Virtustream solutions and technical proposals to prospects and customers
- Responsible for growing and leading an elite team of Solutions Architects, coaching and Managing the team – resulting into 100% on time delivery and doubling of financial margins
- Work with various Global sales teams on Various vertical solutions on the GTM front – **resulted into Sales revenue increase of 76% and profitability of 28% for the Partners**
- Architected various Reference Architectures & solutions with Global SI partners **BLDC (boundryless datacenter, BLSMS (Wipro), IOT (smart building management), Health Cloud.**
- Architecting new set of solutions or leverage the existing ones to optimally run in a cloud-based environment (proper use of VMs and containers with services-oriented architectures, etc)
- Cloud Transformation around Application Workload Discovery, Application Modernization Planning, Intelligent Portfolio Management, Application & Database Porting, Application & Database Conversion. Application Data Transformation. Application Workload Discovery, Data Center Relocation & Consolidation. Application Virtualization & Consolidation, Application Software Upgrade, Application Data Storage Migration, Cloud

Rapid Assessment, Application Migration to Cloud.

- Architect and design large multi-petabyte enterprise storage environment including EMC VMAX, VNX and NetApp FAS 3xxx, 6xxxx, 80xx.
- Oversee Architectural Review processes and perform architectural design reviews on Cloud and DC Transformations & overall business solution is positioned, deployed and supported during its end-to-end lifecycle
- Align customer requirements and EMC service portfolio to win new business engagements by leading infrastructure solutions development for various technologies within the technical service area – resulted into 38% growth in the revenues of several EMC Partner Accounts.
- Responsible to make large prospects and customers successful on EMC Cloud and Enterprise DC solutions with strong technical angle, including both hands-on and higher-level architecture.
- Develop/capture/document architectural best practices for building systems on Big data (High performance computing) and cloud & Devops.
- Engaged and Collaborated with industry technical experts, various EMC Engineer Organizations and CTO office to strategize on how emerging technologies can be incorporated into Dell EMC Products to grow the company's product portfolio.
- Architected and developed innovative solutions to transform Symmetrix VMAX Traditional storage arrays to fully functional converged and hyper converged platform.
- Architected and delivered Cloud based backup and archiving solutions using EMC Cloud Array with EMC elastic cloud storage, Microsoft AZURE, and Amazon S3.
- Architected and design, executed various Data center infra & Apps into multiple cloud environment which includes Virtustream, AWS, Azure.
- Architect and migrate to Cloud Management Platforms from Cloud Switch, Cloud Stack, OpenStack, VMware vCloud Automation Suite (vCloud Director, vCloud Connector, vCenter Operations Manager), Xstream Advisor.

Sr. Global Solutions Architect
Bangalore, India

Capgemini
Sep 2012- Sep 2013

- Leading a team for Cloud transformation around Amazon AWS- Datacenter Transformation - EC2, S3, VPC, Route53, IAM, ECS, EMR, Active Directory etc. .
- Azure Reference Architecture for Cloud adoption, Private/Public/Hybrid Model/ SP managed Cloud Transformation, which includes IaaS, App Services, Service Fabric, Azure container Service, Azure Function, Azure Batch, Cloud Services – PaaS.
- Responsible for creating Well-Architected Application on AWS using Autoscaling, Lambda, SQS, SNS, ELB, Caching and database layer as necessary.
- Lead teams in performing multiple data center re-locations & consolidations, Migrations. Cloud Solutions and Data center solutions portfolio.
- Engaged with migration tools for Cloud Migration P2P, P2V, V2V etc. like Doubletake, Platspin, Cirrus, AppZero etc.
- Perform all engagements on-site with the highest degree of professionalism, delivery, customer service and quality.
- Opportunity qualification and lead generation
- Developed strategy for cloud/virtualization migration and implementation best practices
- Interaction with customer decision makers towards understating requirements.
- Guide and gathering of architecture, design, and presentation of solutions to meet the customer's needs through workshops and other activities
- Partner with sales specialists within a designated territory and act as the technical point of contact for customer opportunities.
- Focuses on strategic direction- understands the overall company/BU strategic direction and portfolio and can assist sales teams in customizing solutions based on client needs.

Sr. Global Solutions Architect
Shenzhen, china, Bangalore, India

Huawei Technologies
Jul 2010-Sep 2012

- As a Global Presales Solution Architect in charge of Cloud Solutions, Data center solutions, Huawei Symantec storage portfolio.
- Responsible for Europe, Middle East and Africa, ASEAN countries- supporting business development and execution of large complex engagements across Data center which includes cloud and storage, Backup, Archiving, DR & BCP, Consolidation solutions.
- Partner with Corporate and Tech Ops DR/BCP programs for a consistent, aligned, and leveraged approach to business recovery.
- Negotiate solutions and resolve requirements' conflicts with business and IT executives.
- Develop and document the long-term IT DR program test plan and governance requirements
- Prepare and present program status periodically to executive steering committee.

- Responsible for understanding customer requirements, envisioning, scoping, and delivery of extremely complex IT solutions involving multiple technologies for various industry verticals.
- Executed various global workshops on cloud and data center BC& A solutions.
- Work closely with product development team on product enhancements, roadmap.
- Work with various channel partners and ISV's on Business enablement.
- Assisting customers in the selection and tailoring of approaches, methods and tools to support Cloud platform adoption
- Create to be Cloud solution architecture for hosting dev, test/staging and production workloads

Sr. Architect & Technical sales Manager
Bangalore, India

LSI Logic Pvt.ltd
Apr 2009-June 2009

- Provided leadership for internal initiatives, including development of Technical Collateral, Field Workshops, Partner Training, and best practices development and product roadmap.
- Understand client's overall business and strategic IT plans, and effectively position storage& virtualization Products and Services to ensure a successful implementation of LSI storage products and technologies.
- Head IBM Indian storage & software business from LSI which includes LSI storage and DC portfolio.
- Enabling channel/OEM partners and ISV programs.
- Focusing on MRD and PRD, product development and features enhancement.
- Work with Product Managers and Core Engineering Teams,
- Conducting workshops for Global OEM partners on LSI storage offerings
- Architecting external storage virtualization management solutions

Presales Architect
Bangalore, India

EMC Data storage systems ltd
Mar 2008-Octv2008

- Worked as Solution Architect & Solution center's head for the Subsidiary (SAARC)
- Manage ATC consulting services for the Infrastructure& Microsoft Applications practice.
- Demonstrating EMC products/Application Integrating Solutions to Enterprise customers.
- Opportunity qualification and lead generation
- Interaction with customer decision makers towards understating requirements
- Oversight of response compiled for complex bids and RFP's by pre-sales team
- Participates on competitive positioning of products & solutions.

Presales Technical Consultant
Bangalore, India

Hewlett-Packard
Jun 2006-Feb 2008

- Responsible for designing and delivering the Storage Consolidation and migration Projects. The solution is referred to as a **Testimonial of the capacity to deliver to meet customer expectations.**
- Responsible for large Microsoft applications and database projects consolidation on Storage Platforms.
- Consulted several enterprise customers such as Infosys, **RBI, APC, Wipro technologies, GE, ISTRAC, Cognizant, VSNL, Alcatel, Microsoft, ANZ, E&Y, Mphasis, Ashok Leyland, Titan, GMR.**
- Managed Storage consulting services for the Infrastructure practice.
- Taking care of HP TSG portfolio which includes HP storage and server and software.
- Responsible for complex HA & DR/Replication technology projects.
- Train Sales, Pre-sales and Partners on Storage Products and Technologies.

Senior Engineer
Bangalore, India

Wipro Technologies
Nov 2004-May 2006

- Responsible for developing frameworks for consulting engagements and Operational transfer for offshore delivery management.
- Participated in various Global Consulting Services Bidding assignments.
- Designed and Delivered Heterogeneous storage migrations using Brocade Technologies.
- Architected and delivered for Wipro Technologies **the largest Messaging consolidation and IT Management project with around 50,000 mailboxes** on Microsoft technologies.
- Executed Microsoft Active Directory consolidation, Microsoft Exchange migration projects.

System Administrator
Bangalore, India

Tecpool (Wipro)
Sep 2003-Nov 2004

- Responsible for Microsoft windows server, clusters and Microsoft Exchange system administration, implementation, planning.

System Administrator
Bangalore, India

Rooman Technologies
Nov 2001-Sep 2003

- Responsible for server administration and troubleshooting of Network problems.

Education

- Bachelor's in computer science. - University of Madras.

Certifications

- **Microsoft Certified Architect Azure Cloud, MCSE, MCSA**
- **Google cloud certified Architect (GCP).**
- **AWS associate architect.**
- **EMC certified storage architect. (Vmax, VNX, Isilon, scaleIO)**
- **VCE certified specialist**
- **ITIL foundation**