M Senthil Kumar

Enterprise Solution Architect

Contact

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Technical Skills

- Digital Workplace Solution
- Multi Cloud Architecture & solutions, FinOps, DevOps & DevSecOps
- Tools & Framework, ITIL v3 & v4
- Microsoft Solutions
- AIOPS, Service Managment,EA Practise
- MS Azure and AWS

Area of Expertise

- Pre-sales, Enterprise Architecting & Consulting Leadership
- Strategy, Digital Transformation & Thought Leadership
- Technical Operations & Service Delivery (SLA oriented)
- Talent Acquisition and Management
- Solution Design and Transition Management
- Project and Delivery Management

- TOGAF Certified strategic **Solution Architect** aiming to leverage a skill for process analysis and business solution development illustrated over 21 years of diverse experience in **enterprise architecture, digital transformation programs, pre-sales consulting and business process change**. Expertise in **application rationalisation, mobility, cloud enablement, enterprise IT roadmaps, and core IT strategy.**
- Leading EA and Presales Solutions for International Presales. Execution of large-scale IT programs, enterprise **application integration, solution optimization, IT security, business process modelling, and system design and development** are all areas in which they have experience.
- **Architecture, Re-platforming, Integration**, leading of brownfield application enhancements and green field application development demonstrating **Insurance, Automobile, Banking and Utility domain** knowledge.
- Experience in creating enterprise wide technical improvement forums, new technology introduction, setting up **center of excellence, employee capability improvement, re-usable components** and common platform for interaction.
- Drive to implement **NorthStar Architecture, develop Enterprise Architecture, Governance, Strategy, and Roadmap**, and create Business Value through reliable and affordable solutions.
- Competent in key activities in **Agile Development, Program & Portfolio Management, Budgeting & Controlling, Vendor Management, Business Continuity Planning, Disaster Recovery** Framework
- Strong collaboration, facilitation, negotiation and leadership skills along with good exposure to global work culture (**UK, Europe, US countries**).

Work History

2022-10 - Current

Lead Solution Architect for Complex Deal Management

Fujitsu Consulting

- **ENTERPRISE ARCHITECTURE** – Lead and actively contribute to large, complex solution for Infrastructure Services. Analyze IT Infrastructure products & customer services requirements, and design appropriate, cost-effective solutions. Led solution teams in architecting IT solutions for strategic and high visibility global IT Outsourcing (ITO) pursuits (above €50M) and put together winning proposals at compelling price points in competitive scenarios. Formulated solution strategiesin line with the requirements & Client business drivers
- **CORE PRESALES** – Build and propose transformational solutions to customers, identify triggers and critical IT Infrastructure issues which impact the business, and make recommendations to customers—liaising with Sales/ Enterprise Architect teams/ other Tower Leads, presenting and defending the solution in front of delivery, taking the solution through governance assurance gates
- **SOLUTION INTEGRATION** – Collaborated with the various solution streams, viz. Application services, Enterprise Tooling, Datacenter Services, End User Services, Service Management services, Network, Security Services, and Partner-business solutions for seamless E2E integration.

2021-01 - 2022-10

Program Head

Tech Mahindra

- Providing architecture leadership to Solution Architects within Presales Cycle of RFx (NN), EN-projects and cross business vertical solution portfolios implementing Infrastructure & Cloud Solutions, ADMS and Security solutions.
- Developing domain specific knowledge required for good decision making within the scope of Bid/Pursuit, maintaining a good understanding of the enterprise architecture and technology vision, maintaining currency with the latest technology and engineering practices employed by CE Presales team.
- Continuously evaluate the constantly evolving technology landscape and advice on the right selection and use of tools/technologies critical to supporting business transformation and optimization efforts for RFx.
- Lead the translation of the customer's desired business outcomes into technical architecture
- Review, Optimize & Sign-Off Technology Solution and Sizing for

- In-depth understanding of the **offshore methodologies** and other working models for offering various **Infrastructure services** including end to end ITO and ADMS offerings.
- **Define, execute** and manage complex IT Solution Architectures and Practice **Enterprise Architecture** & Governance.
- Conceptualizing & planning various **transformational** process, and business reengineering leading to successful **transitions**.
- TOGAF practitioner establishing Enterprise Architecture, EA capability & Governance, IT security audit, technology evaluations & selection guidelines and architectural standards.
- Possess competency to provide designing, resource utilization, strategies, risk management, planning, estimation and QA for IT Infrastructure and Apps Solutions.
- **Industry Speaker** at various forums and events like **Microsoft TechEd, Microsoft Tech Ready and India Developer Submit**

Education

2020-05 - 2022-01
MBA: WX Dual Specializations In:
Leadership, Strategy & Marketing NMIMS Global

1998-05 - 2001-01
Bachelor of Engineering: Computer Science
Madras University
First Class

Certifications

- Azure Virtual Desktop Specialty
- 3X AWS Architect Certs
- 10X MS Azure Architect Certs
- TOGAF 9.2, CITA-P
- Microsoft Certified: Azure Solutions Architect Expert
- AWS Certified Solutions Architect-Professional
- ITIL v3, ITIL v4, IT4IT, CCSP (ISC), CISM(ISACA)

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integrated solutions comprising multiple TechM Internal competencies (Applications, Infra, Networks, Security, and others) and External OEMs (SAP, Oracle, SFDC, Cisco, DELL-EMC, HP and similar).
• Lead and manage team of Bid Managers, Solution Architects and Enterprise Architects

2019-10 - 2021-01

Enterprise Architect for EasyJet UK

HCL Technologies

- Responsible for technology thought leadership and technology architecture roadmap for the easyJet Business Groups
- Responsible for end to end architecture, high level design/ low level design of various systems and applications
- Envision and develop the long-term architectural direction, with emphasis on platforms/ Product reusable components while adopting a nimble delivery process
- Lead the TAs, SAs and BAs in architecture and design best practices
- In partnership with the HCL Accounts team, formulate and execute a strategy to develop revenue model with RU and Roadmap

2018-02 - 2019-09

Lead Architect for Volvo Gothenburg

HCL Technologies

- Lead the large-scale Transformation programs both from the IT architecture and solution design execution activities as design authority and provide a single point of technical solution ownership for all IT Infra transformation projects in scope
- Implement and run internal architectural governance to ensure the solution integrity of the HCL services during the transformation programs
- Define Solution blueprints, lead the development of high-level design (HLD) and low-level design (LLD) documents by working jointly with Technical architects and Subject matter experts
- Establish relationships with the Volvo's architect community and other Volvo's senior stakeholders within the organisation and become a trusted advisor on architectural matters
- Provide business context and contract requirement support to colleagues. Provide training and coaching of individuals, where necessary in developing solutions and services.

2015-08 - 2018-02

Presales Head-Digital Workplace North America East

HCL Technologies

- Heading the Workplace Services Presales team for USA East Coast across all End User Computing [Workplace Services] opportunities for HCL.
- Lead the Workspace Services solutions portfolio across all industry verticals for RFPs, RFIs, RFQs and new major projects from existing customers for global customers in my verticals
- Analyse Workplace Services market for new trends and products. Do competitive analysis of products and build their ROI to include them in product portfolio.
- Partnering with leading OEMs to develop Product & Go to Market Strategy with the objective of maximizing sales, market share, and profit margins.
- Qualify sales opportunities in terms of customer technical requirements and establishes HCL's value proposition/position relative to the competition. Directly get involved in managing large deals [$100M+] or strategic opportunities, while overseeing deals <$100M
- Formulate periodical campaigns for existing global customers

2013-04 - 2015-08

Sr. Principal Consultant

Computer Science Corporation, CSC

- Architect CSC UCC Offering on MS Exchange, SharePoint and Lync
- Solution design for HA, Site Resiliency and BCP on CSC UCC Offering

- Build Client discovery, Transition approach and Solution Integration for Greenfield and Migration for CSC UCC Offering
- Responsible for capturing client requirements and translating these into technical solutions
- Coordinate with Client Architecture function to establish and enforce IT standards. Coordinate with operations management and service delivery teams
- Implement Architectural enhancements to existing technologies and applications to increase functionality, reliability or improve performance
- Shield day to day delivery staff from client requests for innovation, best practices, and architectural direction – provide those answers and work with the team to guide them

2011-07 - 2013-03

Principal Technical Architect

SAMS Group, Chennai

- Set strategic direction for the implementation of technology for SAMS
- Develop and implement technology planning For SAMS
- Lead the development and communication of the SAMS Technology policy
- Establish and implement the overall technical architecture, integrity, delivery, and optimization of Industry Solutions
- Champion technology and innovation activities within SAMS
- Maintain a global technology perspective through collaboration with other organization units and the establishment of virtual communities
- Oversee consistency across organization including supporting service excellence
- Explore/effect/enable engineering productivity improvement via effective use of tools, technologies, processes and methods; ensures the leveraging and re-use of industry-frameworks, solutions, capabilities and resources
- Ensure all solutions implemented by SAMS are architecturally sound and align with the technical direction and enterprise vision
- Maintain compliance with SAMS business process and policies
- Provide leadership and mentoring on the business value of technology
- Accomplishments:
- Architected and deployed ERP and CRM Solution based on Microsoft Dynamics AX and MS CRM
- Restructured complete IT infrastructure to Microsoft Platform
- Architected and deployed 3 Cloud Based datacentres on VMWARE platform
- Build Integrated Datacentres Monitoring system

2009-04 - 2011-03

Solutions Manager – South Region (Consultant)

Quest Software

2007-08 - 2009-04

Team Lead – North America

MphasiS, an EDS/HP company

2006-12 - 2007-08

Senior Technical lead

EF Education First

2004-01 - 2007-01

Support Engineer – EOS (SharePoint Enterprise & Premier)

Microsoft Corporation

2002-03 - 2004-01

Support Specialist (GTI Team)

Sutherland Technologies Ltd