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Profile:

- With 22 years of rich IT experience including 18 years in SAP Basis and Solution Architecture, Jyotirmoy Pegu or Pegs as he likes to be known, is a SAP Enterprise Architect and a technical thought leader with proven skills in consulting and global client management and delivering complex technical programs and solutions.

- Since last 2 years, he is working as a Lead Solution Architect with IBM Global Solutioning CoE focusing on large and complex S/4 HANA and SAP Cloud deals. As a solution architect, he understands the client requirements, works with consultants and sales team and bring in his own expertise to design, own and put together innovative and competitive SAP technical solutions for complex deals. He also provides pre-sales support and perform client orals as required to support IBM's bid to win deals. He is the go-to person globally in the Solutioning team for S/4 HANA and SAP Cloud migrations.

- Throughout his consulting years with IBM, he has performed the role of a trusted client advisor to global clients to manage large transformational programs and complex application management services. Some of the major clients supported by him are :
 - British Petroleum
 - Ericsson
 - Vodafone
 - Amerisource Bergen
 - Arla Foods
 - United Utilities
 - Philip Morris
 - Neptune Orient Lines

Some of key achievements with the above clients are as follows :

- Before-time and below cost delivery ,
- Transformation of a cristsit account into a top performing account ,
- Delivering value through constant improvement ,
- First of a kind HANA migration.
- Performance testing and Management

A diehard techie and believer of automation and industrialized services, he is always willing to venture into new areas or deep dive into new complex solutions and issues and find out innovative ways of delivering solutions and services.

XYZ is a motivated team player and a team mentor and has managed large teams in Vodafone (80+) and Ericsson (150+) including a large shared delivery technical team of 300+ consultants in one of major IBM delivery center in India.

Key Skills • **S/4 HANA**

- HANA Migrations and Updates
- System Consolidation.
- Technical Solution Architecture
- DR Solutions
- Performance Management
- Oracle
- Solution Manager
- Migration to Cloud
- Large Technical Program management
- Large AMS management

SAP Product Knowledge:

At Fujitsu, XYZ mainly operates into SAP S4HANA and Success Factors / ECC application space where his work ranges from being a speaker at SAP MDF (Marketing development Funds) at Ludhiana, Jaipur, Guwahati, collaborating with new potential customers, understanding their challenges and business needs and advising them way forward to resolve / mitigating these prevailing challenges. Vivek has been working in the SAP S4 HANA since September 2014 in the solutioning space where he explains the migration strategies, the solution stacks, the hardware requirements, the licensing requirements, the deployment models, the service support model with customer and tries to develop new relationships at both personal and enterprise level which helps Fujitsu to solidify its presence in the Indian market for SAP business applications. Apart from SAP S4HANA, XYZ also engages with customers on other SAP products like MII/MES/Mobility, SUP/SMP/Fiori, BIBW/BOBJ, SAP ECC (various version), GST Regime Compliance and EHP Upgrades.

Project #01:

Company : Xyz

Role : SAP Presales Manager

Role Description:

Xyz is responsible for Fujitsu's North and East India Enterprise application sales, where he collaborates with customers to understand their business challenges and tries to provide a 360 degree solution in terms of Application, Hardware, Service support and Licensing. Being a SAP VAR in India, Vivek is working to position the unique position of Fujitsu in the Application services space which is where the organization desires to solidify its place. Advocate existing and potential customer regarding this uniqueness which Fujitsu brings along with the entire gamut of offerings from applications, products, IOT to the customer while help them meeting the larger picture. Xyz also works closely with the delivery teams and customers in the addressing their expectations and requirements regarding GST (Goods and Service Tax) regime migration and advising / conducting solution presentations to help them understand in "WHAT WILL IT TAKE TO MIGRATE TO GST FROM EXISTING SAP APPLICATION PER SE"

- Successfully managed to bring manage SAP application deals (Net new/ IB) size in excess of Euro XX M
- GST Evangelist and solution architect from SAP Enterprise applications standpoint and providing way forwards and solution architecture to respective customers
- Solution Architect supporting pre-sales for Application Development and Application Maintenance in Pharma, Manufacturing , Automotive domains
- Architecting ADM (Application Development and Maintenance) solutions for IT Outsourcing deals
- Application Landscape Rationalization and Transformation strategy
- Key solution architect for on-going SAP GST engagements across India geography as the single point of contact
- Lead due diligence phases and participate in Negotiations with clients across India geography
- Effective stakeholder management across multiple business lines to coordinate solution requirements
- Speaker at SAP MDF(market development funds) events and advocates Fujitsu as one shop for all business needs for today's enterprises
- Responsible for conceptualization of solution architectures and vetting them both with internal and external stakeholders
- Responsible for techno-commercial solution proposal while working closely with the respective accounts managers and bring the best value on the table creating win –win situation for both sides.

- Responsible for achieving / acquiring internal approvals before final commercial are presented to the customers and kicking off new deals.
- Collaboration with cross function and global teams to position a best foot for customer needs thus exploring all options available.

Project #02:

Company : Xyz

Role : SAP Presales Manager

Role Description:

Xyz is responsible for Wipro General and enterprise business in SAP for the India region. In this role Xyz meets with new potential business leaders to comprehend new opportunities and translate them into firm business by aligning the COE to provide innovative solutions to meet this business segment. In this current avatar, Xyz role is to function as SAP Pre-Sales Manager is to liaise with national sales team and work directly with prospective customer for general business and enterprise.

- Responsible for conceptualization of solution design.
- Responsible for preparation of all necessary documents pertaining to the account like Solution Design, Proposal, Effort Estimation.
- Responsible for working with delivery teams for getting all necessary approvals
- Responsible for customer proposal run through.
- Understanding and comprehending competition

Project #03:

Company : Xyz

Role : HANA BI/BW Project Lead

Technologies : SAP HANA1.0 SP5, SAP BI 7.4 / BO 4.0, SAP FICO, ABAP, SD and MM

Project Objective:

The main objective of this project is to implement and provide production support on their SAP application. GE oil & Gas to provide SAP BO reports about their Global users. Majorly reports built on Material Management, Sales and Distribution, and Finance and Controlling.

Responsibilities:

- Understanding Business Requirement Document from the customer and involved in creation of Business impact document and Propose new solutions that meets customer requirement.
- Working on Rally tool, for task allocation, tracking & logging defects.
- Preparation of Analysis document and Estimation for Enhancements and New implementations.
- Reviewing of Team's Analysis, Estimation and providing necessary approvals.
- Migrate SAP BI Info Providers to SAP HANA Optimized using transaction RSMIGRANADB or using program RSDRI_CONVERT_CUBE_TO_INMEMORY
- Implementation of LSA architecture in SAP-BI system.
- Configuring LIS extractors in LBWE t-code for sales orders, delivery & billing.
- Writing Business logic & End Routines in BTL-transformations layer for AR & AP.
- Creating Open HUB services on FI Mater data & transaction data.
- Sending data from Open hub tables to Theia FI system.
- Removing Indexes, Rollup's and Attribute Change Run steps from Existing Process chain.
- Create new Vendor Master report based on OVENDOR along with customized fields
- Compounding Company code and purchase organization in order to populate these values in vendor master report
- Modifying existing BEx reports based on customer requirements
- Migration of Master Data from 3.x to 7.x
- Remodeling of DSO for adding new fields and populating new fields using customer exist.
- Optimizing ABAP routines to improve the performance
- Creation of Information Models in SAP HANA for Purchase Order Life Cycle Report where the data is from both SRM and ECC tables.
- Configuring SAP SLT Schema for both ECC tables.
- Creation of Open ODS and Composite Providers to consume HANA tables and Views into existing SAP BW System.
- Publishing HANA VIEWS into BW system by Transient provider using a t-code RSDD_HM_PUBLISH.
- Loading/Archiving historical data into SYBASE-IQ by using NLS.