



Executive brief

35+ years of experience, having worked on Strategic Programme, Policy-matters, Digital India initiatives, and e-Governance projects with Government ecosystem @ Central and State level. Actively working with Academia has been the highlight, while engaging on NeGP, Platforms, Emerging Technologies, thought leadership building.

Copyrights: Soft Skills Leads to Wisdom, A Manager – Always a CEO, WANG@ What Am Not Good @

Published Papers: GPR (Government Process Re-engineering), UID, Education System – The New Paradigm

Created Government business for

- Sify Technologies, when Sify was misunderstood being Satyam
- Thomson Reuters South Asia

Industry Recognitions

- 'IT Industry Leader' named by eGov (CSDMS) in Jan' 2010
- 'Good Governance National Technology Leadership Award 2010' – nominated
- Advisor Member, "Futureskillsforce", Amity Online, GITS – IAAB Founding Board Member
- Contributed in Nasscom's Cloud for SMB: 'Cloud for SME – made for each other'

Career Achievements

- Worked on Government Policy interventions:
 - Cloud Policy for India, Opensource, PMA, Model RFP, Services on GeM, ...
- MoU with Ministry of Agriculture to focus on AgriStack and Microsoft
- MoU and Innovation Hub with AJNIFM, Ministry of Finance (Arun Jaitley National Institute of Financial Management)
- MoU and CoE for Data & Platform with Government of AP and Thomson Reuter
- 'Indian Academician Program' for Oracle
- 'City Platform' for Oracle, Partner-led Global Framework
- Oracle Global Solution for India, through Indian Partners
- Performed as Resource Manager for HCL as 'Agent of Change'
- Thought Leadership Summit for Global IBM and Sify Technologies
- Created General Motors India, driving to Asia Pacific for HCL
- President House, Migration of Open Source to IBM Software
- NIC-NICSI Breakthrough for IBM Software Group
- HCL: Closure of bleeding projects and repeat business

Competence, Skill, and Evangelism

- Ecosystem Evangelist: Build and Grow Ecosystem as Growth Engine
- Chief Relationship Officer, Niveshan Technologies India Pvt Ltd: April' 2020 onwards
 - Build external ecosystem with Branding & Communication, Internal Capacity building
- Engages with Indian Academicians for strategic initiatives and engagements
- Led Public Sector Business Development to create Strategic and Transformational oppty
- Led ISG (Industry Solution Group) Public Sector Solution in India
 - Cloud & Social Platform, City Platform, Justice & Public Safety, Tax & Revenue



Executive brief

Having all round expertise and experience in

Government Ecosystem	ERP Practice Head	Consulting
Sales, Business Development, and evangelism	Alliance and Partnerships	Resource Manager
Marketing and Training	Delivery-Program Management	Technical Pre-sales

Employment background

Associate Director, Government & Public Sector	Deloitte Touche Tohmatsu India	Feb' 2022 - onwards
Director, Strategic Pursuit Group, Government & Education	Microsoft India	Aug' 2020 – Feb' 2022
Chief Relationship Officer	Niveshan Technologies	Apr' 2020 – Aug' 2021
Chief Strategy Officer	Silver Touch Technologies	Oct' 2018 – Mar' 2020
Vice President, Head – Government Relations	Thomson Reuters South Asia	May' 2016 – Oct' 2018
Senior Director, Head – Public Sector, Business Development	Oracle India	May' 2010 – May' 2016
Senior VP, Government initiatives	Sify Technologies	Jan' 2008– May' 2010
General Manager, Government Business Development	Oracle India	Feb' 2006 – Jan' 2008
Industry Manager and Government	IBM India, Software Group	Mar' 2003 – Feb' 2006
Country Head, PSO Sales (held many positions since Oct' 1985)	HCL through HCL Infosystems Ltd	Oct' 1985 – Feb' 2003

Few recent Recognitions and highlights:

- Delivering Training program for Government of Punjab and Ministry of Labour
- Thought Leader speaker @ eGovernance forums, roundtable, seminars, and discussions
- Writing: Skoch, eGov, Digital Learning, Good Governance, GovernanceNow, DQ, Newspaper, IT Magazines, ...
- Jury and Panelist with institutes like IIM Raipur, IIM Rohtak, IIM Lucknow, Amity University, Skoch Foundation, Coeus Age, Fore School of Management, Symbiosis Institute of Telecom Management, IIFT, SP Jain, CSI, NCRB, ...
- Art of demystifying complex subjects like Datacenter, Cloud ... in end-user perspective
- Mentor students and deliver internal session on Soft Skills

ISB Alumni
 Graduation from DU in 1984 [B. Com Hons.] &
 One Year PGD in Computer Software Application in 1985 from NIIT

Married to Subah; blessed with Suvrat and Sweekriti
 Born on 14th June 1963

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