

As Senior Solution Architect in Pre-Sales and Delivery with 40+ years in middleware and Application Development, Lalit has earned the reputation of connecting these technologies to business transformation initiatives (up to boardroom levels) in the Asia Pacific, often getting invited as their trusted advisor in implementation. Having championed and sold loosely coupled API based designs and helped customers implement **many major projects on Java EE centric middleware (IBM WebSphere platform – App Server, BPM, SOA, Dev tools), his last seven years' focus is on Cloud and Data Analytics.** He is **experienced:** in engaging customers in different industry sectors; Presales; Business Consulting; Technology Strategy; Architecture & Design and Product Offerings from multiple vendors. He has **demonstrated** thought leadership and developed sustainable relationships at all levels – technical through CxO, with focus on innovation, customer satisfaction, business growth, advocacy in product development organizations, and external voice for emerging technologies for business transformation, for connecting data, apps, APIs, devices with agile business processes and DevOps on cloud.

- **Presales - Customer Experience & Revenue Growth:** Transformed customer experience at numerous strategic accounts from red to green (almost lost to won) by listening to the customer (and diligently studying RFP), translating business needs into technology solutions with a roadmap that generates new business opportunities. Turned around Platform, Software & Services businesses under his responsibility to high revenue and growth (up to 400%+ YoY). Worked on/led small strategic and large projects(budgets: \$100K-\$100M).
- **People Leadership:** Excels in leading high performance cross-functional teams (product, sales, marketing, business partners). Balances strong drive for results with a level headed humble approach. Brings fearless execution and authentic leadership to motivate teams
- **Innovation & Incubation:** Founder-Director of two innovation centers at IBM India and SingaLab (a JV with Singapore Govt) for the AP market, for solutions and use case development using IBM's middleware and AppDev tools. A third center at a University (2015-2020) **now** creates new skills and startup solutions on cloud with Open-Source, App Development tools and middleware (example: IBM Cloud,AWS, GCP, Azure, Redhat, PHP, Java,Python, NodeJS, containers, Kubernetes, Watson,Mobile, IOT, Hadoop, Mongo, RPA)

EDUCATION: Strong technology & business education background: **M.Sc (Tech) Computer Science** (BITS Pilani, India, 1976), **Master of Business IT** (RMIT Australia, 2005), **Executive Leadership certificate** (Cornell USA, 2009); augmented by certifications (2019) in Cloud based solutions (AI, Big Data, Business Intelligence, Blockchain, Deep Learning, BPM, Design Thinking, Agile, DevOps). Passionate to learn new technologies & methods. First-ever in IBM Australia to attain **IBM Certified Professional** in "Application Development Technologies – Technical Sales stream" in 1996 and re-certified every 3-years until 2014 (which ensures person's currency on industry technology trends and directions to lead customers).

Expertise across Business, Technology & Process Domains

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|----------------------------|---------------------------------------|----------------------------------|
| ▪ Pre-sales | ▪ Middleware (App Svr,SOA,BPM) | ▪ Application Development |
| ▪ Business IT Consulting | ▪ Professional Services | ▪ C-level consultative sales |
| ▪ Digital Transformation | ▪ Program/Enterprise Architecture | ▪ Public Speaking |
| ▪ Cloud, Data-AI, Big Data | ▪ Project Management | ▪ Hiring, Leading team |

A History of Leading Business Transformations and Growth

2014 – 2020: **Self Employed** (A mix of roles - Solution Architect/CTO, Pre-sales Consultant, Client Leader, Startup Mentor) - most involving innovation with cloud and data-AI, inspiring clients for disruptive solutions and working with/leading them to design – implement (hands-on).

1985 – 2014: **IBM Software** (from inception as LOB to a prominent Cloud/Data-AI provider): Lead enterprises in Asia Pacific in Pre-sales, Business Transformations

DETAILS OF EXPERIENCE & ENGAGEMENTS

2014 – 2020: Self Employed (A mix of roles - Solution Architect/CTO, Pre-sales, Consultant, Client Leader, Advisor, Mentor)

Involved in the following multiple projects simultaneously (on part-time basis).

UnifyCloud LLC, Redmond, Wash., USA Managing Director – Asia Pacific 2020-ToDate

Teaming with Microsoft pre-sales and SI partners, leading UnifyCloud to engage with Asia Pacific customers on business / technical value insights, for their cloud journey decisions and then supporting them with technologies and consulting services for migration (Lift & Shift, App and Data modernization – VM, App Service, AKS, SQL/MI, PostGreSQL), cloud optimization, scaling and security management.

UnifyCloud was born in the cloud ten years ago with the creation of the CloudAtlas platform to accelerate the modernization and migration of infrastructure, workloads, applications, and databases to the cloud. Built on PaaS, CloudAtlas spans the entire cloud migration journey, assessing, migrating, and optimizing to cloud. UnifyCloud has been recognized as the 2020 Microsoft Worldwide Solution Assessment Partner of the Year and is a Microsoft Gold Partner, Cloud Solution Provider, Azure Data PAC, IP Cosell Partner, and one of Inc. 500's fastest-growing Companies.

Cnetric Global, Irvine, California, USA Consultant 2020-ToDate

Leading Cnetric team in designing and delivering a strategic Singapore Government project on cloud (AWS), involving API integration with multiple systems.

For past 16 years, Cnetric has been a global leader in Digital Commerce solutions. Its Systems Integration services leverage its products (Dr. Commerce and Universal Commerce) to diagnose and unify best of enterprise-grade digital commerce software. This offers our customers a **true choice of software vendors and cloud** hosting environments, at significantly reduced costs.

OzAsia Solutions Pvt Ltd 2018 – ToDate

Co-founded (CTO/Client Leader) the startup for digital transformation solutions and capability development consulting focused on **cloud, data-AI and AR/VR**. Clients served include global technology majors, education sector, oil & gas and government.

EON Reality, California, USA (AP HQ Singapore) Consultant 2016-ToDate

Worked with customers across industry sectors for the use of AR/VR technology, created demo centers in India to experience the technology for all (CxOs, Govt. Ministers, UN/World Bank visitors, teachers and students).

Eon Reality is a world leader in AR/VR academic and industry training solutions that support mobile phones to head-mounted displays to large-scale screens and facilities. With more than 20 locations worldwide, has created the largest AR/VR training library with over 8,000 applications (**delivered on cloud**) and 40 million users around the world.

Skills Gap Solutions Pvt Ltd 2015 – ToDate

Co-founded (CTO/Client Leader) with a vision to bridge gap between university's education and industry's requirements for digital transformations with **cloud and data analytics**. Clients served include four universities. Additionally, provided highly skilled resources from Australia and UK to IBM India's Global Delivery Center to accelerate its skills ramp up program through buddy system.

IvyCap Ventures Mentor 2014 – ToDate

Mentored IvyCap in investments and its startups. Deeply mentored three companies: F&Btech, AgriTech, Digital Marketing, Beauty Tech for their cloud/data-analytics solutions.

IvyCap, a venture fund launched in 2011, for early/growth stage companies, has organized a unique, structured Mentor Model that brings the requisite skills, industry experience and passion to support the creation of distinct value in its portfolio companies. In 2015, launched IvyCamp, India's first Unified Innovation and Entrepreneurship Platform, that acts as a super Incubator ecosystem

across educational institutions. As "Give Back" program, IvyCap shares part of its own profits with the educational system of the country, primarily to encourage further entrepreneurship

Techno NJR Institute of Technology, Udaipur Industry Faculty & Chief Mentor 2015 – ToDate

Led Techno in its Digital Transformation and Cloud Journey, as its Chief Program Architect and Consulting-CTO. Techno offers B.Tech. Degrees in Computer Sc, Electronics/Communications, Mechanical, Civil, Electrical. I led in the following:

- Founding i3 center (i3: innovation, incubation, industry): ,a 'melting pot' for developing skills in emerging technologies (Cloud:laaS,PaaS,SaaS, AI/ML, Big Data Analytics, IOT, Blockchain, IBM, AWS, Google, OMEGHA Cloud, UIPath, Salesforce) **and** disruptive startup solutions e.g. Watson AI-powered EduTech LMS, SmartCity (e.g. Women/children safety, Lake water quality management, smart energy, Covid-19, ML for cancer diagnosis)
- On premise to Cloud migration: An innovative cloud solution (OMEGHA) to support all its business and i3 (in future, offer cloud services to others in the region)
- Teach/Webinars/Seminars: Cloud and Data Management/Analytics
- Technology partners: IBM, Eon Reality-AR/VR, Redhat, Google, AWS, Microsoft, Salesforce)

IBM Software (Australia, Singapore, India, Global)

1985 – 2014

Lead Solution Architect (Pre-sales, Implementation Advisor, Client Leader): Middleware, Application Development and Data, Emerging Technologies (SOA, e-business, Cloud, Big Data)

- Worked with customers at all levels (Business & IT, Enterprise Architects and CxO), designing solutions for their business transformation journeys, influencing their technology strategy to leverage IBM's and partners' software/platforms during pre-sales and implementation, around data management, applications, infrastructure, scalability
- Played a key role in growing SWG in the AP markets (new LOB SWG was launched in 1994)
- Developed and Led 'emerging' Technology Practices
- Delivered polished pitches to CxO/Boards and conferences on technology strategy, architectures, products in middleware, data, e-business, BPM,SOA, microservices, cloud

Initially worked with Australian enterprises, moved to Singapore for ASEAN/SA, AP and global roles, as SWG grew solutions and new markets:

- 1985-97: **Australia:** System Engineer, Senior Solution Architect (**Pre-sales**) (Middleware, Data Management and Application Development technologies).
- 1997-99: **Singapore:** SingaLab Pty Ltd, **JV with Singapore Govt,** (1997-1999): Founder-Director/ CTO/Architect of Incubation Center – for **Pre-sales** and client applications development on IBM middleware
- 2000-03: **India:** ASEAN/South Asia: Founder-Director/ CTO/Architect of India e-business software center (Incubation lab) – for **Pre-sales** and client applications development on IBM middleware
- 2004-07: **Singapore/India:** Cross-LOB Strategic Engagement Team member - Executive Architect – **Presales/Post sales** for IBM middleware
- 2007-09: **India:** IBM Global Business Services. Consultant, Lead Solution Architect (**Presales/Post sales**), Trusted Advisor to IBM's one of the largest global account
- 2010-14: **Singapore:** Lead AP Specialists Profession + Solution Architect (**Pre-sales** for seeding Smarter Planet Solutions (CAMS: Cloud, Analytics, Mobile, Social, Big Data)

Aspect Computing, Melbourne, Australia (System Consultant)

1985 – 1985

Govt. of Bahrain Computing Dept (Programmer, System Consultant)

1978 – 1984

Operations Research Group, Vadodara, India(System Analyst/Programmer)

1976 – 1978

Key cross-industry engagement examples at IBM, as Client Leader (pre-sales and implementation advisor) driving successes for customers (and IBM business). In many, introduced IBM middleware platform **for the first time** (against competition), led in developing technology strategy and guided implementations (on data center, cloud) and **grew IBM software platform**

footprints. These include government organisations (Singapore, Malaysia, India, Australia, China). Leveraged these engagements as **references** in the industry forums of CxOs:

- IBM's billion dollar global customer. Pain Point: High TCO of IT (apps & infra) and poor agility to respond to business opportunities. Consulting (Technology Strategy), Platform Design, Deployment. Designed an innovative solution with **microservices/BPM/Cloud deployment platform**. Later, client invited him as **The Trusted Advisor** in implementation / governance of multiple projects on the new platform
- Digital Transformation Consulting to position Cloud/Big Data solutions at ASEAN banks + Government Agencies (revenue office, PM Office)
- IBM Middleware based transformation at multiple organizations in India (banking, telecom, government)
- Large Australian organization's business transformation (\$200M project)
- **Pre-sales** POC development of Big Data Management Platform (integrating Engineering & Commercial Data from real-time sensor devices at offshore wells, SAP, data streams from markets and weather service, HSE incidents) and Real-time Operational Analytics & CxO dashboards – **a large Public Sector client**
- BPM/SOA: Enterprise Project Management for 800 projects portfolio product (built on PM industry model PMBOK). Client-specific enhancements (including integration to PeopleSoft and Siebel using SOA **microservices**) were contributed back to **product labs**, for inclusion in the roadmap – a global System Integrator client
- A new 'patient centric' solution architecture development (pre-sales consulting) for an ASEAN hospital group, positioning IBM software including healthcare industry Data Model
- Consulting Study for Operational Readiness and Scaling of a large application developed on IBM middleware – Australia's Public Sector Telecom giant
- Led a government agency in Singapore to develop housing applications case processing system (first-of-a-kind on IBM middleware). The solution received an award among govt. agencies competition.
- **Convinced CxO** on new Application Development technology and helped implement by leveraging IBM USA product lab (saved customer's \$20M investment), a large Singapore organisation
- Introduced Messaging middleware (MQ) and WebSphere in multiple organisations in Singapore
- Positioned Linux based solutions in Government sector. Developed a court cases handling solution using Linux for a major government agency

Above customers' successes and trusting relationships resulted in:

- IBM inviting him to a 99-member 'foundational' global leadership team ALT (**A**cademy of technology **L**eadership **T**eam) in 2011-14, which provides guidance on industry and customers' technology trends and directions. At ALT, he was tasked to lead 'one of top ten' annual themes: Smarter Energy Solutions (2013), Digital Transformation (2014).
- ASEAN's IBM technical community appointing him as their leader of TEC (Technical Experts Council)
- Industry bodies inviting him to serve advisory boards and speak at conferences on emerging technology, platforms, design, cloud, data management, big data, AI

TECHNICAL KNOWLEDGE

- Knowledge of key component technologies that make up an end-to-end Solution:
 - **Application Development, Middleware, Cloud, Data (SQL, Big Data, Analytics, AI), BPM**
 - Cloud models (IaaS, CaaS, PaaS, SaaS...)
 - Low Code (e.g. Node-Red), Java, J2EE, Python, JavaScript, Node.js
 - SOA, Microservices, API, Design Thinking, DevOps, SDLC/Agile, MVC, OLTP, Data Warehouse, Data Lakes, Docker, Kubernetes, Hadoop, Spark, Distributed Systems (Windows, Linux), Mainframe, Mobile, IOT, AR/VR, Blockchain, Mainframe, RPA
 - Market dynamics and solution offerings from key providers (Amazon, Microsoft, Google, IBM, Redhat, VMWare, Alibaba, Oracle)