



Mahesh B.S.

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PROFILE

- ◆ Technical & Managerial expertise in a career spanning 29+ year of industrial experience.
- ◆ Unique combination of technical & resource management expertise with hands-on experience in Design, Development of Power Electronics products like Inverters, UPS, SMPS, DC-DC Converters etc.
- ◆ Competencies in Project Management, Product Design, Engineering Quality, Sustenance Engineering, Customer Requirement, Root Cause Analysis & Support.
- ◆ Extensive experience in management of multi-disciplinary research projects & design groups.
- ◆ Proven capability in translating customer voice and market requirement into product specification, which is commercially and economically viable and driving the project from concept to its completion.
- ◆ Providing techno-commercial product support to marketing, sales, customer support and teams including imparting training to the internal staff as well as the customers.
- ◆ Engineering Management of Product life cycle database.
- ◆ Active participation for recruiting the man power resources.
- ◆ Resource allocation and prioritization to meet the target cost & time for the project.

EXPOSURE & EXPERTISE

Product Development

- ◆ Technology development for new products with emphasis on cost, reliability & manufacturability.
- ◆ Conducting Failure Mode Effects Analysis for identification of areas of performance bottlenecks.
- ◆ Technical leadership for design & re-engineering and establishment of test jigs & procedures.
- ◆ Establishing process maps for design, testing & validation of products to exceed the customer expectations.
- ◆ Possess excellent practical knowledge on digital and analog circuits.
- ◆ Design & development of Magnetic components with local & global vendors.
- ◆ Providing support to product marketing and customer support groups to explore new markets.

Project Management

- ◆ Excellent Project Management skill following process of Concept phase, Define phase, Process & Product Design phase, Implementation & Validation phase, Test phase and Launch & closure.
- ◆ Co-ordinate with Product Management for identifying the VOC customer and converting the customer feedback and requirement to the functional specification.
- ◆ Development of dedicated vendor base, alternate vendor sources & sub-contractors for cost-effective procurement of raw materials, on time delivery for effective project management.
- ◆ Very strong background and reputation in negotiation of price & delivery schedule.
- ◆ Providing application and marketing support for different products launch.
- ◆ Managing the commercial aspects of projects including feasibility studies, negotiations with vendors on pricing parameters, maintenance contracts and technology transfer etc.

Engineering Quality Management

- ◆ Knowledge on AFFR calculation, Isochronal method, AFMEA, PMEA, DVT, Validation Testing.
- ◆ 8D Analysis, Root Cause Analysis, Containment Actions, Corrective Actions & Preventive Actions.
- ◆ Analyzing the Field Failure Data Analysis, Top Defect Counter Measures, Process issues.
- ◆ Productivity, EOL, Component Engineering, Alternate Vendors Qualification.
- ◆ Design Standards improvements, MEOST, Vibration Testing, Drop Test, Surge Test, ESD,EST,EMI/EMC testing.

Personal Details

Date of Birth: 14th June 1968
 Education: B.E., Bachelor of Engineering (Electrical Engineering)
 1986 –1990 R.V.C.E. Bangalore University First Class
 (M.S. MAHE University)
 Passport No.: Z2464031
 Validity: 25-12-2022

Strengths

Technical: Design & Development of Power Electronics products like SMPS & UPS etc.
 Strategic thinker: Set Vision or Goal for the team aligning with the company strategy.
 Project Management: Planning & execution of projects from inception to completion. Preparing contingency plan, anticipate and analyze Risks & its Mitigation for projects.
 Motivate others: Lead the team with Initiative & encourage the team to brainstorm on identifying the risks & mitigation and competence development of colleagues.
 Boundary less behavior: Helping other teams and departments in overcoming problems during crisis.
 External focus: Establishing relationship with external testing & approval agencies, vendors, suppliers and other departments for speedy completion of the projects.
 Public relations: Excellent PR skills for smooth execution of the projects with less time & cost.

Training & E-Learning

- ◆ Project Management: PMP training at PMI Bangalore chapter, Edubridge Training at Bangalore.
- ◆ NPI & CIP Training: New Product Introduction & Cost Outs Training by NPI Leader at GE.
- ◆ Six Sigma Training: DMAIC & DFSS Training at JFWTC.
- ◆ Four Stages Workshop: Individual Development Plan Workshop at GE.
- ◆ Team Building: Pegasus Institute of Excellence.
- ◆ Leadership training
- ◆ Managing Projects & Leading Effective teams.
Time Management.
- ◆ Presentation Skills.
- ◆ Effective Communication & Etiquette.

Present Employment:

Organization: *Schneider Electric ITD – HBN (APC) R&D*
Period: *July 2005 – Till date*
Designation: *General Manager*

Design, New Product Development Project Management, Engineering Quality, Validation, QVE, Sustenance Engineering,

- ◆ Working at HBN -ITD APC India Design Centre in Bangalore on development of Inverter, Battery Chargers and UPS & its Accessories for the Global and Indian markets.
 Responsible for finalization of Specification, Review the projects w.r.t Design Standards, Design review Check list, WCA, ECO, Field Trial, Stage Gate meetings approval etc.
 - New Product design and Development like SURTD 3KVA cost reduced.
 - Worked on Country Specific Design Standard to improve the Robustness to the product.
 - Worked on Bobcat Project 600VA Charger for India SKU's
 - Mt. Abu Project BI850SINE Inverter Project for India
 - First Project in India with Schneider PMP Process from NPD process
 - Project completed in 11 months from VOC to Launch.
- This project is for India Inverter Market and failure rate of 3% against predecessor project HI800SQ was 45%
- Ganga SRC 5 to 10KVA online Project Initiation specification draft, Project Plan etc.,
 - In charge of India for India Products for APC port polio

- Reduced In warranty cost 50%.
- **Reduction of Online failure rate**
- Improved quality in all product lines.
- Along with India for India Portpolio and Symmetra 1 P Global .
- **Solved Symmetra Buck Boost IGBT Issue in 2017 which was exist for more than 2yrs.**
 - Sustenance Activities like Board of Change Incharge, PCR,PCE
 - QVE of Smart UPS Online products
 - Continuous Engineering.

Previous Employments:

Organization 1: **General Electric GE (Consumer & Industrial)**
Period: **July 2003 – June 2005**
Designation: **Technical Project Leader**

- ◆ Worked as Technical Project Leader for GEDE – BTC group in C & I at JFWTC, leading a team on Design, Circuit Analysis using Saber, Thermal Analysis for Heat Sink, CAD Design & Modeling with Pro-E.
- ◆ Prototype development of UPS and UPS accessories for GEDE (GE Digital Energy) in Switzerland for both European & US markets.
- ◆ Prototype development of **160/200 KVA UPS** in India.
The scope of the project included Design, Prototype development including Fabrication, Assembly & Wiring and Product Testing. The development of 160 / 200 KVA UPS in India saved nearly 25% of the overall development cost.
- ◆ Finalized the vendor for Fabrication, Assembly & Wiring by Inspecting & analyzing their capability, coordinating with the vendor & the customer for quotation & approval etc.
- ◆ Explored the possibility of using available test facilities at different places within the company and carried out the tests at JFWTC after conceptualizing and building the required testing platform.
- ◆ 300 KW load bank finalization: Vendor identification & evaluation and getting NDA, quotation & approval etc.
- ◆ Monitored & coordinated fabrication of the UPS chassis at GEPC (GE Power Controls).
- ◆ Identified the process of shifting materials, Co-ordination & follow up with customs department, bonding & shifting the material from JFWTC to GEPC etc.
- ◆ Worked on a contingency plan for assembly & wiring of the UPS. The plan reduced the delay of the project by about 3 to 4 weeks.
- ◆ Worked on 250-300 KVA UPS design & development with added features.
- ◆ Designed Electrical Section of the 250/300kVA UPS. Leveraged the other team capabilities by getting the thermal analysis done for the new IGBT design used for 250/300 kVA UPS.
- ◆ Worked on the design of IGBT based rectifier for 200 kVA UPS which was a three phase buck converter at the input with current THD less than 5% to suit existing designs of UPS.

Organization: **M/S TVS Electronics Limited**
Period: **2002 June to 2003 July**
Designation: **Project Manager**

TVS electronics limited is one of the leading companies for manufacturing of UPS & Computer Peripherals in India

- ◆ Design & Development of various types of custom built UPS.
- ◆ Design Partners Selection.
- ◆ Technical discussions with customers.
- ◆ Technology Transfer from Chroma, a Taiwan UPS company. This involved the process of Identifying the Project CTQ's, and selecting the design partners at Taiwan, analyzing the product if it meets the customer requirement including the statutory requirements.
- ◆ Modifying the Standard Off-the-Shelf UPS to meet the customer specific requirements.
- ◆ Development of DC-DC Converter Power Supply for GE.

Organization: *M/S Power One Micro System*
Period: *1997 October to 2002 June*
Designation: *Manager (R & D and Projects)*

Power One Micro Systems was one of the leading In-house design UPS manufacturing companies in India. The range of UPS manufactured, by Power One Micro Systems, being 0.5KVA to 120 KVA.

- ◆ In-charge of R&D.
- ◆ Design & Development of magnetic and power circuits for various types of custom built UPS.
- ◆ Design & Development of Current Sharing (Parallel Redundant Technique) for entire range of UPS.
- ◆ Design & Development of Active Power Factor Controller with Single Phase & Three Phase input for UPS.
- ◆ Development of Synchronous Static Switch for UPS.
- ◆ Design & Development of Microprocessor Display System for UPS.
- ◆ Development of Push – Pull type PWM based technology for lower rating UPS up to 2 kVA.
- ◆ Evaluation of UPS with testing agencies like ETDC, CPRI & SAMEER.
- ◆ Development of Frequency Converter (60Hz, 400Hz, etc) using Double Conversion Technology.
- ◆ Documentation for ISO 9001, Manuals & Handbook etc.
- ◆ Product demonstration at exhibitions and Participation in Tendering processes.
- ◆ Conducted seminars on Chargers & UPS etc. for PSTI & DOT and Technical discussions with customers.
- ◆ Training of Marketing, Sales & Service Managers and Engineers.

Organization: *M/S Measurement Systems Pvt. Ltd*
Period: *1994 March to 1997 September*
Designation: *R & D Engineer*

Measurement Systems is a Power Electronics Company, established in 1982. Its strength is in design and manufacture of high frequency link SMPS, DC-DC Converters & UPS products.

- ◆ Responsible for Design & Development of Power Electronics products.
- ◆ Preparation of documents likes Manuals, Handbooks, etc.
- ◆ Training the Field & Service engineers.
- ◆ Development of Multi Output DC-DC Converters for B.E.L.
- ◆ Development of Dual Output DC-DC Converters for U.T.L.
- ◆ Development of Parallel Redundant Power supply, each rated 240W SMPS for ECIL.
- ◆ Responsible for design and development of 240W DC-DC converter for ABB TN&P Bangalore.
- ◆ Development of MOSFET'S based PWM Technology UPS rating from 500VA and 1kVA to 10kVA.
- ◆ Developed 3 phase charger control card for higher rating UPS
- ◆ Developed Asynchronous Static Switch operation.

Organization: *Perpetual Power Technologies Pvt. Ltd.*
Period: *1990 December to 1994 February*
Designation: *Engineer*

- ◆ Testing and commissioning of various custom built Online UPS.
- ◆ Involved in assessing initial project scope & preparing the product specification.
- ◆ Supporting Planning and Marketing groups.
- ◆ Testing and Troubleshooting during production.
- ◆ Worked on tenders, quotation and customer feedback.

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