**Shrinivas Navinchandra Sohoni**

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**Senior Management: IT / BFSI / ITES/Security**

Accomplished & result focused senior management professional with over 25 years of experience in developing & implementing solutions related to Service Delivery, Project Management, IT Solutions, Data Center Management, IT & Telecom Infrastructure Solutions, Cloud computing & IT Security across diverse organizations. Rated high by the senior management & clients for rendering superior service quality on multiple occasions across professional career; exploring challenging senior managerial assignments with a professionally managed organization

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| **Expertise in*** Strategic Planning
* Management Consultancy
* IT Infrastructure Management
* IT Service Delivery
* Information Security Protocols
* Project Coordination
* Requirement Elicitation
* SLA Compliance
* Capacity & Change Management
* Process Transition
* Resource Optimization
* Budgeting & Cost Control
* Liaison & Coordination
* Senior Management Representation
* Client Relationship Management
* Team Leadership

**Education*** **MBA,** New Port University (1998)
* **Masters Diploma in Computer Sciences,**  Datapro Information Technology (1991)
* **B.Com,** Mumbai University (1990)
 | **Executive Summary*** IT Strategic Planning: Proven ability in defining IT strategies to match with organizational business objectives; conduct root cause analysis on potential business impact related to change
* Process Improvement & Transition: Implement various service improvement plans/ budgetary controls for enhancing existing business processes as well as maintaining consistent cash flow and meeting financial expectations from the assigned projects
* IT Management: Adept at maintaining organizational effectiveness & efficiency by defining, delivering and supporting strategic plans for implementing information technologies. Proficient in preservation of assets by implementing disaster recovery, back-up procedures, information security and control structures
* Project Implementation: Industry expert having keen understanding of Project / Client Requirements coupled with hands-on exposure in handling all phases of Project / Program Life Cycle
* Service Delivery: Proficient in review of deliverables prior to passage to clients and implementation of methodologies for enforcement of organizational standards
* IT Security Management: Significant exposure in various aspects of Network Operations, L1/ L2 troubleshooting including Online Data Privacy Standards, Cybercrime protection. Well versed in IT Governance & Framework, IT Policy, Rule & Regulation
* Personal Attributes: Adroit in identifying & mitigating risks, measuring metrics, tracking progress and submitting status reports. Efficient Team Leader & Player, combining communication, interpersonal & problem solving skills with analytical, decision making and leadership capabilities to enhance organizational objectives
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**Professional Experice**

 **Director IT infrastructure**

 **AprI 2017 onwards**

**Accomplishments:**

* Played key role in marketing ERP solution for Healthcare industry build by a software house in Maharashtra with around 125+ hospitals and subsequently closed 2 deals with multi-specialty hospitals
* Instrumental in setting up data center for couple of customers in Mumbai as well as design & implementation of Private cloud for a Service provider for Healthcare industry
* Developed 4 modules for Hospital management, patient management, purchase, Admin module in cloud based software from Mumbai

**Accountabilities:**

* Project Coordination
* Render consultancy to clients pertaining to design, development & implementation of IT systems, managing project related activities (IT Infrastructure and development)
* Guide project teams in seamlessly implementing projects in compliance to project delivery schedules and other SLA parameters
* Focus on technicalities related to development of external cloud infrastructure including engineering, implementation and integration, technical services and support
* Prepare & maintain updated documentation and overall technical view of the cloud architecture. Conduct systems design, feasibility, and cost studies for cloud solutions
* Coordinate activities related to designing & setting up new cloud services and improvement of existing ones. Guide clients on architecting & designing application and solutions for the cloud environment
* Maintain updated knowledge related to IT projects, infrastructure availability and incidents
impacting business based on business as well as project related requirements

**Operations & Administration**

* Guide clients in managing day-to-day operations of process and tasks, defining & ensuring compliance to customer-service, productivity, quality, and security standards
* Optimize resource utilization & streamline processes leading to enhanced operational efficiency and departmental bottom lines
* Set up strategic partnership with international vendors pertaining to developing business segment in advanced IT solutions and newer technologies
* Focus on enhancing client satisfaction by effectively resolving issues and rendering superior service quality. Interact with clients for collating & evaluating requirements for providing customized solutions

**Business Development**

* Build & maintain productive business relationship with existing clients & prospects aimed at identification & development of new business opportunities
* Define & implement business strategies for projects related to Technical Solutions Management, Migration Solutions for Servers, Hardware Virtualization Solutions for effectively penetrating the target market segment
* Assist the client business development teams in developing markets for cloud based solution for Dispensaries, Pharmacies, small Hospitals & Pathology Labs
* Interact with the senior management of clients for realigning business strategies based on collated market intelligence on competition and other market trends

**DNS Bank  May 2016 To June 2017**

**Executive – IT Infrastructure & Networking**

**Accomplishments:**

* Successfully commissioned 12 new branches across Maharashtra in time to enable business to start branch operations.
* Successfully implemented branch firewalls and IT Security policy across all offices and branches of DNSB.
* Successfully completed migration of network to IP V6 as per guideline from RBI.
* Successfully participated in ISO audit as designated CISO.

**Accountabilities:**

* Primary KRA Is to take care of IT Infrastructure, Networking, WAN, IT security as CISO.
* Spearhead team efforts in setting up data center for the bank to cater to customer and partner banks in compliance to project SLA parameters
* Coordinate activities related to migrating banks IT infrastructure assets hoisted at Janta Sahakari Bank, Pune. Render operational support to the IT infrastructure support teams aimed at seamless implementation of projects
* Liaise with multiple vendors and business partners based on IT requirements of multiple branches. Conduct technical evaluation of evaluation of new trends and technologies to align with banks requirements
* Interact with the senior management in assessing & finalizing on budget, structure, schedule, technical solution, delivery mechanism and resource requirements for implementing complex integrated IT Infrastructure Solutions
* Function as member of the core committee of the organization involved in developing structuring visions and missions for the bank.

**Collabera India Pvt. Ltd  Feb 2015 – Jun 2015**

**Senior Project Manager**

**Accomplishments:**

* Deputed at Adobe India for delivering IT infrastructure for upcoming new building in Bangalore
* Appreciated by Adobe local and global Management ladders for qualitative delivery of 4-floor IT infrastructure almost 45 days in advance followed by facilitating smooth transition of teams to new building

**Accountabilities:**

* Interacted with multiple stakeholders in ensuring delivery of large integrated solutions as well as setting up IT infrastructure in 11 storied building
* Prepared & implemented project plan, budget, structure, schedule and resource requirements for development & implementation of complex integrated IT infrastructure solutions
* Guided team members in effectively resolving critical technical issues with potential business & revenue impact across project phases
* Focused on enhancing operational efficiency by acquainting team members with various project management methodology and tools
* Prepared & presented various status reports for the senior management and other stakeholders to enable effective decision making

**Foresight Software Solutions  Jun 2013 – May 2014**

**Regional Lead – West**

**Accountabilities:**

* Spearheaded team efforts in effectively implementing IT projects and managing IT infrastructure in compliance to project delivery schedules and other SLA parameters without impact on business operations
* Conducted audits on IT departments across the group for maintaining standards and procedures, recommending upgrades, changes and identifying new opportunities to enhance operations and accomplish business requirements
* Set up business strategic direction by aligning IT and activities across the group companies to business objectives
* Developed / implemented security information management system for managing information security across IT departments
* Involved in identifying opportunities for improvements aimed at streamlining operations and enhancing operational efficiency

**Astute Technologies  Jun 2012 – Nov 2014**

**IT Infrastructure & Securities Lead**

**Accountabilities:**

* Focused on maintaining systems, networks, information security and governance as well as developing long term roadmap for accomplishment of business targets
* Prepared / ensured compliance to IT vision and infrastructural strategy aligned to organizational objectives. Defined governing principles to enable effective decision making by the senior leadership team from IT perspective
* Set up metrics to evaluate infrastructure value and implement effective cost control measure for enhancing departmental profitability
* Evaluated existing infrastructure for implementing changes based on future requirements of technological models
* Collaborated with the management in designing governance activities based on risk and compliance. Guided team members in providing IT service delivery

**TRU Information Systems  Aug 2011 – May 2012**

**IT Infrastructure Head**

**Accountabilities:**

* Involved in designing / setting up the organizational infrastructure including internal network and link to the regional office
* Collaborated with external suppliers & support agencies for support / maintenance of relevant hardware and software
* Participated in audit from planning to settlement phase to ensure deployment of controls and best practices
* Interacted with clients for collating / evaluating requirements and aligning the same with project deliverables. Enhanced client satisfaction by implementing various process improvement initiatives
* Reported to various stakeholders on progress, key metrics and open issues to ensure effective resolution
* Identified / implemented processes to minimize defects. Participated in standard assessment of processes for enhancing operational efficiency

**Computer Sciences Corp., Noida  Mar 2006 – Jun 2011**

**PMO Lead**

**Accomplishments:**

* Played key role in setting up transformation programs for CSC Internals, and valued patrons like Motorola & Free-scale, ISS, SAS
* Appreciated by the senior management and customer for efficient management of Six Sigma based transition projects, Data Centre build projects & PMO work
* Significant contributor in setting up Class IV data centers for CSC internal purpose in US, India & Nordics, PMO related process and procedures for Nordic region
* Successfully delivered 3 White paper class programs for Nordic/NA region as well as 9 Six Sigma black belt based programs in European regions

**Accountabilities:**

* Coordinated activities related to planning & implementing systems, policies & procedures as well as managing organizational finances aimed at enhancing profitability and revenue
* Prepared & implemented budget plans for the vertical in consultation with the Practice leads & Vertical Head, assessed project expenditure proposals to align budgets and project expenses
* Conducted financial analysis on running projects in the vertical and implemented effective remedial measures based on identified deviations
* Developed & implemented framework, processes and procedures for defining the organizations PMO. Managed end to end Order to Cash and Procure to Pay Cycles as PMO
* Functioned as point of contact between the software service delivery team and the corporate finance team for resolving queries related to nvoicing, Invoice payments, PO, Expense payments, Forex payments, Vendor payments
* Interacted with vendors for effectively implementing projects in compliance to project delivery schedules and other SLA parameters
* Set up & managed effective cost control mechanisms and tools for projects including standards, guidelines, checklists, procedures and user guides based on Six Sigma black belt and PMI standards

**Other Assignments**

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| **Organization** | **Designation** | **Duration** |
| Ontrack Solution Pvt. Ltd., Mumbai | Project Manager | Dec 2004 – Mar 2006 |
| Micro Clinic (I) Pvt. Ltd., Mumbai | Manager Service – West Zone | Jun 2004 – Dec 2004 |
| Mind Technologies (I) Pvt. Ltd., Mumbai | Head - Systems & Business Development | Feb 2002 – May 2004 |
| Applitech Solution Ltd., Ahmedabad | Manager IS (Information Systems) | Sep 2000 – Feb 2002 |
| IBM Global Services India (SO Div) | Senior Technical Executive | Dec 1999 – Aug 2000 |
| Byzan Systems Pvt. Ltd. | Project Manager | Jul 1996 – Dec 1999 |
|  | Support & MIS | Oct 1991 – Jul 1996 |

**Accreditation**

* Diploma in Information Systems Auditor (DISA)
* ITIL foundation Certification V 3
* Project / Program Management Professional
* Six Sigma Black Belt
* CCNA
* Solaris 8 Systems Administration I & II
* Linux 7.3 Systems Administration (Red Hat)
* MCDBA (Microsoft Certified Data Base Administrator)

**Date of Birth:** 05th November 1969 **~ Languages Known:** English, Hindi, Marathi, Punjabi, Gujarati and Konkani

**Nationality:** Indian **~ Passport Details:** H5038599 valid till 2019 **~ References:** Available on Request