

Sreenivas Kunapuli

Consulting – Practice and Presales – Digital Strategy– Leadership
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Professional Summary

- 20+ years of experience in Technology Leadership
- Filed 7 patents, published multiple white papers on Digital and Project Management
- Created technology and business Practices, provided presales support, developed competency centers, incubated CoEs with Digital solutions and capabilities spanning Back Office Automation, User Engagement Solutions (Portals, Content Management and UX), Data Management and Governance (MDM, Data Analytics)
- Managed Service lines carrying P&L and Y-o-Y growth responsibility for a US \$120 Million service line. Had people management responsibility of 1200+ employees
- Managed Delivery and Accounts for various domains – Retail, Transportation, Healthcare, Banking and Financial Services, Insurance, Telecom, Manufacturing, Utilities, Government
- Provided thought leadership to sales teams, created and presented multiple Points of Views to clients across –Oracle, SAP, IBM, Adobe, Open Source, Salesforce – Digital Products
- Key Roles played – Practice Head, Pre Sales Head, Digital Strategy Consultant, Program Manager, Practice Delivery Head, Competency Head, Technology Consultant

Employment History

India	US
SI (8.5 years) <u>Sutherland Global Services</u> 06/2016 – Current Vice President, Digital <u>Trianz</u> - 01/2015 – 06/2016 Director, Business Digitization <u>Wipro</u> - 08/2008 – 01/2015 Practice Head, Digital Strategy, Oracle Fusion, Search, Presales	Consulting (6 years) <u>Hewlett Packard</u> * - 03/2004 – 09/2005 Oracle Workflow Consultant <u>JP Morgan Chase</u> * - 02/2001 – 03/2004 Sr. Oracle Consultant <u>Oracle Consulting</u> - 06/1999 – 01/2001 Principal Consultant, Oracle Workflow, UCM
Captive (3 years) <u>Bank of America</u> - 10/2007 – 08/2008 Sr. Manager/Lead Analyst, Leadership <u>Dell</u> - 10/2005 – 10/2007 Program Manager/Sr. TLII	Product (1.5 years) <u>Xtra Online</u> - 11/1997 – 06/1999 Software Engineer, Oracle Application Server

*- Worked as an independent consultant

Educational Qualifications

- Bachelor of Engineering (1996 – 84%) – Osmania University (Vasavi College of Engineering)
- XII (1992 – 87%) – CBSE
- X (1990 – 75%) – CBSE
- PMP (2006) – PMI

Entrepreneurial Experience

- **Owner and Principal – Videre Soft Consulting LLC (2001 – 2014)**
We developed a product called iCom People Card, that is an access control system, for the homeless organizations which also integrated with the Police Department of the State of South Dakota. This product won the Presidents award and we were featured in Kelo Land News Channel in television and news papers during 2001-2002 time period. The company no longer exists today.

Patents

US Publication Number

Patent Name

20160247238	System and method for indexing application programming interfaces (apis)
20160110673	Method and system for determining maturity of an organization
20160099925	Systems and methods for determining digital degrees of separation for digital program implementation
20160086107	Methods for calculating a total knowledge exploitation score for a knowledge artifact and devices thereof
20160048543	System and method for determining governance effectiveness of knowledge management system
20160026635	System and method for determining life cycle integrity of knowledge artifacts
20160004988	Methods for calculating a customer satisfaction score for a knowledge management system and devices thereof

White Papers

- [Winning your Customers by Creating a Smart and Connected Enterprise](#) – Trianz – December 2015
- [Prepaid Staffing Model](#) – A Distributed Factory – PMI – November 2015
- [Journey Mapping Framework for Customer Retention and Acquisition](#) – A digital age perspective – Trianz – July 2015
- [Agile – The Digital Way](#) – A Video for Wipro – September 2014
- [Better Self Service using Oracle Knowledge for transforming Customer Experience](#) – Wipro/Oracle Open World 2013
- [14 ways to achieve Non-Linear Growth](#) - PMI/Innovation
- Supplier Collaboration – A collaborative transformation of manual Supply Chain – Wipro 2013
- Seamless Collaboration Master Data Processing in Heterogeneous Landscape – Speaker at SAP Sapphire
- Matured Integrated Services Transformation – A framework for SOA Implementation – internal - published by Wipro