

SATHISH KRISHNA ANUMULA

+1(248) 986 0411 | sathishkrishna@gmail.com | <https://www.linkedin.com/in/sathishkrishna>

MASTERS IN ELECTRONICS ENGG & MBA (IT & OPERATIONS)

PERSONAL WEBSITE - [HTTPS://SATHISHKRISHNA.COM](https://sathishkrishna.com)

PROFILE: ENTERPRISE BUSINESS ARCHITECT FOR DIGITAL TRANSFORMATIONS

IBM INDUSTRY LEADER - PLM, MANUFACTURING & SUPPLY CHAIN

Digital Enterprise and Business Architect and Strategist across PLM, Manufacturing, Supply Chain Domains with an excellent track record in Digital Transformations, Software Solutions, Integrations, Observability and Cyber security across hybrid cloud.

SKILLS & CAPABILITIES INCLUDE:

- ♦ Innovative, Resourceful, Results-driven Enterprise & Business Solutions Architect with ~22 years of hands-on experience in Software Development, Enterprise Architecture & Enterprise Software Integrations in Distributed and hybrid cloud Environments and extensive knowledge in IIOT, Containerization, Cloud Computing, Business Intelligence (MS, SAP BI, HANA), Data Analytics and Machine Learning.
- ♦ Strong cradle to grave Architecture expertise, Systems Analysis & Design Skills, Strategic guidance, and experience driving projects to increase Business effectiveness, system performance.
- ♦ Strategic thinker capable of analyzing current state, target state, gap analysis, blueprinting, & road-mapping for an effective delivery applying Enterprise Architecture Principles and Patterns. Capable of evaluating emerging technologies and keep abreast of industry developments. Can provide leadership and expertise in the development of standards, reference architectures, architectural governance, diagramming, design patterns and IT practices.
- ♦ Closely work with CTO Office, C-Suit Leaders and other business units in convincing new innovative ideas, defining Business & IT architecture, formalizing new technologies and adapting into the organization.
- ♦ Define, Design and Audit requirements for Legal Compliance, security (Application and data) for new products and solutions and ensure strict adherence.
- ♦ Strong advocate of latest technologies like Generative AI, Quantum Computing applications into the customer scenarios and promoting hybrid-computing for faster results.
- ♦ Visualize and Define the big picture, strategic roadmaps and lead global initiatives focusing on enduring Business ROI.
- ♦ Strong Technical & Strategic skills, project management, vendor management & team management skills.
- ♦ Experience in delivering cross functional and joint development projects with external partners with high quality and 'WoW' response from the business users.
- ♦ In-depth Technical expertise includes C/C++, Java and C #, ORACLE & MSSQL DBs, Data Algorithms and Full Stack Development on Cloud platforms AWS & Azure & IBM Cloud using Virtualization, Containerization (Docker / Kubernetes / OCP), Micro services etc and full stack development.
- ♦ Process expertise includes Agile, Devops, CI CD, Data Centric and User-centric design methodologies.

AREAS OF EXPERTISE INCLUDE

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|---------------------------------|---------------------------------|-------------------------|
| ♦ Enterprise Architecture | ♦ Quantum Computing | ♦ Hybrid Cloud & RH OCP |
| ♦ Strategic Roadmap & Execution | ♦ Software & Cloud Integrations | ♦ Process Improvement |
| ♦ IOT & IIOT | ♦ Robotics & Manufacturing 4.0 | ♦ Machine Learning & AI |

PROFESSIONAL EXPERIENCE

IBM Corporation

SEP 2021 - Current

Work as a Business and Enterprise Customer Success Architect for Digital Transformations and Trusted Advisor for IBM Partners & Customers in US Region for Manufacturing, Hi-Tech, Medical Devices and

Utilities Industries on a broad spectrum of Redhat, Open Source and IBM technology solutions – Cloud Paks (Automation, Data, Integrations, Security and AIOps), Hybrid Cloud Solutions and IBM SaaS solutions.

- Deeply understand Business and Architectural needs and become the face of IBM to the customer and act as a Liaison in helping the customers in formulating the Strategy, Roadmap with Hybrid Cloud as Platform, identifying the stage-gates, new business use cases & processes, designing, and implementing Minimum Viable Product to prove the technology and its adoption.
- Currently working in US National Market with a business revenue of \$100M+ in Mid-West Region helping the IBM Customer across Manufacturing, Supply Chain, Medical Devices, Hi-Tech Electronics companies for their Digital Transformations saving Billions of their revenue.
- Has been Recognized as IBM Champion for US Markets on the upcoming technologies like Quantum Computing, Neuromorphic Computing, Generative AI technologies.
- Work with cross functional teams of customer, business partner, product vendors, cloud vendors, and IBM Labs spanning the enterprise architect roles, solutions and technology architects of Applications, Data and Storage.
- Architect and design Digital Transformation Journey for IBM Customers with IBM Cloud Pak Solutions and Red Hat OpenShift, Open-Source Technologies on AWS/AZURE/GCP/IBM Cloud and quantify the \$ Amount for customer in terms of Return on Investments.
- Helping the Customers grow their adoption of IBM's next-generation technologies from a wider portfolio with the help of Sales, Client Engineering and Expert Teams.
- Ability to successfully communicate and establish a personal relationship development at all levels – from engineers to CIOs – with experience of navigating challenging debate to always reach healthy resolutions.
- Experience in working across IBM Cloud Paks like CP4Data, CP4Integrations, CP4Business Automation, CP4Apps, CP4Security and CP4Observability Suite of Products, IBM Point Products and other IBM SaaS Products like Planning & Analytics, Cognos, DataPower etc.
- With an Outside – IN approach, continuously engage with the IBM Internal product teams in helping them in prioritizing product features and roadmaps that can stand with competitors.
- Continuously invest in new learning and stay up to date with latest technologies of both IBM and its Competitor Products.

SIEMENS Digital Industry Group

FEB 2015- SEP 2021

(Contractor to SIEMENS thru PROLIM Global till 15 DEC 2017 and then Full time to SIEMENS)

Enterprise Solutions Architect – Digital Cloud Transformations & IIOT

Work as a part of Enterprise Architect team for Business Transformations and Liaison global solutions team with responsibility for various core enterprise technology solutions worth \$20M+ in yearly revenue.

- ♦ Architect comprehensive Teamcenter PLM Cloud Platform for Tier 1 M2M Manufacturing and Automotive Process for Automatic processing of Shop-floor, workflows, Smart Factory, Digital Supply Chain and Cloud Integrations, Enterprise Business Applications for OEM's, Tier1s in Detroit Metro Region for Automotive and Hi-tech manufacturing companies.
- ♦ Define and design Data Architecture & Schema and Data pipelines for various streams of data and embed the intelligence for data processing and Visualizations across IIOT and Big Data Landscape.
- ♦ Define, Design and Develop Future state architecture for multiple clients related to large-scale enterprise IT Systems Transformation and consolidation which include creating Architecture Definition, Data/Application Architecture, Network & security architectures because of Merger, Acquisitions & Divestitures or change in Business Direction in a Siemens Managed/Shared Services/Collaboration mode.
- ♦ Design and manage development for Digital transformation of enterprises and actively involved in Defining Solution Architecture and Data Governance for an effective Business Transformation.
- ♦ Build and maintained specific Siemens Architecture Framework models and views in accordance with TOGAF Enterprise Architecture Principles and provide best practices and use cases.

- ♦ Architect & manage a portfolio of multiple applications, including enterprise solutions for Automotive in metro Detroit, IT Compliance and Strategy, Cloud/ERP Integrations, Analytics for OEMs and Digital Transformations, Hybrid Cloud Migrations.
- ♦ Created and executed Program/Enterprise Solutions roadmaps, transforming the team using Agile, DevOps, and user-centered design methods for delivery.
- ♦ Has taken very important roles in Applications & IT consolidations as a part of Enterprise Architecture providing digital transformations using AWS/Azure /GCP Cloud for OEM's and Tier 1's in US.

MICROSOFT R&D – MICROSOFT DEVICES GROUP

June 2010 – January 2015

Technical Product / Program Manager & Portfolio Solutions Architect – Device Manufacturing, Microsoft Acquisitions (Technology consolidation for NOKIA/GFS/Skype etc)

Managed execution and delivery with a team of 30+ for custom enterprise solutions used by global Hardware and Software engineers, Demand Planners, Cost Managers. Oversee end-to-end business systems for Enterprise Product Information Management Portfolio in – DSCOR model, including Manufacturing and Enterprise Business Systems, Analytics, NPD.

- ♦ Architect and develop the systems to Work with contract manufacturers and contract design manufactures for manufacturing Microsoft Devices like XBOX, Surface, Phones across the geographies and design Connected Supply chain.
- ♦ Evaluated the complex Enterprise Product Information Management Landscape of Applications for Microsoft Devices IT used by the IEB Products Group (XBOX, SURFACE, Mobiles, and Skype etc.) to accurately design, build and validate the new products and new models with 99% accuracy handing to the Contract Manufacturers and internal Factories.
- ♦ Led custom development effort for Teamcenter and Oracle PLM, MES and ERP Design Landscape of applications like Compliance, NPD, sourcing, cost etc., which reduces the time to market for complex Hardware designs.
- ♦ Effectively transitioned the program with an uncompromised quality, in-time launch within 12 months.
- ♦ Design and Led Microsoft Azure Cloud based SaaS development Applications across the digital portfolio and IOT to provide consistent user experience across devices PC's/Tablets/ mobiles used by different hierarchy of executives in IEB and Business.
- ♦ Improved Application Adoption rate from 10% to 95% in the span of 3 years.
- ♦ Reduced the 12 Dollars of pre-manufacturing cost per console in the first year for XBOX.
- ♦ Authored framework for Product Acquisitions to merge Products Design Data into Devices Engg space.
- ♦ Has performed a crucial role of Nokia – Microsoft Merger consolidating the Enterprise Architecture of applications landscape used to Design and Manufacture the Hardware Products on both sides.
- ♦ Microsoft HW Devices were manufactured from Nokia Factories across geographies.
- ♦ Has Designed Future State Enterprise Architecture for Microsoft – Nokia Acquisition for digital Manufacturing

MPHASIS, AN EDS, A HP COMPANY

March 2008 – June 2010

Project Delivery Lead & Technical Solutions Architect

Managed a team of 6+ employees, Administered and led offshore team for projects worth \$1M. Support Custom Software Integrations and applications implementations globally and took Full responsibility for project revenue and resource management.

- ♦ Effectively Planned, Design, Executed Custom Enterprise Software Development and hardware integrations for Global Clients in the domains of Manufacturing, Product Lifecycle management, Data Migrations& SCM.
- ♦ Increased one of the Hi-tech customer revenues by consolidating their IT into a solo ERP instance.
- ♦ Architect, Design and develop Hardware – Software Integration solutions for multiple clients using C/C++.
- ♦ Designed, developed, and delivered Data Analytics, Data Migration solutions to the global clients.
- ♦ Led IT PLM, ERP, CRM & MES implementations for Delphi, ST Microelectronic and General Motors in manufacturing domain.

UGS, AN EDS COMPANY (NOW SIEMENS DIGITAL FACTORY)

October 2004 – March 2008

Software Engineer & Technical Product Architect

Technical development of Teamcenter PLM software using C/C++, Java Stack, SQL, and multiple Scripting tools on multi OS environments (Windows/Linux/Solaris).

- ♦ Gather, Architected Software Requirements for global clients like General Motors, Ford, Chrysler, Mentor Graphics, Ericson, Emerson etc.
- ♦ Lead, Develop and Build Software applications for Product Data Management, Mechatronics, Enterprise Process management, ERP Integrations, File Management and Virtualizations, 3D JT Visualizations, ECAD and MCAD across multiple OS's and Hybrid Platforms.
- ♦ Played a crucial role in technical architecture for GM Acquisitions in consolidating the Data between companies.

ASHOK LEYLAND AUTOMOTIVE

June 2003 – October 2004

Project Intern, Senior Development Engineer

Worked as Student Intern till April 2004. As Intern & Senior Development Engineer worked on

- ♦ Various R&D Projects like Telematics, Shop Floor Automation, RF ID Implementation for Warehouse management
- ♦ Vehicular Electrical Wire Harness optimization in new vehicle launches. Experienced in using various Electronics Simulation tools to analyze the Electronics and Electrical implementation in Vehicles.
- ♦ Design and Creation of test beds and develop the possible solutions for overall successes of new and existing products.

EDUCATION & PROFESSIONAL DEVELOPMENT

Indian Institute of Management (IIM)

- MBA Equivalent in IT, Strategy & Operations.

Anna University

- Master of Engineering in Applied Electronics

Sri Krishna Devaraya University

- Bachelor of Engineering in Electrical & Electronics

PROFESSIONAL ASSOCIATIONS & EDUCATION

- ♦ Association of International Product Marketing & Management (<https://certificates.aipmm.com/33z065gj>) Till May2018.
- ♦ Active member in AMBA – Association of MBA's.
- ♦ Member of IEEE Association – IEEE Senior Member & IEEE TEMS Vice Chair
- ♦ Member of ATMAE-The Association of Technology, Management, and Applied Engineering
- ♦ Member of International Association of Engineers

OTHER QUALIFICATIONS IN EDUCATION

- ♦ Post Graduate Honors Diploma in Computer Applications – 2 Years
- ♦ Honors Diploma in Electronics & Hardware Engineering. – 1Year

NOTABLE ACHIEVEMENT OR AWARDS

- ♦ Consistently achieved a 100% club from the past two years at IBM helping the US National Market customers to achieve their ROI on their Digital Transformation investments in the Mid-West Region.
- ♦ Titan Gold award for Digital Supply Chain Innovation and Titan Silver Award for Digital Transformations for the year 2025
- ♦ Multi Disciplinary Research and International Award 2025– Universal Innovators <https://icicc-conf.com/uila25>
- ♦ ElevateX – Emerging Innovator Year award 2025 - <https://www.icain-conf.com/awardees>
- ♦ Robotics & AI Innovation Award for 2025 - <https://www.iccn.co.uk/Awardees>

- ♦ Manufacturing & Industry 4.0 Aware 2025 - <https://www.icdpcn-conf.com/fusion-awards>
- ♦ Got Recognition as a liaison in US National Markets MidWest for latest technologies like Quantum Computing.
- ♦ At Siemens Digital Factory – has created a new product for Supplier Collaboration helping the OEMs and Tier1 Companies collaborate their Engineering Workflows saving billions of dollars as well as time to market.
- ♦ At Microsoft – as a program architect able to achieve 8\$ per console saving on XBOX pre-manufacturing costs by defining the contract manufacturing collaboration with innovative technique of including Design aspect into Supply Chain (Early Design Management and Supplier Collaboration).
- ♦ At Microsoft – Played crucial role of Portfolio Architect in Microsoft-Nokia merger successfully driving XBOX and Microsoft Mobiles Manufacturing in Nokia Factories across the world.
- ♦ Project excellence awards for critical project deliverables to the Business at Microsoft – 2011,12,14
- ♦ Trusted Business Partner awards for two times from Microsoft, IEB – 2012, 14.
- ♦ Technology innovation award winner from Industry Week Magazine for year 2006-07.
- ♦ Research Papers presented at multiple competitions and at multiple times at University Level.
- ♦ At UGS/Siemens/EDS/Mphasis – As a Delivery Lead, helped the Automotive companies like GM/Ford/Chrysler in automating their manufacturing execution from the factories potentially decreasing the time to market from six months to a single day.

PATENTS & SCHOLARLY PUBLICATIONS

- ♦ My **Journal Publications & Research** on Technology and Closed Loop Manufacturing are published in my ORCID and Google Scholar
- ♦ **Textbook:** Ai And Ethics: Navigating The Moral Maze of Machine Intelligence ISBN: 978-93-490-9279-2
- ♦ **Textbook:** Quantum Computing: Theory And Applications ISBN: 978-93-49757-46-2
- ♦ **Textbook:** The Internet of Things (Iot) For Engineers: Design, Build, And Innovate ISBN: 978-93-486-8468-4
- ♦ **Patent:** An Automatic Detection And Classification Of Coronary Artery Plaque And Stenosis In Coronary Ct Angiography Using Recurrent CNN (Publication# IN202541039011)
- ♦ **Patent:** Method and System for Quantum Computing using Superconducting Qubits (Publication # 202541087265)
- ♦ **Patent:** Quantum Computing System and Method for Solving Complex Optimization Problems (Publication # 202541053196)

INDEPENDENT RESEARCH PROFILE, MEDIA RECOGNITION & INVENTIONS

- ♦ Google Scholar - <https://scholar.google.com/citations?user=QRff1TwAAAAJ>
- ♦ ORCID - <https://orcid.org/my-orcid?orcid=0009-0009-0613-4863>
- ♦ Research Gate - <https://www.researchgate.net/profile/Sathish-Anumula>
- ♦ Personal Website - <https://sathishkrishna.com>
- ♦ Personal Github - <https://github.com/krishnasathish>
- ♦ LinkedIn - <https://www.linkedin.com/in/sathishkrishna>