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P&L Management • Client Relationship Management • Global Outsourcing & Delivery •
IT/BPO Business Development • CXO Communication & Negotiation

Fortune 500 Leader and P&L Management Experience: I have been fortunate to enjoy a fast-track career with Infosys and with Capgemini.

I currently manage delivery for Sogeti USA's largest business region representing \$100MM annual revenue across multiple clients and multiple industries. I joined Capgemini in 2009 as delivery director for the Sogeti USA northeast region, and was promoted to VP delivery for Sogeti USA east region in 2011.

At Infosys, I was fortunate to participate in a tremendous 70-fold growth phase at the company during a span of ten years from 1999-2009. It provided me an opportunity to take on roles of increasing responsibility and the last portfolio I managed at Infosys was \$11.8MM annual revenue and 150+ people. I've managed portfolios for Citigroup, Capital One, Northern Trust, Royal Bank of Canada, DHL, GMO LLC, and Staples.

Progressive Career Track: Software Developer, Analyst, Project Manager, Client Partner, VP.

15+ Years of Global Outsourcing Experience: I currently manage delivery across 850+ FTE consisting of Sogeti USA employees, group resources and contractors. Approximately 60% of my team is located offshore in Mumbai, Bangalore, Hyderabad and Sao Paulo. At Infosys, my teams were spread across various offshore locations in India, Mexico and China. I helped setup the Infosys Canada Development Center in Toronto.

I've lived and worked in multiple cities across the United States, Canada, Europe, India and Malaysia. I have experience managing delivery across multiple cultures and styles. I am an avid traveler.

Client Relationship: My goal is to always deliver the best possible value to a client in the context of being able to create a successful business for myself. My teams consistently receive high satisfaction ratings from customers. Building win-win strategies with the client and with internal stakeholders has been the crux of our success. I excel at CXO relationship sales and do well in tough client negotiations. I have a hands-on work style and am comfortable interacting across multiple levels in an organization.

SELECTED ACHIEVEMENTS AND SKILLS

- ❑ **Successfully led sales for the largest Microsoft Azure implementation globally.** Led a six-month long pursuit and won a \$7MM greenfield custom development project on Microsoft Azure cloud for a 70-person globally distributed team. Post closure, oversaw execution of the project as part of my delivery portfolio.
- ❑ **Achieved margin growth of 360 basis points for an \$86MM portfolio in 2012.** Achieved this by growing our share of high-margin projects by 11%, identified key team members and executed retention plans for them, improved client satisfaction scores and bill rates and doubled our India headcount. Sogeti Elite Club winner for 2011 and 2012.
- ❑ **Reversed decline in Northeast P&L. Delivered YOY growth in GOP and Revenue,** making Northeast the only P&L to do so within East Region in 2010.
- ❑ **Orchestrated turnaround of diverse portfolio, more than doubling annual revenue to \$11.8 million.** Managed Infosys' portfolio of work across Capital One's Quality Services, Data Management, United

Kingdom IT, Corporate Solutions and Global Finance divisions (2007-2008). Gained market share from competitors and reduced Capital One's TCO more than 30% during this time through process savings, combining disparate workloads, increased offshore mix, and reducing cost overheads.

- ❑ **Proposed and won 3-year \$20MM ETL deal that cut client consulting spend by 20% in Year 1.** Farming-type sale based on experience in the account and familiarity with the work content. Developed new service cost model based on ETL work item characteristics. Consolidated staffing teams from Capital One, Infosys, IBM and Wipro into an Infosys managed services pool and significantly increased offshore leverage. Client consulting spend went down 20% in year 1, and Infosys improved revenue and margin.
- ❑ **Project-managed Canada's first online business banking product (2001-2005).** Successfully sold and delivered Royal Bank of Canada's web cash management platform (<https://www4.rbc.com/nj00-wcm>). The first phase was delivered within severe time constraints and in a complex business environment in 2002. RBC Express is a flagship product for RBC and by 2005 it was yielding \$5MM annual revenue for Infosys.
- ❑ **Won excellence award as a developer analyst in 1999.** This award was in recognition of initiative taken and quality of work produced. I proactively rewrote a DHL global repository DLL that read courier-handheld-devices, in order to fix a stability issue I was having with my custom code.

CAREER OVERVIEW

- ❑ **Capgemini Sogeti USA LLC** – 2009-Present (Vice President 2011-Present / Director 2009-2010)
- ❑ **Infosys Technologies Limited** 1999-2009
 - Citigroup Inc. – Senior Program Manager 2008-2009
 - Capital One Financial – Senior Program Manager / Line of Business Manager 2007-2008
 - Northern Trust Corporation – Account Manager 2005-2007
 - Royal Bank of Canada – Senior Project Manager 2001-2005
 - GMO LLC & Staples Inc. – Project Manager 2000-2001
 - DHL – Analyst and Developer 1999-2000
- ❑ **NIIT Ltd. and others** – Developer 1995-1997
- ❑ **Academics**
 - MBA (Honors Roll), 1997-1999 from Indian Institute of Management (IIM) Lucknow.
 - Computer Science Engineer (Honors Roll), 1991-1995.
 - GRE 800/800 in Analytical Ability and 800/800 in Quantitative Reasoning.

Authorized to work for any client in the USA (citizen), Canada (citizen) and India (OCI).