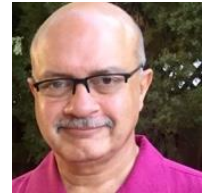


**Summary**

**Krish brings 30+ years of consulting and industry experience in designing and leading transformative business engagements.**



Krish's domain experience spans multiple functions including Procure to Pay, Order to Cash, Supply Chain, Sales Operations, and IT Management. He has led global diversified teams and customers benefit from his unique blend of business and IT skills and experience

**Consulting Areas**

- Business & IT alignment
- Enterprise Software
- MDM, Order 2 Cash
- Procurement
- Sales Operations
- Global Outsourcing

**Expertise**

- Procure to Pay
- Sales Operations
- Master Data Management
- Quote to Cash
- Analytics
- Multi party negotiations
- Team Building & Performance Optimization
- Organizational Change Management

**Industry Verticals Served**

Software, Financial Services, Utilities, Higher Education

**Representative Experiences**

- ***Transformational MDM Services*** – Led the enterprise-wide MDM process improvement program for ACI a global \$1.4 billion provider of payment software. Scope included the revamp of processes and applications streamlining of the data processes including the establishment of a corporate governance program, identification and deployment of monetization programs, integration of the data streams from acquired organizations and deployment of analytics initiatives.
- ***Quote to Cash Program Management*** – Led the enterprise-wide Quote to Cash process improvement program for Siebel, a global multibillion provider of Customer Relationship Management software organization. Scope included the revamp of processes and applications streamlining of the finance, sales manufacturing operations and legal review process and integration of the sales and finance systems.
- ***Procure to Pay Program Management*** – Led the enterprise wide Procure to Pay process improvement program for Apollo Education Group, a global multi billion higher education organization. Scope included the revamp of processes and applications streamlining of the sourcing and procurement processes, evaluation and implementation of invoicing and contract management tools and the evaluation of savings opportunities in existing contracts

**Recent Clients**

KLA Tencor, Illumina, Hilti, Netapp

**Past Employers**

Ernst & Young, Siebel, Oracle, ACI, TCS, Indus International, Apollo Education Group, Bristlecone

**Education, Training & Certifications**

BCom – University of Madras, MA (Economics) – University of Toledo, MBA – University of Toledo