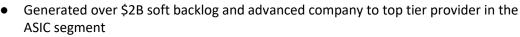


# Naidu Annamaneni

# Associate

# Silicon Valley

**Summary** I am an accomplished digital transformation leader responsible for defining and delivering the IT strategy and operational capabilities across a high-tech company. Transformed the twenty-year-old company from legacy on premise applications and IT infrastructure to a cloud native company with lower TCO.



 Grew customer base to 22,000 supermarkets globally increasing revenue from \$50M to \$300M in four years



# **Consulting Areas**

- Cloud Computing
- ERP

- Supply Chain Mgmt
- Global Outsourcing
- Information Technology
- SaaS

#### **Expertise**

- Strategy
- Operations/Manufacturing
- Large-Scale Program Management
- AI/ML

- Software Engineering
- Product Development
- P&L and Budgeting
- Security

- High Performance Compute
- Team Building & Performance Optimization
- Software Architecture
- M&A Integration

# **Industry Verticals Served**

High Tech, Software, Manufacturing, Advertising

# **Representative Experiences**

- Partnered with Google (GCP) and several startups/software companies to become first semiconductor company to run all chip design HPC workloads in public cloud with thousands of cores and peta bytes of storage. Achieved faster design cycles and shorter time to market goals at a lower cost per design. Overall migration is accelerated by 15 months from initial plan. 20% lower TCO. Zero migration cost to eSilicon.
- Initiated Cloud first strategy in 2015 and transformed all on premise business applications (ERP, Manufacturing, SCM, HR, Legal, Marketing, Sales, FP&A), and core infrastructure applications to the SaaS cloud with  $\sim 60\%$  cost reduction
- Implemented systems and processes to meet stringent security requirements from customers and vendors to host their IP worth \$B's in our HPC cloud. Made all systems GDPR compliant.
- Formed a customer advisory board for eSilicon SaaS cloud products called tracker, delivered several releases and helped to create hyper growth BU called manufacturing services.
- Developed AI, IT Ops management system to effectively manage & auto scale compute farm using Big Data, AI, ML, and micro services. Saved \$M's of opex, enabled us to migrate to GCP with lower TCO.
- Partnered with a GSI to set up a software defined data center as a service for massive engineering compute/storage that increased capacity by 20x from on-premise DC's. Avoided 10's of millions of capex investments needed, with opex cost at a fraction of the public cloud offerings. Positioned the company to successfully transition to FinFet.

### **Past Employers**

Inphi, eSilicon Corp, Ride Station, Catalina Marketing, IBM

#### **Education, Training & Certifications**

MS, Computer Science, Florida Atlantic University, Boca Raton

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