

Girish Kapur

██████████ | Aurora | IL 60503

A seasoned Information Management & Technology professional with over 17 years of experience in diverse roles as Pre-Sales, Business Analyst, Solution Architect, Project Management in implementing Global Data Warehouse, Business Analytics, Enterprise Architecture & Reporting, CRM & ERP Applications, AMS, and Business Process Optimization programs. Managed & implemented large global BI Transformation programs across multiple industries such as Oil & Gas, Lifescience & Health Care, Insurance, Technology Media & Telecommunications (TMT), Financial Services, eHospitality, CPG and Public Sector.

CAREER SUMMARY

- Hands on experience in driving entire project life cycle engagements from Pre-Sales, Sales, Resource Planning and Budgeting.
- Extensive experience is responding to Data warehousing and Business Intelligence RFP's, RFI & RFQ using Oracle BI and Hyperion Technologies.
- Extensive experience in BI strategy, roadmap, solution architect, global delivery management, customer data integration strategies and solution design using third party integration tools.
- Experience in setting up offshore delivery centers, defining offshore delivery processes and methodologies.
- Responsible for program/project management, onsite/offshore delivery, people management, account management, and stakeholder management.
- Highly effective in building, developing and mentoring diverse teams and team members.
- Responsible for growing BI Practice that includes Recruiting, Marketing, Networking & People Management.
- Authored and Co-Authored Whitepapers, Presentations, and Point of Views in area of Oracle Business Intelligence and Hyperion.
- International management / IT experience with organizations in North America, Europe, and Asia-Pacific.

EMPLOYMENT HISTORY

Innstra Inc | **Information Delivery Practice Leader** | September 2004 - Present
TEKSystem Global Services | **Sr. Manager, BI Practice Area Leader** | October 2013 – September 2014
Deloitte Consulting | **Manager, Information Management** | January 2010 – October 2013
Business & Decision | **Manager, BI, CRM & MDM Practice** | March 2008 – January 2010
ObjectWin Technology Inc | **Sr. Principal Consultant, Business Intelligence** | January 2004 – March 2008
Ajilon Consulting | **Business Analysts, CRM Analytics** | August 2003 – December 2004
OptimosInc | **Business Analysts, CRM Application & Analytics** | March 2003 – August 2003
PricewaterhouseCoopers | **Sr. Consultant, CRM Application & Analytics** | September 2000 – March 2003
Aces International | **Consultant, CRM Application** | March 1999 – September 2000
Brittanic Software Services (UK) Ltd | **Oracle Consultant** | February 1997 – February 1999
RDM India Ltd | **Programmer Analysts** | August 1995 – February 1997

SELECTED HIGHLIGHTS

Innstra Inc, Chicago, IL

(September 2014 – Present)

- Leading and Managing Information Delivery Transformation Practice (Data Warehouse, Big Data, Hyperion, SSRS, BI & Analytics)
- Develop strategy-aligned, technology enabled information services platforms across all functional and business processes; optimize the combination of shared services, outsourcing, offshoring, and /or global business services.
- Managed a team of Pre-Sales and Sales to respond to RFP, RFI, and RFQ along with budgeting & resource planning for clients.
- Lead multiple key accounts and Information Delivery Transformation engagements using Custom & Oracle Business Intelligence Application, integration with Oracle EBS, JD Edwards, PeopleSoft ERP

application, CRM, Hyperion, Informatica, DataStage, Attunity and custom data sources, responsible for managing onsite / offshore teams to deliver projects on time and on budget.

- Engaged in recruitment process that included coaching, mentoring and actively participating in the performance evaluation process of consultants in the Practice

TEKSystems Global Services (TGS), Chicago, IL

(October 2013 – September 2014)

- Lead Information Management and Analytics practice for central region and doubled the client based and indirect annual revenues.
- Managed a team of Pre-Sales and Sales to respond to RFP, RFI, and RFQ along with budgeting & resource planning for clients.
- Managed key accounts and advised them on overall BI Strategy & roadmap, BI Maturity Assessment Model, Data Management & Governance, Enterprise Reporting for BI Transformations impacting people, process & technology.
- Lead multiple accounts and BI engagements using Oracle Business Intelligence Application, integration with Oracle and PeopleSoft ERP application and custom data sources, responsible for managing onsite / offshore team to deliver projects on time and on budget.
- Actively engaged in recruitment process that included coaching, mentoring and actively participating in the performance evaluation process of consultants in the Practice
- Contribute to the development/enhancement of TGS BI methodologies and Practice strategy to increase TGS foot print.

Deloitte Consulting, Chicago, IL

(January 2010 – October 2013)

- Managed and lead multiple full life cycle implementation of Oracle Business Intelligence Applications that includes various modules such as Financial Analytics (GL, AP, AR), Procurement & Spend Analytics, Supply Chain and Order Management Analytics, Project Analytics, Human Resources Analytics, EAM Analytics & Custom Analytics using source data from Oracle, PeopleSoft and JD Edwards ERP Applications, Hyperion, CRM and other custom data sources.
- Strong domain expertise in Oil & Gas, Health Care, TMT (Technology, Media & Telecommunications) and Financial Services Industry.
- Key member of Deloitte Oracle BI Technology Black Belt group that is responsible for leading efforts related to Oracle BI Application and Hyperion.
- Develop multiple POV's, POC's, white papers and training materials for Deloitte Practitioner and participated, presented and developed key Business Intelligence accelerators and IP's
- Key member of Oracle BI Sales team engaged as Oracle BI SME to provide end-to-end solutions in response to RFP, RFQ and RFI. Lead multiple Business Intelligence and Data warehouse RFP's, average value of RFP's was between \$1 million to \$2.5 million. Helped in growing client engagement by indirect sales.
- Key member of recruitment process that included coaching, mentoring and actively participating in the performance evaluation process of consultants in the Practice
- Engaged with local Deloitte community of professional network and attended networking events and business related social events.
- For a leading supplier of automatic test equipment for a semiconductor industry with operations in North America, AMEA and Asia-Pacific - managed analytics team to implement multi-source BI Transformation engagement with global rollouts.
- For a leading supplier of biopharmaceutical health care services - managed analytics team to perform assessment of existing Oracle BI Implementation, developed enterprise wide BI strategy, roadmap, maturity model and recommended improvements in area of people, process and technology.
- For a leading global foodservice retail chain with over 34,000 local restaurants - managed onsite and offshore team of data integration to build interface between Oracle BI DW and custom data sources. Developed strategy and process around change data capture from multiple data sources to Oracle BI DW.
- For a leading global Oil & Gas Infrastructure provider - managed analytics team (functional and technical) to implement Financial Analytics and Procurement & Spend Analytics Modules. Define data integration process and flow with Hyperion application and Essbase Cubes. Designed and standardized key financial reports for e.g. Trial Balance, Balance Sheet, Cash Flow etc. using multiple currency and ledgers.

- For a leading Oil & Gas provider- managed analytics team to implement Financial Analytics module (GL, AP & AR) with Oracle ERP, Hyperion and custom data sources.
- For a leading Canadian Health Care provider - managed onsite & offshore technical team to implement Financial and Procurement & Spend Analytics for more than 6500 users. Provided end-to-end BI Solution using Oracle ERP as key source. Advice client on hardware sizing, capacity planning and performance tuning.
- For Department of Public Instruction (public sector) - managed, design and develop custom solution using Oracle Business Intelligence platform on eScholar Data Model.
- For a leading consumer dairy product producer - managed team of analysts to perform discovery & assessment phase gathered business scenario, used case and reporting requirement. Developed overall BI strategy, roadmap, framework that fits with their ERP program landscape.

Business & Decision Inc, Chicago, IL

(March 2008 – January 2010)

- Lead multiple Oracle BI/DW, CRM and MDM engagements using Oracle Business Intelligence Applications (Oracle BI Apps), Marketing Analytics, Siebel CRM, Orchestra Networks (MDM) and custom analytics.
- Lead and managed Pre-Sales, Sales team to respond to RFP's in areas of Business Intelligence, CRM and Master Data Management.
- Engaged in setting up alliance partnership with Oracle, Informatica and Orchestra Networks.
- Engaged in setting up offshore delivery model, processes and standards for Oracle BI and MDM practice
- Key member of recruitment team and actively involved in coaching, mentoring , and performance evaluation process
- For a leading commercial bank in Canada - managed, design and developed MDM solution using EBX Platform from Orchestra Networks and Integrated MDM solution with custom Oracle Business Intelligence Reporting Platform.
- For a leading IT Service Provider - managed analytics team to implement custom analytics solution using Oracle Business Intelligence platform and Teradata Enterprise Data Warehouse Model.

TOOL & SYSTEM EXPERIENCE

BI/DW/ETL: Oracle BI EE plus 10g, 11g; Oracle Business Intelligence Applications ; EDW; Siebel Analytics; Hyperion Essbase cubes; DRM; BI Publisher; Primavera P6; MicroStrategy; Qlik View; Tableau; Informatica; ODI and DAC

On Demand Application: Oracle CRM On Demand; Oracle CRM On Demand Analytics

Cloud Application: Oracle Cloud Analytics, Salesforce.com

Database Platforms: Microsoft SQL Server; Oracle Database; Microsoft Access; Teradata; IBM DB2 UDB

General Tools: MS Project Server 2003, SharePoint, MS Visio, MS Office, PowerPoint, Excel, Project

Data Modeling Tool: Erwin 4.1.4; Erwin 7.x and Sphire5; Enterprise Architect

MDM Tool: EBX Platform (Orchestra Networks)

Database Tool: Toad 7.6 Professional; Toad 9.x Professional; SQL Developer

Testing Tools: Test Director (Test Management Tool), Quick Test Pro, Win Runner and Load Runner.

Methodologies: Rapid Application Development, Configuration Management, Release Management, Software Development, Data Warehousing, Siebel /Oracle SDLC methodologies and best practices, Training, Support and Testing.

EDUCATION, TRAINING AND CERTIFICATIONS

Education:

Bachelor of Arts, **Economics and Political Sciences** from Delhi University (India)

Post - Graduation in **Computer Application and Software Eng.**, from TULEC (India)

Training & Certifications:

- SIEBEL 99, SIEBEL 2000, Siebel Marketing & Analytics, Siebel Analytics, SIEBEL 7 Core Consultant Course at SIEBEL University and PwC Consulting Training Center. (USA)
- SIEBEL 7 **Core Consultant Certified** from SIEBEL University (USA)
- Documentum Administrator Training
- EBX Platform (MDM) from Orchestra Networks.

- Oracle Business Intelligence Enterprise Edition (Advance)
- Project Management Program (Deloitte Consulting)
- Siebel 7 (Consultant Exam), Siebel 2000 (Core Exam)

PRESENTATIONS/ WHITEPAPERS

- Overview of Oracle BI Data Administration Console (DAC)
- Automate Oracle BI Data Administration Console (DAC) for Performance Tuning
- Overview of Oracle 11g.
- POV on Oracle BI- EPM Integrated Reporting Platform
- POV on Oracle BI Usage Tracking
- POC on Integration of OBIA Repository with Essbase cubes.
- Accelerator - Oracle BI Playbook for (Oil & Gas, HealthCare and Insurance).
- Accelerator - Oracle BIA Playbook for (All OBIA Application Module).

COMMUNITY INVOLVEMENT

- Volunteer, Feed My Starving Children
- Volunteer, Venkatesh (Baba ji) Temple of Aurora
- Volunteer and Committee Member, Sai Baba Temple of Aurora
- Committee Lead Media & Communication, Shri Dwarkamai Vidyapeeth (Midwest Chapter)
- Volunteer, 308 School District (participate in School activities)