

Ashutosh Tewari

LinkedIn: <https://www.linkedin.com/in/ashutoshtewari/>



Summary

Mid Management Professional with experience in Project Management, Procurement, Consulting and ITES.

Handled critical international and domestic projects across the US, Europe, APAC and Middle East regions. Responsible for Procurement Spend exceeding USD 100 Million and achieved savings in the region of 12-45%. Valued for leading highly complex multi-site sourcing initiatives using progressive strategic sourcing methods adaptable to each unique business situation.

PGDBA in General Management and a Bachelor's degree in Computer Science. Fluent in English and Hindi. Proficient in MS Office and various eSourcing solutions, with strong problem solving and analytical skills.

Key Skills: Strategic Sourcing and Procurement, eSourcing, Vendor Management, Low Cost Country Sourcing, Consulting, Project and People Management, Adoption and Change Management

Work Experience

1

Independent Consultant – Self Employed – August 2019 till date

Have taken multiple freelance engagements with Start-ups, Manufacturing organisations and large scale global MNCs.

Primary areas of engagement have been:

Start-ups (Early stage) / Product Management: Supported multiple early-stage startups in Ideation, pitch preparation, GTM strategy.

- Engaged with a Sweden based Procurement consulting company in defining the product scope and roadmap for a Blockchain based Vendor management solution. Further engaged by them for working out the deployment strategy including identification of the right implementation partner.
- Engaged with an Indian tech start up in defining the product strategy for an AI based enterprise health care management solution.

Start-ups (Early traction) / Value Engineering: Supported a Pune based early traction manufacturing organisation in

- Identifying the critical demand side supply chain issues
- Built a value proposition for the potential customers
- Pitch deck preparation and fund raising
- Implementation of cloud ERP

Large scale Global MNC / Value Realisation: Currently engaged with a US based global food conglomerate for the following

- Identification and definition of the Value Realisation metrics for the Global Sourcing Solutions team
- Review of the As-Is Procurement technology landscape
- Definition of the To-Be Procurement technology landscape based on global best practices
- Redefining the delivery mode of the existing Global Sourcing Solutions team

2**itelligence Software Solutions – Senior Manager (Cloud Delivery) – September 2017 till July 2019**

About itelligence Group: [itelligence](#) is a 100% subsidiary of NTT Data Corporation. It is a leading SAP Platinum Partner and an international full-service provider with over 25 years' experience employs over 5,600 highly qualified employees in 24 countries and in five regions.

Roles and Responsibility:

- Engage with customer's procurement and IT team to understand and translate customer objectives and requirements into solution definition.
- Analyze existing customer landscape and processes to architect SAP Ariba based procurement solutions to optimize customer procurement processes and savings.
- Evaluate and recommend the best-fit solution options for Ariba implementation, recommend the best integration options to integrate Ariba with existing enterprise application.
- Lead the Requirements Gathering and Solution Planning workshops, and the Blue Printing sessions
- Drive the Design / Configuration, Testing and cut-over phases.
- Develop cut-over plans, develop Transition Plans to transition services into on-going delivery model.
- Provide consultation and engage with key customer procurement resources during roll-out of Ariba procurement solutions, including supplier on-boarding.

Achievements:

- Involved in Solutioning followed by successful deployment of Ariba Sourcing module in Kuwait based conglomerate in four weeks.
- Lead Pre-Sales initiative and closed the deal for multiple Ariba projects in Middle East, Europe and India.

3**Ooredoo Group – Manager (Systems and Knowledge) – Dec 2014 till June 2017**

About Ooredoo Group: With firm roots in Qatar, [Ooredoo](#) is an international integrated communications company that has embarked on a transformation from being a one-country operator in 2005 to a diverse integrated entity with business interests in 17 countries in the Middle East, the Indian Subcontinent and Asia Pacific serving more than 110 million customers. The Ooredoo Group is committed to expansion in line with the company's strategic visions. The company is listed on the Doha Securities Market, Abu Dhabi Securities Market, and Bahrain Stock Exchange and has a GDR listing at the London Stock Exchange.

Ooredoo Group is the management services company driving growth for the Ooredoo Group and leading it towards its vision. Ooredoo Group was established in February 2008; its role is to perform headquarter, leadership and management functions for the Ooredoo Group's expanding international operations. Ooredoo Group is also charged with seeking synergies and generating value.

Roles and Responsibility:

- **Lead the adoption of the Spend Management Solution (PEARL SRM)**
 - Ensure availability and usage of Group-wide integrated and cost-effective systems, tools and knowledge base to support sourcing activities / processes and increase their efficiency.
 - Collects user requirements to define system capabilities to further update and refine configurations for all systems used by Group Strategic Sourcing, including, spend management (i.e. spend analysis, e-sourcing, supplier relationship management and contract management).
 - Proposing adoption targets, objectives and measurements for both Group Strategic Sourcing and OpCos.
- **Spend analysis**
 - Ensures availability and usage of the spend cube to support sourcing activities on key categories
 - Co-ordinate collection and validation of purchase data from Group OpCos for consolidation into the spend cube
 - Supports the Group category sourcing teams through ad-hoc analysis on category spend data
- **e-Sourcing**
 - Develop and implement process template modification as applicable to map business requirements at regional/ category level
 - Provide guidance on conducting sourcing projects and conduct knowledge sharing sessions on specific topics as identified to enable team to conduct sourcing projects
 - Develop custom analytical reports

- **Contract Management**
 - Design and implement Contracts process template modifications as applicable to map business requirements at regional/ category level
 - Provide guidance and conduct knowledge sharing sessions on contract management
 - Support in uploading legacy contracts
 - Develop custom analytical reports
- **Supplier Performance Management**
 - Design and implement SIPM process template modifications as applicable to map business requirements at regional/ category level
 - Maintains the supplier data base and make sure the supplier onboarding process is up to date
 - Provide guidance on conducting performance projects and conduct knowledge sharing sessions on specific topics as identified to enable team to conducting surveys and performance reports
- **Program, Change and Knowledge Management**
 - Coordinate implementation of the SRM systems serving the needs of Group and OpCo sourcing, legal and end-users in co-operation with stakeholder at Group and OpCo level
 - Development of a communication/education guideline for Ooredoo's SRM and spend management suite
 - Defining activities to achieve adoption targets (training, event support) and proposing timeline
 - Develops the Knowledge Management system taking into account the sensitivity of information
 - Facilitates sharing of best practices with OpCos and other Group functions
 - Conduct knowledge sharing sessions
 - Coordinates with category sourcing teams and local sourcing teams to integrate systems with suppliers and provide supplier training on spend management solutions

Achievements:

- Rolled out the SRM solution at Ooredoo Group and all ten OpCos
- Created Best Practice Centre for group wide knowledge sharing
- Initiated a Spend Data Quality improvement initiative with IBM Emptoris to improve the spend classification accuracy
- Initiated a study for evaluation of an integrated Source to Settlement solution for more streamlined information flow between S2C (Source to Contract) and P2P (Procure to Pay) solutions

4 OnProcess Technology – Principal Consultant – Aug 2012 till Nov 2014

About OnProcess Technology: [OnProcess Technology](#) provides service supply chain optimization and customer experience management services to some of the world's leading technology companies; giving them visibility into, control of, and actionable data-driven insights from, their service supply chain and customer experience processes.

Roles and Responsibility:

- Opportunity assessment and identification of key sourcing categories for potential clients
- Driving end to end Strategic Sourcing and Adoption Management projects for Domestic and International clients
- Key Responsibilities
 - Procurement Technologies enablement (eRFx/ eAuction/ Compliance/ Spend Management)
 - Building Total Cost of ownership and providing effective supply chain solutions
- Proactively involved with the Business Development team in opportunity assessment
- Worked in the following engagements -
 - Direct (10 categories)and Indirect Sourcing (16 categories) for a major hotel chain in UK
 - Indirect Sourcing (Transportation, IT Services) for a major IT services company in India
 - Sourcing Transformation for three companies a diversified group based in South Asia
 - Adoption and Change Management services for a major telecom company in the Middle East

Achievements:

- Handled a spend of more than USD 42 million and achieved realized savings of ~06-35% across various categories for a UK based client
- Streamlined the contract formulation and vendor selection process for a major client in Asia
- Successfully planned and delivered an adoption management solution across 5 countries

5**Lodha Group – AGM Procurement – Nov 2010 till July 2012**

About Lodha Group: [Lodha Group](#) is India's #1 premier real estate developer. The Group is currently developing in excess of 30 million sq ft of prime real estate, over 27 projects in and around Mumbai, from Napean Sea Road to Dombivali. In FY 2010-11, the group had sales of over Rs. 6500 cr (USD 1.4 billion) making it the largest real estate developer in the country.

Roles and Responsibility:

- Direct Sourcing: Category (MEP)
 - As the category manager was responsible for end to end procurement cycle management
 - Worked with multiple inter-department teams (Scheduling, Design, Cost Management, Construction Management) and vendors through the entire RFP cycle
 - Evaluated multiple value engineering options and formulated guidelines to streamline the procurement process
- Indirect Sourcing (Admin / FM / IT)
 - Was part of two member Non-Construction Procurement Team
 - Key responsibilities included Material and Services procurement, Identifying and implementing long term contracts for categories with frequent requirement
 - Key categories included Travel, Housekeeping, Stationary, MEP Services, AMC Management for equipments, IT Hardware and peripheral devices

Achievements:

- Handled a spend of more than INR 100 Cr. and showed realized savings of ~12-35% across various categories
- Reverse Auction of 180 units for multiple projects -
 - S+8 elevators: Finalized at 17% higher than 2009 prices in spite of heavy inflation in steel
 - S+19 elevators: Changed sourcing to Indian brand
 - Finalized price at a 35 % discount to imported elevator (Incumbent) prices
 - Avoided possible forex impact on order value of USD 1 million
 - Devised Tax-Optimised solutions to reduce overall payout
- Part of the Capital and Expense budgeting & forecasting team that assesses, tracks and reports costs to management
- Ensured effective contract formulation and vendor selection
- Effectively negotiated SLAs which effectively increased efficiency and productivity for the company
- Mid Rise elevators: Was able to beat inflationary pressures in cost by maintaining pricing

6**Global eProcure (GEP) – Consultant (Strategic Sourcing & Procurement) – Dec 2008 to Nov 2010**

About Global eProcure: [GEP](#) is a US based full service sourcing and procurement firm that focuses on a company's end-to-end procurement needs, with clients in North America, Europe, Latin America and Asia Pacific. GEP helps clients with their overall procurement transformation and execution of strategic sourcing through sourcing professionals and category experts in direct and indirect categories.

Roles and Responsibility:

- Developed Right Strategies for substantial and sustained Cost reduction
- Optimised the total cost of ownership while enhancing business value through Strategic cost reduction
- Key Responsibilities
 - Low Cost Country Sourcing (LCCS)
 - Procurement Technologies enablement (eRFX/ eAuction/ eCompliance)
 - Building Total Cost of ownership and providing effective supply chain solutions
- Worked in the following engagements -
 - Direct Sourcing (Category: MRO Sourcing) (Data Analysis)
 - Indirect Sourcing (Category: Lab Supplies) (Compliance Management & sourcing)
 - eAuction for Industrial Uniforms (Supplier Identification & Auction management)
 - Direct Sourcing (Category: Ingredients/ Food Colors/ Food Chemicals)
 - Direct Sourcing for a major Lab Supplier Company (Category: Plastics)

Achievements:

- Total Spend handled – USD 60Million
- Delivered significant savings (~12-45%) across all Direct Categories
- Introduced and evaluated various LCCS options from China, Korea, Vietnam and Thailand for various components to reduce cost for the client

- Strategized for optimum usage of e-Auctions and e-Procurement tools
- Successful transition of two procurement projects from Pilot to Go-Live. This resulted in the client saving significant time and cost.
- Streamlining and automation of Compliance Management workflow for a major client in the Pharmaceutical sector client
- Successful completion of auction for a chief client from the Oil & Gas sector resulting in savings of 34%
- Worked with Technology Team on an Opportunity Assessment module for the eRFx Tool

7 Universal Consulting - Business Analyst - Nov 2007 to Nov 2008

About Universal Consulting: [Universal Consulting \(Strategic Partner of LEK Consulting\)](#) is a Mumbai based leading strategy consulting firm which advises Indian and international clients on variety of industries on strategic issues such as logistics and supply chain management, process improvement, business entry, growth and expansion strategy.

Roles and Responsibility:

- Was responsible for client needs assessment and monitoring across teams. Client relationship management and Quality Assurance of the client deliverable
- Worked in the following engagements -
 - Developed product strategy for a leading financial services company for entering the unsecured loan market
 - India entry strategy for a leading international HVAC company
 - Defining the product strategy for a major Indian Tiles manufacturing company
 - Organization restructuring for a well established Indian Heavy Engineering company

8 Aon Hewitt - Information Systems Analyst - May 2005 to July 2006

About Aon Hewitt: [Aon Hewitt](#) is the global leader in human capital consulting and outsourcing solutions. The company partners with organizations to solve their most complex benefits, talent and related financial challenges, and improve business performance. Aon Hewitt has more than 30,000 professionals in 120 countries.

Roles and Responsibility:

- Worked in the Pilot Team for Client Technology Centre (CTC) of Information Systems Technology Service Centre providing technology support for Aon Hewitt's clients
- Incidence Management:
 - Allocated unresolved incidents to the appropriate support teams
 - Monitored, tracked and reviewed the progress of an incident and kept the customer informed
 - Closing incidents and confirmed customer satisfaction post-closure
- Managed IT requests submitted by customers – initial review and evaluation of the request, allocation to the appropriate service provider, review of the progress of the request and communication to customers

9 Wipro BPO Private Limited - Technical Associate - June 2003 to September 2004

About Wipro BPO: [Wipro Business Process Outsourcing \(BPO\)](#) is a leading provider of BPO services focusing on the complex, voice and non-voice based segment of customer-care services. Services are provided from delivery centres in North America, Central and Eastern Europe, India, China and Latin America.

Roles and Responsibility:

- Troubleshooting all internet connection related issues for US- based customers of a leading North American ISP
- Training and reviewing the performance of all new hires within the team

Qualifications

CERTIFICATE / DEGREE	INSTITUTE / UNIVERSITY	YEAR
PGDBA (General Management)	Indo- German Training Center (Mumbai Campus)	2008
B.Sc (Comp Sc, Psychology, Maths)	University of Allahabad	2003
12 th	Boys High School & College, Allahabad (ICSE Board)	1998
10 th	Boys High School & College, Allahabad (ICSE Board)	1996