

# Speaker Profiles

**Microsoft**

Microsoft Corporation (India) Pvt. Ltd.  
DLF Cyber Greens, 9th Floor, Tower A, DLF Cyber City, Sector 25A, Gurgaon - 122 002

**LEADERSHIP  
CONCLAVE**   
IT = India Time

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## Agenda

Day 1, Wednesday, April 23, 2008

<b>12:00 - 3:00 pm</b>	<b>Registrations, lunch</b>
<b>3:30 - 6:00 pm</b>	30 min: <b>IT: India Time, Welcome and Introduction</b> Neelam Dhawan, Managing Director, Microsoft Corporation (India)
	2hrs: <b>India Enterprise 2.0: Grow or Go</b> Jehangir Pocha, Editor, Business World Prasoon Joshi, Executive Chairman, Regional Executive Creative Director, McCann Erickson- Asia Pacific
<b>6:30 pm</b>	<b>Solution Cafes:</b> HCL Tech, Wipro, KPMG, Microsoft
<b>8:00 pm</b>	<b>Music:</b> Live Concert by Indian Ocean
<b>9:00 pm</b>	<b>Dinner</b> "Coffee Dialogue" requests for Day 2 Breakfast

Day 2, Thursday April 24, 2008

<b>8:00 am</b>	<b>Coffee/Breakfast Dialogues</b> 1:1 with Microsoft Executives or Meet Your Peers
<b>9:00 am</b>	<b>Growing the Enterprise: Microsoft 2008</b> Tarun Gulati, Business and Marketing Officer, Microsoft India
<b>10:30 am</b>	<b>Tea Break</b>
<b>10:45 am</b>	<b>Aiding Strategy-Emerging role of the Chief Insights Officer</b> Alain Crozier, Chief Finance Officer, Microsoft Corporation
<b>11:30 am</b>	<b>From Information to Insights: A case study</b> N Sridhar, CFO, Future Capital Holdings
<b>12:15 pm</b>	<b>No second chance: IT governance and CIO accountability</b> Pavan Duggal, Attorney David Nicoll, Group CIO-WPP group
<b>1:00 pm</b>	<b>Lunch</b>
<b>2:00 pm</b>	<b>Manufacturing, BFSI, IT/ITES, BI - Solutions Cafe</b>
<b>4:00 pm</b>	<b>Strategy and Win:</b> chess with Viswanathan Anand Desert adventure: 4x4 sand dune bashing
<b>8:00 pm</b>	<b>Desert Camp Talk:</b> Preparing to be the global Indian World Chess Champion Viswanathan Anand
<b>9:00 PM</b>	<b>Live Music:</b> The Gypsy Soul

Day 3, Friday, April 25, 2008

<b>8:00 am</b>	<b>Coffee/Breakfast Dialogues</b> 1:1 with Microsoft Executives or Meet Your Peers
<b>9:30 am</b>	<b>Good service is good business: Does your IT deliver</b> Shailesh Grover, Global Head, IT Quality, Barclays Bank
<b>10:15 am</b>	<b>Save Money, Save Planet - Optimizing with Green IT</b> Vijay Ramachandran, Editor, CIO Magazine-India Pallavi Kathuria, Director, Server Business Group, Microsoft Corporation, (India)
<b>11:00 am</b>	<b>Tea Break</b>
<b>11:15 am</b>	<b>Boardroom dynamics: A toolkit for success at the C level</b> R Suresh, Managing Director, Stanton Chase-India
<b>12:00 pm</b>	<b>Microsoft Executive Series: Wrap-Up and Close</b>
<b>1:00 pm</b>	<b>Lunch, sightseeing and shopping/departures</b>

**A. Srinivasan**

Vice President  
Tata Consultancy Services

A. Srinivasan is currently heading the KM initiative for Tata Consultancy Services. His current roles involve design, development, and rollout of a KM system and monitoring the deployment of the KM system.

During his career spanning 20+ years, Srinivasan has been Relationship Manager for several customers worldwide and has managed several engagements in a number of verticals like banking and manufacturing. He was also associated with implementing integrated Quality Management System (iQMS) processes and was instrumental in setting up delivery processes aligning with well-known business excellence frameworks like the Tata Business Excellence Model (TBEM).

The rich experience Srinivasan has gained so far has helped him in developing core competencies in a number of key areas like knowledge management, end-to-end outsourcing, and customer relationship management.

**Dr. Albrecht (Ali) Ferling**

Managing Director, Worldwide Oil and Gas Industries  
Microsoft

Dr. Ali Ferling joined Microsoft in September 2007 and is responsible for Microsoft's growth in the oil and gas segment, including global strategy, solutions, alliances and partnerships.

Dr. Ferling joined Microsoft from HP, where he led the company's Energy Industry Vertical. His oil and gas industry experience and deep understanding, partly gained during his time in the Middle East and Russia, have contributed to energy becoming one of HP's fastest-growing customer segments.

As HP's former sales director in Europe, the Middle East and Africa, Dr. Ferling was responsible for two dozen global manufacturing accounts, including all major Europe-based international oil and gas companies. Prior to that, as regional managing director of HP Middle East, Dr. Ferling tripled company revenues in the 13 countries in four years.

In the late 1980s and early 1990s, Dr. Ferling established HP's presence in the Czech Republic and led HP's business in the former Soviet Union. Among other accomplishments, he has held senior management positions in sales, marketing, finance, quality, strategic planning and administration.

Based in Vienna, Austria, Dr. Ferling is a certified ISO9000 auditor and holds a diploma in industrial and civil engineering from the Technical University in Graz, Austria. He was awarded his doctorate in ergonomics and human engineering from the Technical University in Vienna, Austria, where he has been an official lecturer on building highly competitive organizations since 1993. Dr. Ferling is also a frequent speaker at international energy industry events on the topic of innovation themes.

**Alain Crozier**

Corporate Vice President and Chief Financial Officer (CFO)  
Microsoft Sales, Marketing and Services Group (SMSG)

As Corporate Vice President and Chief Financial Officer (CFO) for the Sales, Marketing and Services Group (SMSG) at Microsoft, Alain Crozier is responsible for supervising the group's financial reporting, planning, analysis and statutory activities worldwide, as well as assessing fiscal performance and setting future targets. SMSG delivers value to customers of all sizes, including small and mid-market businesses, government, education, and the largest enterprise customers in the world.

Crozier heads global SMSG finance efforts that span more than 78 subsidiaries and more than 95 countries. He is a leader in the development of the channel financial strategies and a key contributor in many strategic revenue and business discussions across Microsoft's seven business groups. Crozier is known for his leadership in the design and execution of the company's planning and measurement processes worldwide, and is essential in the execution of critical Microsoft business system processes.

Crozier has put a high priority on execution of and compliance with critical corporate governance processes. He has built a strong and truly global finance organization by focusing on people development that includes international recruitment and an extensive rotation program.

Before assuming his current position, Crozier was CFO for SMSG, a role he took on in 2002. He joined Microsoft in 1994 as business controller of Microsoft France. He also served as finance and operations director in France, controller for the South Pacific and Americas Region and worldwide controller.

Starting his career as a managing consultant at Peat Marwick in Paris, Crozier later worked for Lesieur (Gruppo Ferruzzi), helping restructure its oil and fat business in France and Southern Europe.

Crozier was born in Montreal, Canada, and grew up in Lyon, France. He graduated from University Claude Bernard with a bachelors degree in mathematics and economics and from the Institut Suprieur de Gestion in Paris with a bachelors degree in management.

Crozier, his wife, and his twins Arthur and Alice, live in the Seattle area. Outside work, he spends his time traveling, skiing with his family, and collecting art.

**Apurva Mehta**

Lead, Financial Services, Business Advisory Services  
KPMG

Apurva has over ten years experience in the banking and financial services industry. He has worked in the areas of Corporate Treasury at Morgan Stanley and American Express Bank. Besides this, Apurva has also worked on the Debt Capital Markets Group at ICICI Bank in their International Banking Group, where he was responsible for the foreign currency funding for the international expansion of the bank.

At KPMG, he is the Practice Lead in Financial Services Practice, and has been focusing on business improvement and performance management for banks/financial institutions. He has also been actively involved in advising the firm's financial services' clients on their India entry plans, as well as the growth strategy for some of them in the Indian financial services space.

**Cyrus Daruwala**

Managing Director  
Financial Insights, Asia/ Pacific

Cyrus Daruwala is responsible for growing the Financial Insights footprint in Asia, their Research coverage as well as the new Advisory and Consulting business in the region. Cyrus brings with him more than sixteen years of financial services experience and has a very close working relationship with most of the banks and financial institutions as well as vendors and service providers in the Asia Pacific region.

For the past sixteen years, Cyrus has been working with financial institutions to help them assess their operational and technical challenges, select the right vendors/partners, understand their IT TCO, and grow their customer base. His understanding of a range of business, market, regulatory and investment-related issues enable him to work closely with financial institutions, consultants, vendors, and government agencies on various multi-disciplinary initiatives.

Before joining Financial Insights, Cyrus was Director – Global Clients Services with a Singapore-based research and publication firm. He was instrumental in growing their proprietary as well as subscription-based research business, along with their events and editorial businesses. He also worked with Wells Fargo for nearly four years in their FX & Bullion Trading division. Before that, he was a Private Banker with Midland Bank (now HSBC). Cyrus lived and worked in Hong Kong, Japan, Malaysia, and Australia for nearly twelve years before he moved to Singapore in 2000.

Cyrus has a Masters Degree in Business Finance, Economics and Business Law and is a Commerce Graduate with Accounts, Political Sciences, and Business Planning as specialist subjects. In addition, he has advanced his studies through a two-year comprehensive on-the-job training program in leveraged foreign exchange and bullion trading with further coursework at the International Monetary Market on fund displacement, investment strategies and trust planning.

**David Nicoll**

Chief Information Officer  
WPP Group PLC

David Nicoll is the Chief Information Officer of WPP Group PLC, one of the world's leading Marketing Services organizations, with 90,000 staff in 86 countries. David joined WPP in 1994 to manage the group's Finance and Reporting systems, and was promoted to his current role in 1999.

From 1989 to 1994, David worked for Midland Bank/HSBC on the deployment of common financial systems for the UK Bank. From 1985 to 1989, David managed the European implementation of finance systems at Reuters. David qualified as a Chartered Accountant in the UK in 1984.

### **GM Viswanathan Anand**

World Number One and World Chess Champion

Acclaimed as the "Fastest Brain in the World", Viswanathan Anand (born 11 December, 1969) is the World Number One and World Chess Champion. It is his success in the world scene that has made chess, an ancient Indian game, a mass sport in India today. The critics rate him as one of the biggest natural talents ever in the history of chess. His hallmark lightening speed and intuitive play came to be recognized in 1987, when he became the first Indian Grandmaster.

On 29 September 2007, Anand became World Champion for the second time in his career. By winning the event in Mexico, Anand became the undisputed champion, ending many years of schism in the chess world—a feat that is unique as he achieved it while being the World Number One. It's an honour shared by a select few.

Anand became the first Asian to win the World Championships in 2000. In 2007, Anand reached the number one spot on the world ranking lists by winning the prestigious Linares tournament, becoming the seventh person in modern chess history to reach the coveted spot. This was a first for both an Indian and an Asian.

Anand won the prestigious Melody Amber, Blind & Rapid chess in Monaco in 2003, 2005, 2004 (Rapid), 2006, and 2007 (Rapid); the Leon Magistral seven times; the Corsica Masters five times; and the Mainz Classic a staggering ten times. His results in Rapid chess make him one of the greatest players, if not THE greatest, ever in chess history.

If his talent as a Rapid chess player is legendary, his records in classical chess have been superlative. In January, 2006, he became the only player in chess history to win the Corus Chess event five times in the tournament's seventy-year history. He has won the prestigious Corus event in 1989, 1998, 2003, 2004, and 2006. He has also won the Linares Super Tournament two times (1998 and 2007), the Dortmund Sparkassen three times (1996, 2000, and 2004), and has triumphed in other important events like the Madrid Masters, Biel, and more.

One of the few non-Soviet players in the sport, Viswanathan Anand has been feted with many international awards. He is the proud recipient of the Chess Oscars—given for the best player of the year—four times (in 1997, 1998, 2003, 2004). This is a unique distinction he shares only with Bobby Fischer. In India, he has received civilian awards like Padma Vibhushan, Padma Bhushan, the Padmashree, and the Arjuna Award. He is the first recipient of the Rajiv Gandhi Khel Ratna Award. He has received other prestigious awards from private organizations.

Having traveled to close to fifty countries, Anand is also fluent in Spanish and German. One of the projects closest to his heart is the NIIT Mind Champions Academy, which aims at taking chess to over one million children from both government and private schools in India.

Known as the "Gentleman Champion" in the chess world, Anand is a spokesperson for Vidyasagar, an NGO that crusades for the inclusion of children with cerebral palsy. He also represents Avahan, the Bill & Melinda Gates Foundation initiative on AIDS. Anand is a keen follower of current affairs, world business and astronomy.

### **Govind Desikan**

Regional Lead of Business Productivity Solutions for South India  
Microsoft Corporation (India)

Govind Desikan is a Regional Lead for Business Productivity Solutions for South India. Govind has done his Computer Science Engineering from PSG College of Technology, Coimbatore.

Apart from being a certified ISO-27001 lead auditor, he has about fifteen years of exposure in the IT industry spanning across software development, software technical support, solution architecting and software sales. He has gained most of his experience in solutions selling, building IT architectures for large customers, and managing System Integrators.

**Guy G. Weismantel**

Marketing Director – Office Business Applications  
Microsoft Corporation (India)

Guy Weismantel is a Marketing Director with Microsoft in the company's Information Worker division, where he is responsible for the group's messaging and positioning of its business intelligence portfolio of products and solutions.

Prior to joining Microsoft, he was a Senior Director of Corporate Marketing with Business Objects, where he was responsible for the company's performance management marketing operations. He has also held leadership positions at Manugistics, Inc.; The Vista Technology Group, a leading provider of CRM solutions to the Retail and CPG markets; and Baxter Healthcare and its subsequent spin-off of Caremark International, where he was the Manager of Corporate Finance in the company's internal audit department.

He is a member of the American Marketing Association and is a Certified Public Accountant in the State of Illinois. He has a Bachelors Degree in Accounting from the University of Notre Dame and a Masters Degree in Business Administration from the Kellogg School of Management at Northwestern University.

**Jehangir S. Pocha**

Editor  
Businessworld

Jehangir S. Pocha is the Editor of Businessworld, India's best-selling business magazine. He joined the magazine as an Editor in the year 2007.

Businessworld has grown to become the largest-selling business magazine in India and the largest-selling English business magazine in Asia, with a circulation of over 130,000 a week.

Before joining Businessworld, Jehangir had worked as a foreign correspondent and has three years experience as Beijing-based Asia correspondent for leading U.S. and Indian publications such as The Boston Globe and Businessworld. He also published articles on business, technology, and politics for leading newspapers, magazines, and journals in the U.S. and Asia.

Jehangir was China/Asia correspondent for In These Times. He contributed to The Chicago Tribune, The Philadelphia Inquirer, Boston Review, Christian Science Monitor, New Perspectives Quarterly, St. Petersburg Times, Baltimore Sun and Atlanta Journal-Constitution. He also contributed a chapter on South Asia titled "The Sub-Continents Opportunity" (Oct. 2001) for the book Dispatches from a Wounded World, published by BookSurge. And he has covered information technology for industry publications such as LAN Times and IT Asia.

To add further, he has nine years of global management experience. He established overseas operations for U.S. based companies in Europe and Asia, and led the marketing functions.

Jehangir holds a Masters degree in Public Administration from Harvard University, USA. His other educational qualifications include Masters in Business Administration and Bachelor of Economics from the University of Bombay, India.

Jehangir is also President of AIESEC (the world's largest international student organization) in India. He has dual US and Indian citizen, with permanent residency in Singapore.



***Kenny Kesar***

Vice President  
Wipro

Kenny is a Vice President with Wipro, heading their Information Systems. He has eighteen years of experience in the IT industry, with fifteen years in the US. He joined Wipro from GE, where he was leading an initiative to setup GE Healthcare's ERP Center of Excellence in Bangalore. This entailed defining the engagement model for this entity within the IT framework, staffing, delivery and support functions, client engagement, defining metrics to measure success, and GDC management.

Before joining GE, he spent twelve years at Oracle Corporation, growing through the ranks to become a Senior Director managing the On Demand Function for the West Coast. During his twelve years at Oracle, he has worked in development, support, consulting, and on-demand functions. He brings to us a vast experience pool, having worked in different roles that include technical/functional architecture, program management, P&L management, and championing evolving technology initiatives.

***Manuel Simas***

WW Industry Manager Automotive & Industry  
Microsoft Corporation (India)

Manuel Simas is responsible for the Global Automotive/Industrial Accounts. He has spent over thirty years in the automotive industry. Most recently, Manuel was the Managing Director in WW Industry team.

Manuel had many key responsibilities, including owning Microsoft's efforts around strategy and business development for worldwide Automotive and Industrial Equipment. Manuel led the alignment efforts of Microsoft's various product groups, key Microsoft partners, and the various automotive accounts, drove thought leadership in the field, and led various Executive Briefings with key customers as well as key initiatives with the Analyst Community.

Prior to joining Microsoft, Manuel spent eighteen years at General Motors and a further eight years at DaimlerChrysler, where he held various management positions in line of business and in IT. Manuel left DaimlerChrysler, where he was CIO, to build up the Automotive Industry Vertical at Microsoft. Manuel also holds a PhD in International Business.

**Michel Borst**

Sales Director – Financial Services Industry, Asia Pacific Region  
Microsoft Worldwide Financial Services

Michel Borst is the Sales Director for the Financial Services Industry in Asia Pacific and is located in Singapore.

Michel is responsible for driving Microsoft's sales strategy and operations across banking, insurance and capital markets in Asia Pacific. Specifically, Michel works with the Microsoft sales teams and partners across the Asia Pacific region to enable financial institutions to successfully deliver financial products and services to their customers using Microsoft and partner technology. Michel has been with Microsoft for one year and is an integral part of the management team for Microsoft's worldwide Financial Services Group.

Michel brings to Microsoft more than fifteen years of consulting and management experience in business and IT strategy, strategic outsourcing, and IT integration experience across many segments of the banking and financial markets industry. Before joining Microsoft, Michel was a senior client solution executive for the financial services sector in the ASEAN region for IBM Global Services. In this capacity, he was responsible for leading the sales teams structuring strategic outsourcing solutions to financial institutions across the ASEAN region.

Prior to joining IBM, Michel worked as a senior managing consultant in Financial Services for Accenture in Europe, United States and Asia. During his tenure with Accenture, Michel gained deep hands-on experience in designing, implementing, and operating large-scale strategic business and technology solutions for international financial institutions in Europe, Asia, and the United States. He transferred in 1996 from Amsterdam to Singapore.

Michel holds a Master's Degree in Business and Economics from the State University of Limburg in Maastricht, the Netherlands.

**N. Shridhar**

CFO  
Future Capital Holdings

Shridhar is a graduate in commerce and holds a postgraduate diploma in Management Studies from Mumbai University. He is also an Associate Member of the Chartered Institute of Management Accountants, London, and the Institute of Cost and Works Accountants of India. He has passed the Intermediate examination of Institute of Company Secretaries of India.

Shridhar has twenty years of experience with various organizations like Bharat Heavy Electrical Limited, Coca-Cola India, Asian Paints, Unilever India, and Britannia Industries. Prior to joining FCH, Shridhar was the CFO for Britannia Industries. He has also worked with Coca-Cola India as Vice President Finance and as a board member of the bottling company, Hindustan Coca-Cola Beverages Ltd.

**Neelam Dhawan**

Managing Director  
Microsoft Corporation (India)

Neelam Dhawan joined Microsoft India in early 2005.

As the head of the Sales & Marketing operations for Microsoft India, Dhawan is responsible for developing strategies for Microsoft to attain leadership as the preferred software vendor to organizations and individuals across India. Additionally she is also responsible for driving and managing Microsoft's strategic partnerships and alliances across a myriad of global platform partners, more than 3,500 channel partners, international and local OEMs and the system builder community, approximately 300 ISVs, and partners in the services and telecommunications industries.

Under Dhawan's guidance Microsoft India has grown and was recognized as the 'Subsidiary of the Year' in the APAC region by Microsoft Corporation for the year 2005-2006.

Dhawan, with a pedigree of twenty-two years in the IT industry, was recognized by Business Today, a leading Indian business periodical, as amongst the twenty-five most powerful women in Indian businesses in 2006.

Prior to joining Microsoft, Dhawan was Vice President, Customer Solutions Group, Hewlett Packard India (HP), heading sales for the enterprise, public sector, and SMB sectors across product groups and services. Dhawan joined HP following its merger with Compaq, before which she worked with IBM and HCL.

She graduated from St. Stephens College, Delhi University, with Bachelors (H) degree in Economics, following which she obtained a Masters (H) degree in Business Management from Faculty of Management Studies, New Delhi.

Ms. Dhawan and her husband reside in New Delhi with their two children. She enjoys solving puzzles and crosswords in her pastime.

**Pallavi Kathuria**

Director – Server Business Group  
Microsoft Corporation (India)

Pallavi Kathuria is the Director of the Server Business Group at Microsoft India. In this role, Pallavi is responsible for driving and influencing performance as well as long-term success of Microsoft's Server Business in India. Pallavi focuses on driving the Server Business growth and consolidating Microsoft's leadership position in the Server market in India. She also owns Microsoft engagement with IT Pro community in India.

Pallavi started her career with Microsoft in 1995. Prior to taking over as Director - Server BG, with Microsoft India she was Director – Server Pricing & SKU Strategy at Microsoft Corporation at Redmond. As part of her previous role, Pallavi was responsible for identifying, planning, and executing on several cross-server pricing, licensing, and packaging opportunities to gain revenue and market share. At Microsoft, Pallavi has also held product management and business strategy responsibilities with MSN and services responsibilities with Microsoft Consulting Services (MCS) and Premier Support.

Before joining Microsoft, Pallavi worked as a design engineer with PCL/Altos in India. She has also been a part of the product management team with Nokia in Finland.

Pallavi completed her Bachelor's degree in Electronics Engineering from Delhi Institute of Technology in 1993. She holds a degree in Masters of Business Administration (MBA) from Duke's Fuqua School of Business.

Pallavi and her husband Vinish, along with their two sons, Ronit and Rohan live in Gurgaon. Pallavi enjoys spending time with family, reading and traveling around the world.

### **Pavan Duggal**

Advocate  
Supreme Court of India

While a practicing Advocate, Supreme Court of India, Pavan Duggal has made an immense impact with an international reputation as an expert and authority on Cyberlaw and E-Commerce law.

As such, his empanelment as a consultant to UNCTAD and UNESCAP on Cyberlaw and Cybercrime respectively, membership of the AFACT Legal Working Group of the UN/ CEFAT, consulting as an expert with the Council of Europe on Cybercrime, inclusion in the Board of Experts of European Commission's Dr. E-Commerce and his work as an expert authority on a Cyberlaw primer for e-ASEAN Task Force and as a reviewer for Asian Development Bank speaks volumes of his worldwide acceptance as an authority. Pavan is the President of Cyberlaw Asia, Asia's pioneering organization committed to the passing of dynamic Cyberlaws in the Asian continent. Pavan is also a member of the WIPO Arbitration and Mediation Center Panel of Neutrals.

Pavan is the Member of the Public Interest Registry's Org Advisory Council. He is a member of ICT Policy and Governance Working Group of the UNICT Taskforce. He is the Legal and Policy Consultant to Internet Mark 2 Project, which is examining the next level of Internet. He has been invited to be an Associated fellow of the Centre for Asia Pacific Technology Law and Policy (CAPTEL) at Singapore. Pavan is a member of Panel of Arbitrators of the Regional Centre for Arbitration, Kuala Lumpur and Asian Domain Names Dispute Resolution Centre at Hong Kong.

He has been associated with the Ministry of Communication and Information Technology, Government of India on Cyberlaw and Electronic Governance legal issues. He is a member of Advisory Committee on E-Governance in Karnataka constituted by the Government of Karnataka. Pavan is a member of Information Forensic Working Group on e-Information Systems, Security and Audit Association.

Pavan heads his niche law firm Pavan Duggal Associates, which has practice areas, amongst others, in Cyberlaw, Business Process Outsourcing Law, Intellectual Property Rights and Information Technology Law, Information Security Law, Defence, Biotech and Corporate Law.

While he has been a Member of the Nominating Committee, Membership Advisory Committee and Membership Implementation Task Force of ICANN, Pavan is also the President of Cyberlaws.Net, which is Internet's first ever-unique Cyberlaw consultancy. In addition to that, he is also the founder of the Cyberlaw Association and is also the Founder-President, Cyberlaw India.

Some outstanding pioneering work in the field of BPO legal issues has resulted in his being a member of the BPO Steering Committee of ASSOCHAM. Today, he advises a number of BPO concerns on different legal issues relating to outsourcing. Pavan is the Chairman of the Cyberlaw Committee of ASSOCHAM and works in closely with CII and FICCI.

Pavan is a regular on the lecture circuit. He has spoken at over 900 conferences, seminars and workshops in the last seven years, and has lectured extensively in select law colleges. As a writer, he has made his mark with six books on various aspects of the law in the last six years. He has contributed a continuing weekly column on diverse aspects of the law, titled 'Brief Cases', to the Economic Times, for the last seven years.

### **Prasoon Joshi**

Executive Chairman  
Regional Executive Creative Director, Asia Pacific  
McCann Worldgroup, India

As Executive Chairman of McCann Worldgroup India and the Regional Executive Creative Director Asia Pacific, Prasoon is considered the torchbearer of the young breed and the contemporary face of Indian advertising. He is credited with creating a new code, a new language for advertising in India. His work has gained credence, both with masses and the international juries.

Turning fortunes of many big brands, he is accredited with marrying 'Creativity and Scale'—hitherto considered mutually exclusive. From the path breaking Coca-Cola campaign to 2007's Happydent Palace chewing gum, which was rated as the number one commercial ever done in India, his work speaks for itself.

Under his leadership, McCann Erickson India has transformed into a veritable creative powerhouse and has been acknowledged as one of the most respected and admired agencies in India and the Asia Pacific Region.

He has received more than 400 Advertising Awards, the most recent honour coming at the Media Awards in Hong Kong, which seeded Prasoon as the Number One Creative Director in Asia Pacific. Prasoon has also been designated as a YOUNG GLOBAL LEADER by the World Economic Forum.

As a prolific poet, he has had three published books of poetry and prose—first at the age of seventeen—and a fourth nearing completion.

An accomplished songwriter, he has music albums and Indian feature films to his credit. He is critically as well as popularly acclaimed in this field, gaining recognition for his work in path-breaking cinema like Rang De Basanti and Taare Zameen Par.

This writer poet with a management background believes in breaking moulds; and although his creativity finds expression in other playing fields, he considers advertising his first love and a modern art form.

### **R. Suresh**

Managing Director  
Stanton Chase (India)

R. Suresh (RS) has led the executive search practice as Managing Director - India of Stanton Chase for the past nine years. He possesses a total executive search experience spanning a sizeable number of CEO appointments. He has a multi-faceted background in consulting, manufacturing, sales and distribution, supply chain and projects, which enables him to relate to candidates and clients in diverse sectors.

Prior to the executive search profession, RS held managerial positions such as sales and distribution in Colgate-Palmolive, projects in Amco Yuasa Batteries, and Head of Manufacturing Services in Kirloskar Electric. He is an Engineer and Masters degree holder in Industrial Engineering from NITIE.

Besides the passion and commitment to his chosen career of executive search, he also provides strategic advice to the key clients and is a partner in consultation for several boards, directors, and chairmen in India.

Another key contribution of RS is in the area of VC/PE space. He has, through the network with the PE firms on one end and prospective MBO opportunities on the other, been able to identify investment opportunities for the funds. He has a track record of rendering multiple introductory services in the areas of investment opportunity identification for funds dedicated to India.

#### **Industry Practice Expertise:**

- Board and Governance
- Industrial
- Technology
- Pharma & Lifesciences

### **Rajesh Uppal**

Chief General Manager (IT & S&D) and CIO  
Maruti Suzuki India Ltd.

Rajesh Uppal is the Chief General Manager (IT & S&D) and CIO of Maruti Suzuki India Ltd. A subsidiary of Suzuki Motor Corporation of Japan, Maruti Suzuki India Ltd. has been the leader in the Indian car market for more than two decades. In recent years, Maruti has made major strides towards its goal of becoming Suzuki Motor Corporation's R&D hub for Asia. Maruti's contribution as the engine of growth of the Indian auto industry, and indeed its impact on the lifestyle and psyche of an entire generation of the Indian middle class is widely acknowledged.

Rajesh oversees the IT infrastructure and applications for Maruti Suzuki India Ltd. Maruti embraced IT right at its inception. Over two decades later, it is embedded in its most critical processes, helping India's leading carmaker stay ahead of rivals and race towards its goal of producing a million cars annually by 2010. The IT deployment at Maruti is widely recognized as a benchmark for other manufacturing companies in India.

The IT team at Maruti, which Rajesh heads, has numerous firsts to its credit, including Microsoft Exchange, SharePoint Portal, Vehicle Tracking System implementations, and Hosted Dealer Management System. The IT systems have played a key role in enabling Maruti to enhance the efficiency and flexibility of key business processes.

Under his able guidance, the IT infrastructure at Maruti has not only focused on improving internal efficiencies, but has also looked to enhance value across the supply chain, be it in terms of deploying extranets or centrally hosted Dealer Management Systems. MSIL has been the leader in using technology for improving visibility and efficiency across the value chain.

Rajesh's association with Maruti began in 1985, when he joined the IT team as an executive and was responsible for the initial adoption and evolution of the IT systems at Maruti. During his long career with Maruti, he has successfully established IT as a critical business function. He has been the Chief General Manager (IT) since 1998.

Rajesh also heads the Sales & Dispatch function of the company since 2006. S&D is responsible for all stockyard activities and outbound logistics from the Gurgaon and Manesar Plants, and currently manages dispatch of over 70,000 vehicles per month.

Prior to joining Maruti, Rajesh worked with the IT department of Bharat Heavy Electricals Ltd, India's leading heavy electrical equipment manufacturer.

Rajesh is a Graduate in Mechanical Engineering from Punjab University. He is a member of the Management committee of Maruti Suzuki India Limited. He is also the Chairman of IT Committee of SIAM (Society of Indian Auto Manufacturers), apart from being a member of the National IT Task Force of Confederation of Indian Industries (CII).

**Ramesh G**

Sr. Product Manager- Windows Vista  
Microsoft Corporation (India)

Ramesh G is the Sr. Product Manager for Windows Vista in India. He was responsible for the successful launch of Windows Vista to businesses in India and now drives the purchase and adoption of Windows Vista across the country. Prior to his current role, Ramesh headed the Corporate Technical Sales team for Microsoft in India.

Ramesh has been with Microsoft for six years and has over 12 ½ years of IT Sales and Marketing experience including setting up new businesses, launching products, and incubating and coaching high-performance teams. He has an MBA in Marketing from Jamnalal Bajaj Institute of Management Studies (JBIMS) and a Bachelors degree in Electrical Engineering from Victoria Jubilee Technical Institute (VJTI) in Mumbai. Prior to joining Microsoft, Ramesh ran his own startup and worked with the HCL Group.

**S. Vijay**

Director  
KPMG

S. Vijay is a Director in KPMG's IT Advisory Services practice with close to eight years of experience in leading, managing, and executing engagements pertaining to IT Program Management and Project Management, Selection Assistance for Turnkey IT Projects, developing detailed Functional and Technical Architecture and Systems requirements, ERP Advisory (SAP R/3), IT Governance and IT Assurance.

Vijay has experience in delivering these services to diverse clients in financial services, IT and IT-enabled services, consumer and industrial marketing, and in public sector industries. He is the National Practice Leader for the IT Project Advisory, and is also part of a six-member Europe, Middle East and Asia management support group in supporting regional service line leaders in delivering a region-wise IT Advisory strategy.

Vijay has also taught two one-credit courses as a guest faculty in IT Strategy and Information Risk Management as elective courses at T.A.Pai Management Institute at Manipal. His qualifications include a B. Tech in Manufacturing Engineering, a Post Graduate Diploma in Industrial Management from NITIE, and his status as a Certified Information Systems Auditor.

### **Saranjit Singh**

Director Business Development  
Microsoft Corporation (India)

Saranjit Singh has over 22 years of extensive strategic and operational (field) management experience in business development and strategic planning on delivery of customer management solutions in the Asia region.

Over the last 22 years, he has worked with a number of international organizations to ensure successful delivery of expected business benefits from technology investment through effective software solutions design and positioning of the practices. He does this by inspiring the people within customer-facing organizations.

He is an expert in designing and implementing measures to assess and track performance against policy and process at every level. He has achieved this through selecting and implementing suitable customer management solutions and business processes that best fit an organization's business and culture, ensuring a balance of both business efficiency and staff satisfaction.

As Director, Business Development at Microsoft, Saranjit is responsible for leading the regional solutions team in the Asia region based out of Singapore. He is passionate about customer service and is convinced of the need for organizations to leverage the potential within their service centers to achieve competitor advantage and customer service excellence. He has a Masters degree in Computer Science and loves golf and nature photography.

### **Satya Easwaran**

Director  
KPMG

Satya Easwaran is the Director in KPMG's CFO Advisory Services practice with more than twelve years of experience in the management and execution of strategic finance and IT transformation initiatives, business process/performance improvement solutions, and focused business agility solutions through thought leadership in advance technologies and innovation.

Satya has experience in project execution for all phases of delivery lifecycle, ranging from strategic business definition and planning to architecture design and rollout. In addition, he has performed a number of projects to improve major business functions and processes focusing on customer management, financial services, supply chain, and various vertical and cross-industry process domains. He has developed a corporate finance transformation strategy for a global software company working closely with the client's CFO task force, and has established an enterprise vision and rollout strategy for corporate reporting and business performance management.

Satya received his Bachelors degree in Electronics Engineering from Mumbai University (India) and an MBA from Santa Clara University, Leavey School of Business.

**Shailesh Grover**

Global Head of Quality and Continuous Improvement  
Barclays Bank PLC

Shailesh Grover has been the Global Head of Quality and Continuous Improvement at Barclays Bank PLC since 2007. For the past eight years, his core focus has been organizational transformation/change.

Shailesh has a Bachelors degree in Computer Science from Delhi University and a Masters degree from Harcourt Butler Technological Institute, India. He has over twenty years of experience at various levels within global organizations.

Shailesh is a change agent with a reputation for aligning IT and business strategies, championing organizational learning, improving the customer experience, and turning around underperforming organizations. He has extensive experience in implementing Six Sigma and lean quality programs, integrated end-to-end business and IT processes, and organizational transformation strategies.

Prior to Barclays, Shailesh was the Executive Director at the new ATT, Senior Director at Cingular Wireless, General Manager at ATT Wireless, and VP Technology Architecture at NextCard.

**Shagun Kumar**

BMO Controller (Finance)  
Microsoft Corporation (India)

Shagun Kumar is a Business Finance Controller with Microsoft India in the Business and Marketing Organization. He is responsible for finances of all the product groups and the central marketing organization in the country.

Prior to joining Microsoft, Shagun trained to be a Black Belt with GE Capital in their insurance business. Before that, he was a senior consultant with Arthur Andersen in their Tax & Business Advisory division, with specific focus on the media and infrastructure verticals.

Shagun is a member of the Institute of Chartered Accountant of India and holds an Honours Degree in Commerce from the Shri Ram College of Commerce, University of Delhi.



### **Sunil Narayanan**

Practice Head  
Wipro Infotech

Sunil Narayanan is currently heading the Microsoft Practice for Wipro Infotech. He is associated in building and developing breakthrough solutions across verticals. During his extensive career, Sunil was responsible for some of the largest portal and knowledge management solutions in India and abroad. Various roles in his career include program management, business automation, technical/functional architecture, and envisioning new technology initiatives.

### **Tarun Gulati**

Business and Marketing Officer (BMO)  
Microsoft Corporation (India)

Tarun Gulati has recently taken on the role of Business and Marketing Officer (BMO), Microsoft India. In this role, Tarun will be responsible for all marketing and brand development activities for the four product business groups in the country: Server & Tools, Windows Client, Information Worker, and Microsoft Business Solutions. Tarun will also be responsible for managing the business operations for the Microsoft India subsidiary.

Until recently, Tarun was the General Manager for Developer and Platform Evangelism (DPE) at Microsoft India. In this role, Tarun was responsible for spearheading Microsoft India's efforts to foster the Indian software ecosystem through deep strategic engagements with developers, IT professionals, students, academia and software and services organizations. His strategic goal was to drive increased Developer and IT Professional satisfaction, accelerate broad market adoption of Microsoft technologies, and win the enterprise development platform.

Prior to this role, Tarun was based in Microsoft US where he was General Manager - National Platform Evangelism and Technical Sales. In this role, he led a community of 1400 technical people and specialists supporting a \$10 billion revenue stream and drove the company's DPE, Specialist Team Unit (STU), Microsoft Technology Center (MTC) and security initiative. During his tenure in Microsoft's largest subsidiary, Tarun has done worked to improve the overall efficiencies within the developer, IT Pro and partner communities—leveraging synergies in leadership development, training, readiness, systems, and processes.

Before joining Microsoft in 2001, Tarun worked with Aditi Technologies as Vice President, – Services and helped bootstrap the company into a key global Systems Integrator (SI). During his tenure with Aditi Technologies, he was responsible for running the sales, marketing and technical delivery operations in Asia, Europe and USA and managed a team of over 350 people. Tarun was instrumental in helping the company grow its operations and had full responsibility for the \$30 million global division offering high-end consulting services.

Tarun has over ten years of experience in the industry. Prior to Aditi Technologies, he was with Sheraton Hotels for over eight years. While with Sheraton Hotels, he was adjudged "Front Office Manager of the Year 1994", one of the hotel industry's most coveted awards.

Tarun completed his Master and Bachelor of Arts from the University of Bombay, Honours in Systems Management from NIIT, followed by an Executive MBA from University of Washington, USA. Tarun and his wife Ashmita currently reside in Mumbai with their two daughters Nikita and Esha. During his free time, Tarun enjoys sports and likes running, swimming and playing squash.

**Vijay Ramachandran**

Editor-in-Chief  
IDG Media & Editor, CIO Magazine

Vijay Ramachandran is Editor-in-Chief at IDG Media and is responsible for developing and implementing editorial strategy. At present, this encompasses the print, online, and event avatars of ChannelWorld, CIO, PC World and Windows World.

Vijay has over eighteen years of experience in newspaper, magazine, and online journalism, and has been covering the Indian technology sector for the past fourteen years. He thus brings in a mix of experience in journalism and editorial strategy with a love for all things technology.

Prior to IDG Media, he has been associated with Jasubhai Digital Media, The Indian Express, Express Computer, and ITspace.com, and helped incubate and launch BioSpectrum: India's first biotech business magazine.

In 2001, he won the Polestar Award for Excellence in IT Journalism for his investigation into Pakistan-based hackers. He has also served as a member of the Federation of Indian Chambers of Commerce Industry's sub-committee on IT Infrastructure.