

Resume of Sanjiva Shankar

Name : Sanjiva Shankar Dubey
Designation : Professor and Head
Information System & **Chairperson**
Centre of Online Study
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BIOSKETCH:

A practicing Academician with 35 years of Industry experience in IT Services leading world class organization such as IBM and Tata Group. Last assignment was Asia Pacific Services Delivery head of IBM supervising IT for 17 IBM countries across 5 time zones. Published 12 academic books and taught over 10000 students as Visiting Professor at leading B schools like IIM Lucknow , IIM Indore, SP Jain Global Management School Singapore and Dubai, FMS Delhi University, IMT Ghazaibad, XLRI Jamshedpur ,IMI Delhi amongst others.

Managed mega IT Transformation Consulting and Delivery project of 200+MUSD budget and 3500+ team across multiple Geography, excellent Team builder, deep process orientation and well versed in managing large project risk and mitigation strategies.

Professor and Head of IT Area at BIMTECH sine 2016 July.

EDUCATION:

- PGDM (Systems and Finance) XLRI Xavier School of Management Jamshedpur 1986
- PG Diploma in Steel plant operations , SNTI , Tata Steel 1980
- B Tech (Mechanical, Industrial Engg) NIT Jamshedpur 1977
- Strategic Thinking Executive Program Cornell University 2016
- Certified ITIL Professional 2006
- Certified Project Executive, IBM Executive Institute Palisade, USA . 2005,
- Certified Management consultant IBM Executive Institute Lahulpe Belgium. 1998,

AREA OF INTEREST AND RESEARCH

- Emerging technology in Management
- Digital transformation Strategy
- MIS and IT Management
- IT and Society

TEACHING COURSES AND NEW COURSES DEVELOPED

- Emerging technology in Management
- Digital Commerce
- Management Information Systems, Delivery of Information Services
- Management of IT organisation
- IT Consulting and Business Development

EXPERIENCE

- Professor and Head , IT Area, Birla Institute of Management Technology, Greater Noida, India, June 2016 – onwards.
- IBM Global Services , Asia Pacific Delivery executive (Vice President)2009-2016
- Project executive of IBM – Bharti Airtel IT Outsourcing 2004-2009
- Bhilwara Infotech, President and CEO , 2001-2003
- Raffles Solutions, CEO , 2000-2001
- IBM , Management Consulting ,India Principal 1995-2000
- HCL Consulting, Main Frame division, General Manager 19995
- Tata Steel Jamshedpur Jharkhand India, IT Services 1978-1995
- Tata Motors , Graduate Trainee, 1977

ACADEMIC POSITIONS AND ASSIGNMENTS

- IT Area and IT Infrastructure head , Birla Institute of Management Technology, Sept 2016 – Present.
- SP Jain institute of Global Management Emerging technology platform and Services 2017 onwards
- IIM Lucknow, Management Information System, Sustainable IT Strategy. 2005 onwards
- IIM Indore Dubai and Mumbai campus : BPR and ERP 2016 onwards
- IIM Indore : Information System Management , Management of Technology 2003 onwards
- IMT Gaziabad : Emerging Technology and New Opportunities, IT Strategy 2010 onward
- IIIT Delhi: E Commerce and Supply Chain
- BIMTECH: Business Innovation and growth Strategy, Technology Management 2005 onwards
- IMI New Delhi: IT Consultancy 2012 onwards
- Faculty of Management Studies Delhi University: 8107 Managing IT Organization, 8207 Delivery of IT Services 2009 onward
- Asia Pacific Institute of Management : E Business 2016

PROFESSIONAL ASSOCIATION AND BOARD PARTICIPATION

- *Member of Management & Entrepreneurship and Professional Skills Council- MEPSC (Govt of India) since 2012*

RECOGNITIONS AND AWARDS

- Best Management Book award Indian Society of Training and Development 2009
- Member IBM Academy of Technology 2010

RESEARCH PAPERS AND WORKING PAPERS

- Product and Process Control Strategies for large Integrated Manufacturing Plants : A Case study of Tata Steel, Invited lecture , Computer Society of India (CSI) Annual Convention Kolkata 1994.
- Some critical Success factors of a CIM project, CSI Eastern Regional Convention, Rourekela, January 1993
- BRPPS, Bar and Rod Product Process System, Computer Society of India (CSI) Annual Convention New Delhi 1990
- Software engineering : Directions, issues and Challenges, CSI technical Journal 1991
- Engineering your Software, pp-51-53 PCQUEST Feb, 1990
- Software Engineering , National Seminar on Software Engineering and Standards 21-22 Oct 1989,
- Software Engineering in Steel Industry, 27 Nov-1st December, 1988, The Seventh Biennial International Convention of South East Asia regional Computer Confederation (SEARCC 88)
- Distributed Data Base in a Heterogeneous Compute Environment, Computer Society of India Business And Industry Group National Seminar, Jamshedpur 1987.
- From Batch processing to On line Data Base system: A case study at Tisco, Jan 1984 Tisco Technical Journal

BOOKS, CHAPTERS AND TECHNICAL REPORTS

Book-

1. IT Strategy and Management 4/e PHI Learning 2018
2. Technology and Innovation Management 2nd edition PHI learning 2019
3. Innovation with IT 4.0 , 2nd Edition IK publication 2019
4. Cloud Computing and beyond 2/e by IK publishing 2018
5. MIS for Managers by PHI 2017
6. Technology and Innovation management by PHI 2017
7. Corporate Employability Skills (editor) by CEGR 2015
8. Life is Limited Live Unlimited by Bloomsbury 2014
9. Management and IT consultancy by McGraw Hill education, 2012
10. IT Services Business Management PHI 2011
11. Wining in the Global economy , Co author Rajender Seksaria, Mc Graw Hill 2009
12. IT strategy and Management 4th Edition PHI 2009, 2011, 2015, 2018
13. Innovation with IT Mc Grow hill 2008,

Book Chapters

1. Leadership in Cross cultural setting in Handbook of Research in Handbook of Cross cultural leadership , published by IGI Global 2018
2. Organizational Issue for BI Success: Critical Success Factors for BI Implementations within the Enterprise in Handbook of Research on Advanced Data Mining Techniques and Applications for Business Intelligence , published by IGI Global 2014

3. Two Chapters in Entrepreneurship: Learning and Implementation ISBN-13 9789385000188 and ISBN-10 9385000187
4. Creativity and Innovation Management
5. Building Sustainable Business models
6. Chapter in Innovative Trends in Marketing in the New Millennium , IMT 2009
7. Chapter in Beyond Norms IT for Business Excellence IMT 2008

Report

- Future of work place IBM Academy of Technology report 2006

EDITORIAL POSITIONS AND REVIEWS

- Editorial Board member, South Asian Journal of Management Cases, 2018 - onwards.
- Reviewer, Asia Pacific Journal of Management, 2019.
- Reviewer, South Asian Journal of Business and Management, 2018 -2019.

CONFERENCE, SEMINAR PAPER AND PRESENTATIONS

1. Emerging technology and HR ; CII conference 2018
2. Marketing is Social: a New Paradigm of marketing : SEVENTH PIMR NATIONAL CONFERENCE IT ENABLED MARKETING PRACTICES FOR GLOBAL BUSINESS ORGANIZATIONS Sept 14-15, 2012 Organized by Prestige Institute of Management and Research, Indore
3. Cloud Computing a new Paradigm for Information technology. International Conference TMU Moradabad 2012
4. Cloud of Innovation... will it rain! Strategies for Cloud Computing : CIO Association of India, Annual seminar The Leela Kempinski Gurgaon 2011,
5. Digital Imperatives for the Virtual Enterprise' - an Enterprise Leadership Forum by Frost & Sullivan in association with AT&T on 21st - 22nd July 2011, The Leela Kempinski Kovalam Beach, Kerala
6. Conference on Facets of Business Excellence , November 4-7, 2011, IMT Ghaziabad
7. "Transforming IT-SME in downturn" NASSCOM Friday's 2.0,(40th session) 10/2008

MAGAZINE AND NEWSPAPER ARTICLES

- BIL-TEX a revolutionary ERP for Textile Segment, Express Computers 2002
- E-MRMS a new paradigm of Managing IT Business J Computers Today July 2002
- Of 3 Millenniums, 3 Cs and 3 Is, Business Today, Tri-millennium Issue. 7 Jan 2000
- 40 New paper columns written in Daily world

MDP SESSIONS, WORKSHOPS AND TECHNICAL LECTURES

- Digital Orientation BIMTECH 2018, 2019
- IT Consulting and Account Management IIM Indore 2018, 2017, 2016

PROFESSIONAL ASSOCIATIONS AND MEMBERSHIPS

- Member, Delhi Management Association 2000 – onwards.
- Member 10000+ start-up Mentor community NASSCOM

SOCIAL ENGAGEMENT

- Poet and Social worker

Consulting Assignment

100+ Enterprise Transformation Consulting Engagement for diverse industries such as Integrated Steel Plant , White goods manufacturer, Diversified Textile leader , Public sector Banks, Two wheeler Auto major, Bearing Manufacturer, Pharmaceutical giant , Light engineering Leader, Retail , Hotel chain , Power project MNC. Assignments covered Business Model redesign , Business Transformation (BPR), Grounding Vision, IT Strategy, IT Infrastructure Planning and ERP/CRM led process Transformation.

- **World 5th Largest Steel major Shop floor automation, BPR, Marketing process redesign, ERP selection, implementation**
- **No 1 Telecom Giant :** Customer acquisition and CRM process design, technology planning, implementation assistance, leading to aggressive growth . Client attained market leader position in the second largest growing market of the world.
- **Large Auto manufacturer in western India–Detailed planning for logistic business. It is a 600 M USD business in 2017**
- **World Largest Cycle Unit:** Material Process flow implementation, major productivity improvement. The capacity raised from 12000 units /day to 18000 units per day
- **Erstwhile International ILD and ISP monopoly:** IT Strategy and technology planning . Change management from govt owned monopoly to customer oriented service provider.
- Consulted to set up Global IT Services management consulting practice of **Compute Associates TCG**
- **National Telecom Regulatory Authority:** Envisioning the Planning of the work processes and technology architecture
- Developed a **Strategic information plan** for the largest Private Sector Steel Plant in India. **“His team has produced in three years what others would have taken a decade “** opined the then MD of Tata Steel. Leading to establishment of **Process Information department**
- **Large MUV manufacturer - E-Business Strategy ,** management of e business initiatives , capabilities and growth initiatives
- **Large MUV manufacturer - CRM for Auto Sector,** led to successful launch of a new up market SUV, which proved to be the market leader
- **Two wheeler Auto major:** Project assessment and change planning

- **Major Auto unit** : Business Transformation, manufacturing process improvement
ERP implementation
- **Major Auto Ancillary , Tier 1 to Auto Majors:** Business Transformation/ ERP implementation
Bearing Manufacturer: Package Enabled Business Transformation and change management. SAP implementation
- **World no1 wire rope manufacturer and Steel Giant:** Package Enabled Business Transformation and change management. ERP implementation
- **Large Steel Unit:** Outsourcing project IT process improvement
- **Leading white good manufacturer:** Operation Strategy using entire manufacturing and supply chain , ERP led process transformation
- **Leading Paint multinational** – ERP Package Enabled Business Transformation and change management –SAP implementation
- **Govt owned Petroleum Refinery** : IT Master planning and implementation
- **Leading Organic Chemical manufacturer** - Supply Chain process redesign, change management.
- **Organic Chemical manufacturer – E –Business strategy vision.**
- **Specialty Chemical Manufacturer – Supply Chain strategy**
- **Navaratna PSU : E-Business strategy vision.**
- **Govt. of India Ministry** - IT Strategy and plan for country wide small scale units enabling them to use e commerce for market expansion
- **Govt of India Ministry body: Association of corporations and Apex Society** : IT Strategy and plan. Process redesign enabling them to use e commerce for market expansion
- **Leading Rubber unit in South India.** Supply chain Strategy and Planning, ERP package selection/implementation
- **Consumer Electronic giant** - Package Enabled Business Transformation (PEBT), ERP package selection SAP implementation
- **Multi unit Communication giant India** : IT Strategy for their manufacturing units
- **White goods Giant: PEBT and SAP implementation for manufacturing and distribution**
- **Multi product and multi unit integrated Textile Giant:** Business Transformation, IT Planning for manufacturing and distribution chain. ERP package selection
- **Financial company:** Business/operational process improvement and IT planning
- **South India two wheeler Tyre Unit** IT Strategy and Planning, ERP package selection
- **IT leader** : Disaster recovery Planning
- **Pharmaceutical giant east India** : Business Transformation/ ERP implementation for the manufacturing units
- **Retail major who pioneered the retail revolution in India:** Business Process improvement /Information Technology Strategy ERP package selection
- **Power project leader:** Package Enabled Business Transformation, process improvement in manufacturing and supply chain, ERP implementation
- **Power Electronic unit** : Grounding the Strategic Vision and Technology Strategy, ERP selection ERP package selection
- **India's Leading Hotel Services** - Customer needs, process design and IT Plan. ERP package selection

- **Leading Retail chain** Customer needs, process design and IT Plan, ERP package selection