

Ken L. Sivaraman

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Objective:

To create, maintain, and manage an environment which promotes both personal and technical excellence within a diverse, fast-paced, dynamic environment by leveraging his unique people-oriented management style, his broad, in-depth technical skills, and his 20 years of management, operational and consulting experience within the Public Sector and Commercial markets.

Experience:

Position: **Industry Consulting Services Manager** Chronology: *July '03 - Present*
Company: **Hewlett Packard/Electronic Data Systems**

At HP, Mr. Sivaraman was both an individual State & Local Healthcare contributor and managed (people-care, financials, etc.) a highly-skilled team of State & Local Healthcare solution architects focused specifically on developing complete, turnkey solutions that enable State governments to run their state-wide Medicaid programs. He rose through the ranks, beginning his career at HP as a Managing Consultant II. He was then quickly then promoted to a Master Solution Architect based on his performance, and was ultimately given the opportunity to lead the entire State & Local Healthcare Solution Architect team. As a leader, Mr. Sivaraman helped manage an annual pursuit pipeline of between \$4-\$6 Billion in projected revenue.

These solutions often run the gamut of technologies from the "state of the art" 25 years ago to the cutting edge technologies of today such as service oriented architecture and outboard rules engines. In the development of these solutions, Mr. Sivaraman is very well versed in the areas of enterprise application integration governance and strategy, enterprise architecture, network architecture and management, application development, enterprise business process re-engineering and implementation, IT and business outsourcing, disaster recovery and high availability best practices. He is additionally skilled at incorporating tactical and strategic goals within target solutions that incorporate cost containment principles and provide the highest return on investment for the client.

The team Mr. Sivaraman led focused on leading the development of diverse and innovative solutions for the U.S. State & Local vertical, with solutions ranging in revenue between \$100M - \$1.5B. As an individual contributor, Mr. Sivaraman led large teams of individuals tasked with the creation of every aspect of the solution, including technology, pricing, and proposal content.

Before working for the U.S. State & Local Government Solution Architect team, Mr. Sivaraman was a core member of the Business Acceleration Services team at EDS Federal, where he was primarily responsible for managing pre- and post-sales consulting engagements, and held key positions for various projects and implementations.

Position: **Technical Pre-Sales SE Manager** Chronology: *Sept '00 to June '03*
Company: **SUN/SeeBeyond Technology Corporation**

As a Technical Pre-Sales SE Manager for one of the leaders in the enterprise application integration space, Mr. Sivaraman was tasked with the creation of a very capable technical pre-sales SE team supporting sales activities within the Public Sector. Within three months, he created a technical pre-sales SE team that exceeded their sales quota at 120% during their first year. This team continued to demonstrate technical and sales excellence year-to-year and successfully mentored 3 of its team members (including Mr. Sivaraman) to become SUN/SeeBeyond "Apostles". Apostles are individuals who are regarded by the company as key contributors to the success of the corporation.

In addition to his management duties, Mr. Sivaraman was also an individual contributor to the pre-sales SE team. As such, he was responsible for many facets of the pre-sales process including account qualification, coordination and delivery of very in-depth technical seminars, technical execution during proof-of-concepts, and the development and demonstration of highly customized demos. This activity frequently required Mr. Sivaraman to learn, adapt, and integrate many different kinds of computer systems, across a wide variety of legacy and distributed platforms within a matter of weeks.

Mr. Sivaraman was personally responsible for and credited with the success of some of SUN/SeeBeyond's most important clients including: Defense Manpower Data Center (DMDC), Navy Marine Corps Intranet (NMCI), Defense Logistics Agency (DLA), Air Force First, NASA, Ryder Logistics, DuPont Chemical, and the U.S. Department of State.

Position: **Lead Systems Engineer**
Company: **IBM – Tivoli Division**

Chronology: *August '98 to August '00*

As the Lead Sales Engineer for the market leader in the IT management market, Mr. Sivaraman was responsible for providing all technical pre-sales knowledge necessary to facilitate a purchase by potential customers. This role involved detailed technical discussions with the IT personnel of potential customers, including on-site demonstrations of software and the architecture and implementation of evaluations. In this role, Mr. Sivaraman became intimately familiar with Tivoli's suite of products ranging from systems management to help desk and workflow management software. In addition, he gained tremendous experience in multi-platform environments, many flavors of RDBMS software, and the mechanics of infrastructure and resource management.

Position: **Director, Technical Ops. & I.T.**
Company: **GeoDemX Corporation**

Chronology: *June '94 to July '98*

GeoDemX, a software development company based in Detroit, Michigan, employed Mr. Sivaraman to oversee all technical and pre-sales technical efforts on behalf of the company. As such, he managed a 4-person development team which architected the company's flagship geographic information system called *GeoWizard*. *GeoWizard* was highly regarded as one of the most revolutionary products of its time in the GIS market. It involved coding in many languages and interfacing with numerous third-party applications. It also pioneered a very unique compression and storage algorithm, which is still in use today. Mr. Sivaraman also played a key role in the many sales successes of GeoDemX and its ultimate sale to American List Corporation in July, 1998.

Personal Skill Sets:

Technologies: Mr. Sivaraman has experience with a wide variety of enterprise technologies including: Web Services (SOAP, WSDL, UDDI, ebXML), Workflow/Business Process Management (BPMI, BPMN, UML), ERP Systems (SAP, PeopleSoft), Databases (Oracle 8i/9i/10g, SQL Server 7.x/2K/2K5), Enterprise Messaging (MQ Series, JMS, MSMQ, Multicast-Messaging), Web Servers (IIS, Apache), Security/Authentication (Firewall Security, Radius, Tunneling), B2B Protocols (X.12, XML, xCBL, HL-7, RosettaNet, etc.), Systems Management (Tivoli, CA, BMC) and numerous other types of technologies.

Operating Systems: He is also very familiar with DOS, WinTel (all versions), Sun Solaris, VMS, Linux, & Apple OSX. Additionally, he has working knowledge of IBM & Unisys mainframes.

Programming Languages: His experience covers the following languages: Java, SQL, Visual Basic, Delphi Object Pascal, C++, JavaScript, VBScript, HTML, XML and XSLT.

BUSINESS AND PERSONAL REFERENCES AVAILABLE UPON REQUEST