

Professional Profile

Venu Domala – SCPM, MS

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Venu Domala is a global M&A/ Technology Executive with 25 years of experience with the proven ability to design and implement groundbreaking technology solutions to enhance operational efficiencies, accelerate revenue growth, and optimize profitability. He has expertise in Strategy, Execution, Integrations (Pre & Post), Infrastructure / Applications, Solution Delivery, PMO, Data Analytics and M&A integration.

Skilled at overcoming complex business challenges to strategically integrate people, business processes, and technology assets. A motivating team builder who exceeds expectations and thrives in fast-paced environments. Brings commitment, adaptability, and emotional intelligence. Founded and managed multiple start-ups.

KEY ACCOMPLISHMENTS

M&A Integration: Methodology, Playbooks, Discovery to Announce, Announce to Close and Integration Execution.

Streamline integration roadmap tailored to various deals, Workstream models within the framework of overall integration methodology.

Long/short term strategic planning Leading IT Infrastructure, Business Systems & applications.

Transformation of IT/Engineering/Development organization, Technology vision, strategic planning and PMO/Portfolio Management.

Business Process Re-engineering, Resource planning, Offshoring, Outsourcing

Led large/small ERP and Application/Infrastructure Implementations

Restructuring application and infrastructure portfolios to cloud-based solutions

Build CoE, Security, and Compliance

Decommissioning/Manage consolidation of outdated apps & homegrown applications

Human Capital Management, HR Tools

Talent Acquisition, Leadership, Coaching/Mentoring & Enabling resources

Contract Negotiations & Vendor Management

Delivery Management, IT Operations, and Service Management

Big 4 Management Consulting experience

Led global implementation for DVN - Oracle On Demand on R12 in less than 90 days (First ERP on OOD for Cisco).

Reduced IT costs by \$6m to \$3.8m by initiating IT outsourcing

Hi-Tech M&As- Meraki, WebEx, Starent, SA, IronPort, Tidal, and DVN- Manufacturing M&As- Schrader, Wabash, Delta Tech Controls, Barium & Magnum Power

Asset Management & Disposition, Data Retention & Decommissioning

ERP strategy to support the China acquisition – First in China and First OOD in Cisco

Deployed SAP solutions for Deloitte in 3 months.

Successfully led Consulting practice for Enterprise apps

Off-shored Business Objects product support to India

Specialties: IT, ERP, EAI, ECM, BI, Hyperion, Supply Chain Management, B2B/EDI, Acquisitions & Integrations -High-tech, Retail & Healthcare

SELECTED PROFESSIONAL ACCOMPLISHMENTS

Led M&A Integrations from \$1M to \$2.9B. Global M&A integrations of 20+ acquisitions (\$18B, 22,000 employees on-boarded, and \$4B added to company's top line growth)

Implemented first ERP in the cloud for U.S. company and its Chinese acquisition. Integration was complex because of incompatible technology architectures, country-specific business and legal requirements, and an aggressive deadline. Proposed and drove an innovative solution and successfully achieved integration in half the time and with lower than expected costs. IMPACT: \$100M revenue impact; an integration model replicated in an additional 17 countries.

As CIO for 8+ acquired companies managed global employees, processes, and P&L during integration. Engaged third party support teams as needed to augment staff. Maintained business continuity with minimal interruption to IT services. IMPACT: Streamlined operations and reduced operating expenses by \$4M.

Co-founded professional/product services companies and developed ERP & Integration practice from 1 to 100+ employees with \$10M revenue.

Migrated old legacy environment to a new solution: Drove replacement of an end-of-life system and applications. Led implementation of new state-of-the-art system and applications with vendor support. Enabled system for future upgrades or migrations. IMPACT: Created a stable environment to support \$3B revenue system.

Achieved synchronous order tracking between two systems: Integrated with a cloud solution for ERP and SFDC by leveraging channels and partners when NaaS model was not yet available. IMPACT: Generated a \$100M increase in revenue.

Delivered major Technology deliverables for a new mass channel for largest apparel launch in history: Proposed Cyclone and EDI feed with mass channel partners. Led cross-functional efforts and mediated conflicts related to integration decisions. IMPACT: \$1M in savings per year; enabled the addition of an additional 200 B2B partners.

Coordinated outsourcing to reduce unsustainable costs of Data Center operations: Evaluated vendors (RFI, RFQs). IMPACT: Reduced operating expenses by \$5M.

CORE COMPETENCIES

Strategic Planning
M&A / Due diligence
SOX, ISO 9000, SAS 70, Security
Portfolio/Program/Project Management (PMO)
Biz. Application Integration (ERP, HCM, EAI, CRM, PLM)
Infrastructure(ITIL)/ Operations Management
Acquisition integration
Business & Operating Models
Big Data, Hadoop, Data Analytics
Organizational alignment
Cloud models (SaaS, PaaS, IaaS, NaaS)
POS, Vendor management/contracts

Architecture, Process re-engineering, Agile, BCP/DR
Budget & Asset Management
Developing global teams
Employee hiring/retention

EXPERIENCE

SENATA TECHNOLOGIES - CIO (Acquired) & Head of M&A Integration

Responsible for driving Sensata's M&A Integration Strategy and operations ensuring that company has the right talent, stay ahead of technology trends and maximizes the value of M&A investments. The goal is to drive increased productivity, better efficiency, and strategic business partnerships through simple and intuitive experiences for our global workforce.

Responsible for all systems and technology strategy for \$1.5B acquisitions (\$1B Revenue, 5 Acquisitions, ~5000 employees, 12 countries, 25 sites) with direct oversight of budgets comprised of both COGS and OPEX responsibilities.

Global leadership team distributed throughout US, China, Mexico and Europe. Responsibilities include developing strategy, Mergers and Acquisitions (Wabash, Delta Tech Controls, Schrader, Magnum, and Barium), 90 day/190-day Integration Plan, Decommissioning plan, post acquisition management, and corporate business development.

Assess the acquisitions for Technology/Security/Data privacy/IP risks during Due Diligence, Pre-close and post close activities.

Ability to create formalized, comprehensive risk management strategies and processes. Specialize in innovation and cloud technologies to solve business issues and drive relevance into the value chain.

Lead a global team of 50+ full-time employees and 30+ contractor/staff augmented personnel

Strategic influence on business and IT roadmaps through delivery of technology solutions with 80% of program portfolio results in direct revenue generation. 20% of program portfolio results in productivity savings.

Manage infrastructure services (LAN/WAN, PCs, Helpdesk) and application landscape of over 100+ applications all in a high availability environment.

Initiative owner for all Operational Excellence driving stability, resiliency, and availability of the systems that support the Services division

CISCO SYSTEMS – Leader M&A Integration

Acquisitions & Integrations: Discovery to Announce, Announce to Close and Integration Execution.

LEVI STRAUSS & COMPANY – Sr. Manager – ERP/EAI

INTEL - Global Solutions Manager/STA/SPM

EDUCATION

Master of Science, Computer Integrated Manufacturing Systems, Indian Institute of Technology, Kanpur, India

Master of Science, Management Science, Stanford University, Palo Alto, CA

SCPM – Stanford Certified Program Manager, Stanford University, Palo Alto, CA