

# FAHIM A. KHAN

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(810) 210-2838

## SKILLS

Insights and real-life experience that bring value

## LEADERSHIP



- 17+ years of Executive leadership
- BI, IoT, AI, Analytics & Big Data Advisory services
- Apps. & Infrastructure consulting
- Business Process (re-)engineering
- Global Delivery Management
- IT strategy development
- Transition & Transformation mgmt.
- Vendor Management
- Key account management
- P&L management

## APPLICATIONS & ENT. SYSTEMS



- BI, IoT, AI, Analytics & Big Data
- Information Governance
- EMR, EHR
- ERP systems
- CRM systems
- Application modernization
- Agile Methodology
- SaaS, PaaS, and cloud-based tools.
- On-shore, Off-shore support

## INFRASTRUCTURE



- Public, Private, Hybrid clouds
- IoT, AI and Machine Learning
- IT Modernization
- Workplace services
- Security & Compliance – HIPAA, ITAR, PCI, PII, etc.
- Data center services – hosting, DR, Business Continuity

## EXECUTIVE SUMMARY

Goal-oriented, visionary Executive with 25+ years of achievement in leveraging technology to drive organizational growth, performance, profitability, and expand intellectual property capital. Acts as a change agent, capable of orchestrating transformative business strategy through data-driven decisions. Champions innovation with a focus on developing flexible, scalable solutions and products for consumer and organizational problems. Diverse experience in IT modernization with extensive knowledge of the manufacturing, healthcare, and consumer products industries.

## Professional Experience

### VP AND HEAD OF ANALYTICS AND DIGITAL TRANSFORMATION

**BRILLIO** 08/2019 – PRESENT

Lead and grow Global Data & Analytics practice focused on developing and executing digital transformation strategy for our clients. This includes developing their complete modernization of their Data environment and using modern Analytics AI/ML and Data Science to unleash value from their data.

### SR. DIRECTOR DIGITAL TRANSFORMATION AND ANALYTICS

**DXC Technology** 06/2015 – 08/2019

Working with CxOs of key fortune 100 clients and helping them develop their Digital Transformation strategy, and then help them in execution of that strategy through my team. Organization responsible to solution Big Data platforms, Machine Learning (ML), Artificial Intelligence (AI), Internet of Things (IoT), manage Digital Transformation and Autonomous Vehicle (Robotic Drive) of Fortune 500 clients across Americas.

- Provide Digital transformation, Analytics, Big data, AI, and ML solutions to clients in all Industries across Americas in both traditional and cloud delivery models.
- Take clients through their Digital Transformation by implementing innovative solutions built using IoT and ML/AI supported by Big Data platforms and technologies.
- Establish Integrated Analytics and BI factory to provide Predictable Analytics, Actionable Analytics, management reports and dashboards in a very efficient manner through a managed services delivery organization.
- Consistently meeting or exceeding YoY growth targets of 30%

### DIRECTOR, ENTERPRISE CLOUD SOLUTIONS & SERVICES

**HPE** 01/2012 – 06/2015

Lead team of senior management consultants and CTO covering all Americas, for developing and delivering highly innovative cloud-based solutions for Fortune 500 clients. Helped fuel growth of cloud-based services by double digits quarter over quarter.

- On a regular basis meet with client's C-level and IT leadership in an advisory Capacity to position HPE's Cloud and other services portfolio and how it applies to their industry in general and how their business imperatives.
- Led development of "Journey to Cloud" consulting workshop. This workshop was successfully delivered to more than 400 consultants globally.

### SERVICE LINE AND STRATEGY LEADER-CLOUD SERVICES

**HPE** 11/2010 – 01/2012

Member of a "PanHP Cloud SWAT team" – a cross business units Leadership Team responsible for developing HP's Cloud portfolio offerings and go to market strategy for these offerings.

### ENTERPRISE SOLUTIONS EXECUTIVE & STRATEGY LEADER - CLOUD SERVICES

**HPE** 03/2007 – 11/2010

Organization staffed with both Sales support professionals and expert technical architects to develop enterprise level IT and BPO outsourcing and solutions for manufacturing, communications, and media industries. Work closely with client's C-level leadership to develop their IT strategy by migrating their IT portfolio to private, public or hybrid Cloud Services More than 85% of new business secured due to strong demonstration of thorough understanding of business imperatives, ability to solution according to clients long term vision, quick ROI, reduced TCO, outstanding technical and business skills.

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## INDUSTRIAL EXPERIENCE

MANUFACTURING ●●●●●●●●●●●●●●●●

AUTOMOTIVE ●●●●●●●●●●●●●●●●

HI-TECH ●●●●●●●●●●●●●●●●

CONSULTING ●●●●●●●●●●●●●●●●

AEROSPACE ●●●●●●●●●●●●●●●●

HEALTHCARE ●●●●●●●●●●●●●●●●

TRANSPORTATION ●●●●●●●●●●●●●●●●

TELECOM ●●●●●●●●●●●●●●●●

OIL & GAS ●●●●●●●●●●●●●●●●

INSURANCE ●●●●●●●●●●●●●●●●

BANKING ●●●●●●●●●●●●●●●●

FINANCE ●●●●●●●●●●●●●●●●

ENTERTAINMENT ●●●●●●●●●●●●●●●●

### DIRECTOR - SOLUTIONS DEVELOPMENT

EDS 10/2005 - 03/2007

Led organization responsible for solutioning activities for re-compete of one of EDS' marquee clients General Motors, resulting in \$1.3 Billion of multi-year contract. This involved solutioning of GM's entire IT operations under 3GOM including Data centers, mainframes, midranges, desktop, service desk, engineering workstations, ERP systems (SAP and PeopleSoft), CRM system, plant floor infrastructure and application operations, business services environment, PLM systems etc.

### PORTFOLIO ARCHITECTS DIRECTOR SOLUTIONS DEVELOPMENT

EDS 05/2004 - 10/2005

Develop solutioning strategy to support EDS portfolio of services and manage a group of Technical Architects involved in solutioning activities for all Applications and BPO pursuits for several global clients.

- Improved win rate by 80%.
- Developed standard solutioning methods to cut solution development time by greater than 40%.

### REGIONAL CDE AND VP ASIA PACIFIC AND LATIN AMERICA

EDS 04/2002 - 05/2004

As a CDE (Client Delivery Executive) for large global client accounts in APO (Asia Pacific) and LAAM (Latin America, Middle East and Africa), worked closely with the Regional CEs, CDEs, CSEs and BDs to enhance delivery of EDS services and to introduce areas of potential growth of EDS' business by introducing new capabilities and mapping them to client's in-region strategic initiatives.

- Consistently exceeded all revenue targets for Solutions Consulting for both regions.
- Expanded EDS' portfolio of services to include enterprise Applications including SAP, Siebel, etc.
- Increased EDS' applications outsourcing and BPO revenue by five (5) folds.
- Maintained 99.99% Green status in client delivery dashboard.

### CLIENT DELIVERY EXECUTIVE (SOLUTIONS CONSULTING)

EDS 04/00 - 04/02

### MANAGER - TECHNICAL DELIVERY

EDS 02/97 - 04/00

### SYSTEMS ENGINEER

EDS 01/92 - 02/97

### MANAGER-COMPUTER INTEGRATED OPERATIONS

Method Electronics Graphics Research Inc. 07/89 - 12/91

### PROCESS ENGINEER

Method Electronics Graphics Research Inc. 10/87 - 07/89

## EDUCATION

Executive Education, Strategic Value Creation Programme  
London School of Business, London UK May 2005

MSc., Chemical Engineering  
University of Oklahoma, Norman, OK 1985

BSc. Chemical Engineering  
University of Engineering and Technology, Lahore, Pakistan. Dec 1981

Cloud Computing Strategy - Boot Camp - January 2010

ITIL Foundations Certification - 2004

Manufacturing Enterprise Leaders Program. - May 1997