

GOPI HARAN MUTHU GANAPATHY

Technology Strategy & Transformation | Cloud Economics | Enterprise Consulting

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PROFESSIONAL SUMMARY

Technology strategy and transformation professional with 12+ years of experience spanning cloud architecture, cloud economics, governance, operations, and enterprise consulting. Delivered \$2M+ in annual cloud savings, advised 35+ enterprise customers and 70+ partners, and owned technology priorities across a \$10M annual cloud portfolio. MBA candidate combining deep technical expertise with structured problem solving, executive stakeholder communication, evidence-based recommendations, and a strong understanding of how technology decisions translate into business, financial, and operational outcomes.

SELECTED CONSULTING IMPACT

Delivered \$2M+ in annual cloud savings by structuring cost drivers, leading cross-functional optimization war rooms, and translating technical findings into prioritized business actions.

Advised 35+ enterprise customers and 70+ partners through workshops, architecture sessions, PoCs, RFP support, and implementation roadmaps. Owned cloud infrastructure, security, cost, and governance for a \$10M annual cloud portfolio and supported ISO 27001 and SOC 2 certification readiness within nine months.

Developed an evidence-based MBA consulting project focused on helping organizations assess technology dependency risk, operational control, resilience, and their ability to respond when critical dependencies change.

CORE CONSULTING & TECHNOLOGY SKILLS

Technology Strategy & Transformation | Structured Problem Solving | Cloud Economics & Cost Optimization | Data Analysis & Actionable Recommendations | Client Workshops & Presentations | Stakeholder Management | Project & Deliverable Management | Cloud Financial Analysis | Forecasting & Budgeting | Cloud Governance | AWS & Azure | Coaching & Mentoring | Excel & PowerPoint

PROFESSIONAL EXPERIENCE

Tech Mahindra | Cloud Cost Optimization Consultant (SME) | Chennai, India | Jul 2023 – Apr 2025

Achieved \$400K in annualized savings within six months by analyzing cloud consumption, identifying actionable cost drivers, and coordinating targeted optimization actions.

Presented weekly cloud financial insights to senior leaders, translating consumption, savings, forecasting, and budget variance into decision-focused recommendations.

Advised teams on financial analysis, forecasting, budgeting, and cloud accountability as a cloud cost optimization specialist within the Cloud Centre of Excellence.

Mentored team members and supported multiple customer priorities in a fast-paced, cross-functional delivery environment.

Mad Street Den | Cloud Operations Manager | Chennai, India | Feb 2022 – Jul 2023

Owned cloud operations, security, cost, and governance for a \$10M annual cloud portfolio, balancing reliability, risk, and financial priorities.

Led cross-functional cost war rooms that delivered \$2M+ in annual savings and strengthened cost accountability across engineering teams.

Supported ISO 27001 and SOC 2 certification readiness within nine months by collaborating across compliance and technical teams.

Defined cloud policies, governance controls, and resource lifecycle practices from capacity planning through decommissioning.

Atlas Systems | Cloud Architect (SME) | Chennai, India | Mar 2021 – Jan 2022

Advised a large U.S. pharmaceutical distributor on Azure infrastructure decisions aligned to availability, security, performance, and business requirements.

Analyzed cloud spend and recommended governance and architecture improvements to improve cost efficiency and operational performance.

Automated recurring operational activities through delivery pipelines, reducing manual intervention and improving repeatability.

Crayon Software Experts India Pvt. Ltd. | Cloud Solution Architect | Chennai, India | Jul 2019 – Mar 2021

Served as a trusted advisor to 35+ enterprise customers and 70+ partners on cloud strategy, architecture, and delivery.

Facilitated workshops, technical briefings, PoCs, and architecture sessions to clarify client requirements and support technology decisions.

Conducted cloud cost and architecture reviews and presented prioritized recommendations based on business and technical trade-offs.

Contributed to RFPs, target-state architectures, and implementation roadmaps supporting digital transformation engagements.

Ardhika Software Technologies | DevOps Engineer / Earlier Career | Chennai, India | Jul 2013 – Jun 2019

Led a 12-member development team delivering web and mobile solutions against functional, timeline, performance, and reliability requirements.

Improved deployment repeatability through application containerization and supported production operations and continuous improvement.

Worked across development, DevOps, and IoT deployments, building broad end-to-end technology delivery experience.

BUSINESS CONSULTANCY CAPSTONE

Creative Emergy Inc. | Operational Sovereignty Assessment | MBA Consulting Project

Reframed an initial sovereign-cloud market question into an organizational assessment of critical technology dependencies, operational control, and resilience.

Developed an evidence-based assessment sequence linking critical services, business needs, dependencies, evidence, current posture, gaps, and prioritized actions.

Synthesized academic literature, Canadian standards, policy, and industry evidence to translate an emerging technology-risk concept into a practical advisory method.

Developed vendor-neutral advisory positioning for readiness assessment, implementation support, and periodic reassessment.

ADDITIONAL ADVISORY EXPERIENCE

CloudSibyl | Product & Cloud Economics Strategy Advisor (Volunteer) | Canada (Remote) | Dec 2025 – Feb 2026

Designed persona-based cost visibility and reporting concepts for Finance, Engineering, and Executive stakeholders.

Prioritized product features using customer value and market demand signals, helping shape the product roadmap around capabilities customers were more likely to pay for.

Completed a customer cloud cost and usage audit and delivered prioritized recommendations focused on near-term ROI opportunities.

EDUCATION & CERTIFICATIONS

MBA, Technology, Innovation & Entrepreneurship | International Business University, Toronto, ON

Bachelor's Degree, Information Technology | PRIST University, India

Certifications: AWS Certified Solutions Architect – Professional | AWS Certified Solutions Architect – Associate | Microsoft Azure Architect Technologies (AZ-300)