



VIKASH KARUNA

Technology Strategist | Board Advisor | Thought Leader | Keynote Speaker

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EXECUTIVE SUMMARY

Visionary C-Suite Technology Executive with **25+ years** of progressive global leadership in driving **enterprise-strategy, digital transformation, technology innovation, P&L growth**, and **board-level corporate governance**. Proven expert in **technology stewardship, cyber risk management, regulatory compliance, FinOps discipline**, with specialization to **sovereign cloud strategy** and **population-scale platforms**. Adept at bridging complex technical innovation with strategic business imperatives — translating visionary roadmaps into measurable outcomes, providing **sustainable competitive advantage** for global organizations.

100% YoY
Revenue Growth
Delivered

90%↓
Audit Findings
Reduced

99.99%
Platform Availability

\$67M+
Opportunity Pipeline

5-Month
GCC MeitY
Empanelment

CORE COMPETENCIES — C-SUITE CAPABILITY PROFILE

- ✓ Corporate Governance & Board Advisory
- ✓ P&L Management & Financial Stewardship
- ✓ Enterprise Digital & AI Transformation
- ✓ IT & AI Governance Frameworks (NIST, CIS, CSA)
- ✓ Regulatory Compliance (ISO, DPDPA, HIPAA, SOC, PCI)
- ✓ Cloud Strategy & Sovereign Platform Engineering
- ✓ Data Strategy, Analytics & AI/ML Oversight
- ✓ Cloud/Edge Computing & DevSecOps
- ✓ Cybersecurity & Enterprise Risk Management
- ✓ FinOps & CAPEX/OPEX Optimization
- ✓ Enterprise Architecture & Technology Roadmap
- ✓ Global GTM Strategy & Hyperscaler Alliances
- ✓ Innovation Leadership & IP Management
- ✓ Operational Excellence & KPI-Driven Delivery
- ✓ Stakeholder Engagement & Ecosystem Orchestration
- ✓ Organizational Transformation/Change Management
- ✓ Network / Platform & Application Security
- ✓ ESG-Aligned Technology Stewardship

PROFESSIONAL EXPERIENCE

Vice President & Head — Cloud Delivery | Protean eGov Technologies Ltd

Mar 2023 – Present

P&L Owner | Enterprise Cloud Governance | National Digital Infrastructure | Regulatory Compliance

- **Revenue & Business Growth:** Delivered **100% YoY BU revenue growth** and **28% net profitability margin** through strategic multi-year contract acquisitions, revenue-stream diversification, and high-value client retention.
- **National Digital Infrastructure:** Championed sovereign **Government Community Cloud (GCC)** strategy — achieved **MeitY empanelment** in a record 5-month window.
- **Operational Excellence:** Orchestrated a secure, scalable, industry-compliant platform architecture — establishing India-stack population-scale platforms with **99.99% system availability**.
- **Platform & Product Innovation:** Established six core platform services — Kubernetes, Data Analytics, and managed ecosystems — evolving foundational VPC into a **3x maturity**, market-leading cloud offering.

- **Cost Leadership & FinOps:** Optimized financial and procurements — reduced CAPEX/OPEX by **18–32%**, delivering **5+ Crs** in savings through strategic procurement, vendor negotiations, and infrastructure right-sizing.
- **Cybersecurity & Risk Governance:** Hardened security posture aligning with **NIST, CSA, and CIS** benchmarks — achieving **95% compliance** and **90% reduction in audit findings** across all critical frameworks.
- **Regulatory Compliance Mastery:** Spearheaded complex certification roadmaps for **DPDPA, ISO/IEC, PCI-DSS, SOC, and HIPAA**, ensuring full national and international regulatory alignment.
- **Client Success & Retention:** Maintained **99.9% SLA adherence** and **90%+ customer satisfaction (CSAT)** while leveraging network automation to reduce operational overhead by **70%**.
- **DevSecOps & Agile Culture:** Embedded SAST/DAST security assurance into engineering DNA, accelerating time-to-market without compromising platform integrity.

Director & Global Practice Head — Cloud Technology | Cyient Limited

Oct 2021 – Feb 2023

Global P&L | Cloud CoE | Strategic Presales | FinOps | Hyperscaler Alliances | Multi-Million \$ TCV

- **Revenue Acceleration:** Established a world-class **Cloud Center of Excellence (CCoE)**, driving **55% revenue growth** and **68% internal cloud adoption** across the global organization.
- **Strategic Deal Capture:** Led global presales and RFP strategy securing **\$38M+ in Total Contract Value (TCV)** through large-deal IP initiatives (Cloud-native Data-platforms, Edge/IOT) and strategic alliances.
- **IP Innovation Pipeline:** Directed lifecycle of **24+ high-value IPs** Platform-X including Platform API, Edge AI, and Digital Twins — building a **\$67M transformation opportunity pipeline**, and slashing **Time-to-Market by 20%**
- **Cloud Governance & FinOps Discipline:** Orchestrated enterprise-wide cloud transformations yielding **\$2.2M in annual savings** through FinOps practices and rigorous ROI/TCO optimization.
- **Platform Engineering:** Architected high-velocity cloud-native ecosystems (Microservices, Containers, Serverless, Event-Driven) improving client **operational efficiency by ~25%** and **reducing costs by ~22%**.
- **Global Market Expansion:** Spearheaded GTM initiatives with AWS, Azure, and GCP expanding market penetration **20% in Europe** and **18% in the Americas**.
- **Organizational Velocity:** Mentored cross-functional teams in Agile/DevOps adoption, achieving **40% productivity gain** and **35% reduction** in deployment cycles.

Enterprise Cloud Architect — Technology Consulting | Ernst & Young LLP (EY) Jan 2021 – Oct 2021

EMEA Advisory | Cloud-First Strategy | Enterprise Digital Transformation

- **EMEA Strategic Advisory:** Provided executive-level digital transformation consulting for the EMEA region, aligning legacy systems with modern cloud-first architecture and future-proofing global organizational assets.
- **Cloud-First Ecosystem:** Architected scalable, secure, performant, and agile 'Cloud-First' foundational infrastructure for a premier Indian MNC enabling rapid market entry and expansion.
- **Retail & Industrial Automation:** Designed modern cloud-native architectures for Integrated Retail Consumer Pump Automation, achieving **92% CSAT** through enhanced system reliability.

Senior Software Engineering Manager | Hexaware Technologies Ltd

Jun 2011 – Dec 2021

P&L Ownership | Global SaaS Delivery | Multi-Cloud Migration | Enterprise Architecture

- **P&L & Portfolio Management:** Held full accountability for multi-million-dollar budgets, maintaining **25–45% profit margins** through optimized resource utilization and financial discipline.
- **Revenue Generation:** Secured **\$21M in TCV** through global SaaS implementations and cloud delivery programs, generating **\$5M+** in new annual revenue streams.
- **TCO Optimization:** Championed migration of mission-critical workloads to Azure PaaS achieving **22% TCO reduction**; distributed microservices across **five global AWS** regions with **99.99% availability**.
- **AI & Automation:** Leveraged Cognitive and Bot Services to achieve **70% reduction** in automation costs and **55% improvement** in model development efficiency.
- **Operational Velocity:** Instituted enterprise-wide process improvements yielding **70% increase** in project predictability and **35% Time-to-Market reduction**.
- **Digital Innovation:** Developed 5 omni-channel applications and RESTful API frameworks achieving **90%+ adoption** and **70% surge** in user engagement.

Software Engineering Manager | Financial Technologies Ltd (63 Moons)

Sep 2008 – Mar 2011

- **Orchestrated full-stack development** and delivery of six critical Exchange solutions: TradeDart, Membership, Trading, Clearing & Settlement — driving significant revenue impact.

Earlier Career:

Software Consultant — [Datamatics Ltd](#) (Apr 2005 – Jul 2008) | [Syntel Ltd / Atos Syntel](#) (Apr 2004 – Apr 2005) | Sr. Software Engineer — [Labh Software](#) (Sep 2002 – Mar 2004) | Software Engineer — [Cerebrum InfoTech](#) (Oct 1999 – May 2002)

CERTIFICATIONS & AWARDS

- **IICA Certified** Independent Director
- **16x** Microsoft **Azure** Certified
- **6x** Google Cloud Platform (**GCP**) Certified
- **4x** Amazon Web Service (**AWS**) Certified
- Oracle Cloud Infrastructure (**OCI**)
- **Aviatrix** Multi-Cloud Network
- **IOD Global** Certified Corporate Director
- SAFe Agilist | CSP | CSPO | CSM
- **PMP** | ITIL V3 Foundation
- Microsoft .NET Professional (**MCP**)
- Cloud Transformation Excellence Award — Technophiles
- Innovation Leadership Award — World Innovation Congress

PROFESSIONAL AFFILIATIONS

- **MeitY/STQC** AI Systems Assessment Framework Contributor
- **Hackathon Judge:** NMIMS NPSTME, Rite Technologies, APSIT, IEEE
- **Keynote Speaker:** Microsoft AI Tour, IBM Consulting Forums, Times Group, UBS Forums
- **Panel:** UBS Forums, Times Group, Technophiles India

EDUCATION

Executive MBA (PGDBA)

Business Administration & Management — NMIMS, Mumbai, India

Master of Computer Application (MCA)

Computer & Information Sciences — IGNOU, New Delhi, India

TECHNICAL EXPERTISE & DOMAIN COVERAGE

Cloud & Edge Computing	Amazon AWS, Microsoft Azure, Google Cloud Platform, OCI, Aviatrix Multi-Cloud; IaaS, PaaS, SaaS, CaaS, DBaaS, Edge AI; Private/Hybrid Cloud, Microservices, Kubernetes, Docker, Serverless, API Management
Data & AI/ML	SQL/NoSQL, OLTP/OLAP, Data Analytics, Data Mesh, ETL/ELT, AI/ML, Cognitive Services, Bot Platforms, Digital Twins, IoT
Security & Compliance	Zero-Trust, Network Virtualization, SDN, Perimeter/Cloud/Endpoint Security, DDoS, IDS/IPS; NIST, CSA, CIS, OWASP, MeitY, DPDPA, GDPR, PCI-DSS, HIPAA, SOC 1/2, ISO/IEC
DevSecOps & Agile	DevSecOps, CI/CD Pipelines, SAST/DAST, Scaled Agile (SAFe), Scrum, ALM/PM tooling, GitHub Actions, Infrastructure as Code
Industry Domains	Financial Services (Securities, Derivatives, Trading Platforms), Insurance, Healthcare & Life Sciences, Government & Public Sector, Manufacturing, Retail, Transportation & Automotive

LEADERSHIP PHILOSOPHY

As a transformative leader, I drive business transformation empowering high-performance, cross-functional teams to translate visionary ideas into actionable roadmaps and measurable outcomes. By championing a culture of continuous improvement, ethical AI governance, and data-driven decision-making, I ensure organizations remain resilient, compliant, and competitively positioned in an evolving global landscape — aligning technology strategy with board-level business imperatives to drive sustainable stakeholder value.