

Prem Kamble
An Expert in People,
Processes and
Technology, an Author
and Speaker

A Brief Profile



Website: <http://premkamble.com>, <http://premkamble.in>

Linkedin: <http://www.linkedin.com/in/premkamble>

Client Testimonials: <http://pukamble.tripod.com/clientpraise>

Success Stories: <http://premkamble.com/success>

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Profile Summary

- IT Professional with over 30 years experience
 - as CIO in Manufacturing and Service companies and
 - as Software Delivery Head in SEI CMM Level 5 Software Companies
- Evolved my Trademarked Behavioral IT™ Model of IT Transitions in Businesses
- Innovator of phrase “Behavioral IT™”
- B.Tech. from IIT Bombay, MBA from IIM C
- Consultant in ERP, IT Driven Change Management, Process Improvement, IT Strategy
- Authored and published articles on my real life success stories
- Consultant, Senior Management Trainer, Visiting Faculty at IIM, Author



Background



- B.Tech. (IIT, Bombay),
- MBA (IIM, Calcutta),
- Advanced Management Diploma (Germany)
- Over 25 years of Management experience as
 - Vice President & Head – Global Software at BPO
 - Head IT/CIO in manufacturing and service companies (15 years)
 - Head Software Delivery in SEI CMM Level 5 companies. (3 years)
 - Entrepreneur and Software Business Head (2 years + 5 Years)
 - Consultant and Top Management Trainer (2 years)

Experience



- Process Knowledge

- Steel Plant
- Heavy Engineering
- Chemicals
- Construction Projects
- Energy
- Sugar Mill
- BPO
- Software Services
- More...



- Applications Knowledge

- Production Planning,
- Inventory
- Purchase
- HR, Payroll
- Quality
- CRM
- Productivity Measurement
- Financial Accounting
- ERP
- PeopleSoft
- Plant Maintenance

Skills

- CIO Coaching and Mentoring, IT Department Audit
- Business Processes Improvement & Re-engineering
- Software Development Life Cycle, Project Management
- Client Expectations Management
- ERP Implementation
- Employee Motivation and Team Building
- IT Driven Change Management
- Top Management Involvement in IT
- Leadership Mentoring and Coaching
- Unique Skill in “Behavioral IT”([click here](#) to know more)



Services Offered to Software Companies

- Pre-Sales Customer Interaction
- Facilitator Role between Customer and IT company to help Freeze realistic requirements
- Client Expectation Management – Ensuring No Scope Creep
- ERP Implementation Facilitation with Client
- Project Management Mentoring / Coaching
- Training on Delighting the Customer thru Timely and To-Scope Delivery.
- Change Management
- Employee Motivation
 - Team Building
- Employee Productivity Improvement
 - Cost Cutting



Services Offered to Companies

- Business IT Alignment (BITA),
- IT Strategy
- CIO Mentoring / Coaching
- Top Management Training
- Business Process Re-engineering
- Client Expectation Management
- ERP Facilitator (See detail slide)
- Deriving Business Benefit
- IT Operations
- Applications Management
- Applications Implementation
- Change Management
- IT Skills Development
- IT Team building
- Building a strong Bond between IT, User and Top Management
 - Ensuring Collaborative and non confrontational approach.
- Process Mapping with Products, Assessing need for customization
- Facilitating and Enabling as a coordinator between Users, IT and Top Management
- Simplifying Requirements, Documenting and Auditing Business Requirements
- Consulting and Negotiating with Users for Requirements Prioritization (in Vital/Essential/Desirable and Urgent/Normal categories).



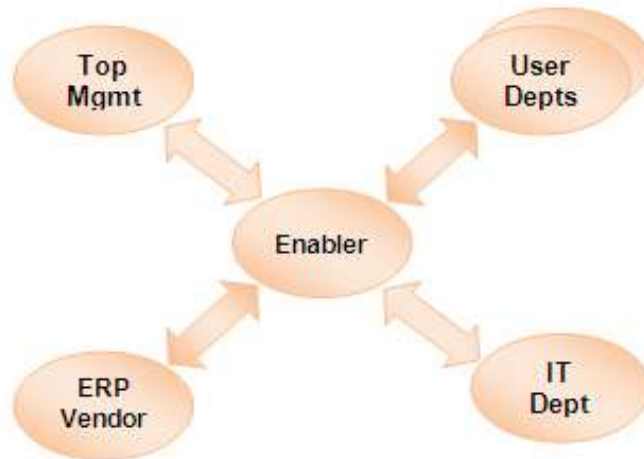
Services Offered to IT Departments

- Building a strong Bond between IT, User and Top Management
 - Ensuring Collaborative and non confrontational approach.
- Process Mapping with Products, Assessing need for customization
- Manage Customer expectations effectively
- Delight the customer
- Simplifying Requirements, Documenting and Auditing Business Requirements
- Consulting and Negotiating with Users for Requirements Prioritization (in Vital/Essential/Desirable and Urgent/Normal categories).
- Simplify applications to ensure more robust apps
- Facilitating and Enabling as a coordinator between Users, IT and Top Management



ERP Facilitator or Enabler

[Click here to Read more](#)



ERP Implementer

1. Be the interface (technical, managerial, procedural and tactical) between vendors and user departments.
2. Help the departments understand the vendor's point of view in a non-technical language and explain the department's point of view to vendor in a technical language to ensure that there is an agreement.
3. Assist in getting the support of internal senior staff, Heads of departments and CEO.
4. Provide one point of contact for coordination with internal activities of the company.

Facilitator / Enabler

Assistance in managing IT Driven Change and Facilitate Major IT Implementations:

- Selection of team, Team constitution, Roles and responsibilities, coordination with ERP Vendor/Implementor, Interface between IT, Implementor and users. Speaking both their languages
- Ensuring Success , avoid pitfalls, avoid change related stress, facilitate change
- Team building, IT – User Bonding, Empowering CEO, HoDs

Trouble Shooter

Analysis of Problematic Projects and their revival.

- Issues with team
- Process Issues
- Issues with user roles and responsibilities.
- User Attitude issues
- Skills Gap
- Analysis of Internal and external causes

Consultant

- Implementation Strategy Consulting.

Top Management Seminars

- Behavioral IT™ - Managers Don't need to know IT, they only need to know Behavioral IT
- Manager's Success Key in IT-Driven World
- Overcome Subconscious Fear of IT
- Business Process Re-engineering Simplified
- IT-Driven Change Management
- Knowing the Inner Self – Knowing your Subconscious Mind
- [See Full List](#) of Seminars for Top Management



[Click here](#) for List of
Top Management Seminars

Top Management Mentoring in IT

- Successfully Manage IT-Driven Change
- Overcome Fear of Technology
- Benefit from IT without Knowing Technology
- Seminars for Top Management



[Click here](#) for List of
Top Management Seminars

MBA Courses

- Visiting Faculty in IIM Indore
- Unique course on “Behavioral IT™”, a phrase coined by me (Google on “Behavioral IT” to know more)
- IT Soft Skills for All Young Managers
- Cloud Computing for Managers

[Click here to Read more](#)



Client Testimonials (for my role as Head - Software Delivery)



The Management of Mondaq is shocked to know that the project went live on the date it was supposed to...

- mail received from **Charles Ashton**, IT Director, **Mondaq, UK** my first client at DSQ [Read success story](#)

I have rarely seen projects delivered both on time and to specifications, even in UK.

- **Michael Bournat, MD, CQR Technologies, UK**, while speaking to P U Kamble on CQR Talisman Project delivered on time and to specifications

Client Testimonials (for my Role as CIO)



Kamble's Software department is running like a well oiled engine

- **Mr. Prem Puthur, ex CTO, Sutherland Global Services**, commenting on the zero issues and escalations received from my users and Customers

The department is run with very low cost and with negligible bugs in spite of being highly responsive to customer demands in a very dynamic and demanding environment.

- Comment by **Independent Consultant, Sutherland Global Services**, commenting on the operations of my Global Software department

Please accept my sincere thanks for your leadership role, tenacious efforts and inspiration in developing and implementing HR Systems

- **Mr. Lalit Vohra, Director HR, DSQ** for the in-house systems developed and implemented for DSQ using idle resources



For more Testimonials, [Click here](#)

Success Stories

(<http://premkamble.com/success>)



- **IT for Business** - My Real life story published in Times of India on how I identified business KRAs and made my software to contribute to the Business objectives (<http://premkamble.com/toi>).
- **Delighted Customer** - Record of highest repeat orders in a SEI CMM Level 5 company, which showed that my overseas customers were delighted.
- **Successful Implementation** – My real story published in Computers Today magazine on my successful implementation strategy (<http://premkamble.com/ctI>).

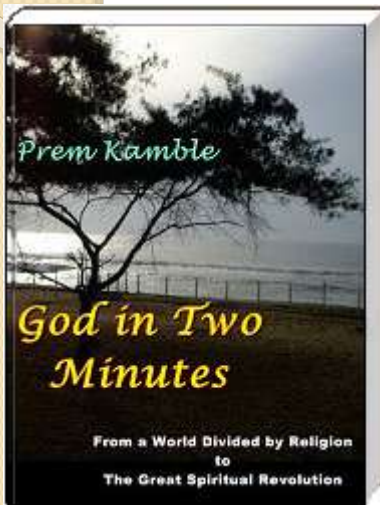
- **Motivated Teams** - My success story how I motivated my team to complete all projects on time was published in the in-house magazine (<http://premkamble.com/dsqsolekha>).
- **Timely Delivery** - Created a record of delivering all projects on time in a SEI Level 5 company. My resource utilization was highest. (<http://premkamble.com/dsq>).

For more Success Stories,
[Click here](#)



<http://www.flickr.com/photos/48780016@N02/9915513588/>

Personal Profile, Author, Speaker



[Click here to Download e-book](#)

- Author of Book “[God in Two Minutes](#)”
- Book Tries to Bridge the Religious Divide
- Promotes Religious Harmony
- Invite for a free talk. Contact at <http://premkamble.com/mail>
- Personal Mission
 - Religious Harmony
 - Corporate Harmony
 - Community Harmony

Important Links

#	Description	Web Link
1	My Top Management Seminars	http://premkamble.com/seminars
2	ERP Consulting	http://premkamble.com/brocerp
3	My Success Story of 100% On time delivery	http://premkamble.in/dsq
4	My Real Stories of getting the best out of ordinary people	http://premkamble.com/coe
5	My Real story of Team Building	http://premkamble.com/dsq
6	My real life story of using IT for Business (in Times of India)	http://pukamble.tripod.com/toi
7	My Articles and Blog on IT	http://premkamble.com/blog
8	My Articles on IT	https://premkamble.wordpress.com/
9	My Implementation Strategy success story in 'Computers Today',	http://prem.cu.cc/ct1

Thank You!



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IT Strategy

- Diverse technologies and Application Silos?
 - Most of the effort goes in Keeping lights on
 - Not able to Innovate?
- Simplify apps to ensure more robust apps
 - Minimise versions
 - Optimise resources
 - Create Experts, Creative thinking team
 - Delight the customer, manage Customer expectations effectively