

Resume of Kemal Danisman, Enterprise Architect

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Profile:

5 pages (7 with appendices)

An experienced and pragmatic Enterprise Architect with career in IT pre-sales and consulting – with extensive technical, product and leadership experience of large-scale software solutions and in-service customer delivery, gained in numerous digital transformation projects both large and small.

Confident, articulate, customer-facing multi-disciplinary consultant with broad experience in pre-sales, marketing and business/technology consulting. Solution and Enterprise Architect selling to, consulting with, advising and supporting large enterprise clients and their CIOs. Helping clients extract business value from IT technology design, deployment and transformation.

A champion of innovation and collaboration, with practical experience as a BA workshop facilitator, business case designer and mentor, technology product manager and software development team leader. Active mentor to junior and senior staff members.

Experienced public speaker, educator and consultative seller riding the architect elevator. Comfortable engaging at all levels of a client, from Developers to C-suite. Enjoy travelling to meet and help global clients of all backgrounds and industries.

Now, TOGAF9.1 & AEA (globalaea.org) member. Before, a BCS Chartered IT Professional (CITP) and IBM Certified IT Specialist (Open Group Certified IT Specialist level). Was in IBM's Technical Leadership program for top 5% talent. Past member of the Royal Aeronautical Society (RAeS), The Institution of Engineering and Technology (IET) and the British Computer Society (BCS).

Skills and experience:

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| <ul style="list-style-type: none"> • Enterprise Architecture • Solutions Architecture • Pre-sales architecture • Product Management • Strategic transformation road-mapping | <ul style="list-style-type: none"> • People leadership & team management • Client relationship ownership • Stakeholder management • Vendor management • Project & programme management | <ul style="list-style-type: none"> • Requirements and risk • Commercial case modelling • Business operating models • Application Portfolio Management • Demos, training, speaking |
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Technologies:

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| <ul style="list-style-type: none"> • Enterprise Architecture - TOGAF9 & Archimate 3 • Deploy and use EA tools – Sparx, BIZZdesign, Archi, Aris • Application Portfolio Management – CAST, Sparx, essential, lean IX, custom analysis products. • KM & collaboration – Microsoft365, IBM, Atlassian, open source. • Enterprise middleware and portals – IBM WebSphere, Microsoft365, SharePoint, open source. | <ul style="list-style-type: none"> • Information management, streaming data, MDM, BI, analytics and data governance –e.g. PowerBI and Qlik, MDM and ETL (IBM InfoSphere) and RDBMS (IBM DB2, SQL Server, MySQL, open source DBs). • SQL, HTML5/CSS3, PHP, Javascript & Lotuscript, shell scripting (Korn, Bash), Visual Basic 6, Fortran77 & LISP programming. • Microsoft PowerApps app development. | <ul style="list-style-type: none"> • Integration middleware - message brokers, ESBs as well as rules/process engines (e.g. IBM WebSphere). • Mobility systems - EMM, MDM, MAM, BYOD and mobile security (e.g. AirWatch, Apple, InTune). • Native and hybrid mobile app development (php, HTML5+CSS3+JS) and no/low-code platforms (e.g. Microsoft PowerApps). • Cloud conceptual/logical architecture – Azure & AWS |
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Professional experience:

August 2019 – present, Enterprise Architect, Sopra Steria UK, Private Sector

Business-focused Enterprise Architect in the Sopra Steria UK Private Sector, providing architecture and community leadership to our clients and our architects community. Previously, the Head of the Architecture Practice for the Private Sector (role was labelled “Chief Architect”) for last 2 years.

Trusted advisor to clients on Enterprise Architecture, digital transformation, business capabilities transformation and adoption of new IT technologies and architecture techniques.

Building a stronger architecture community within Sopra Steria to strengthen the delivery of architecture, consulting and implementation services and the further development of Enterprise and Solution Architecture skills, capability and team members. Developing the next generation of products, services and engagement & delivery models for our clients.

Clients include NBrown Group, Royal London Group, The Charities Commission of England & Wales, SSCL, Tesco and a large UK Government agency. Projects include digital business transformation, strategic target operating models, legacy IT modernisation and establishing enterprise architecture functions, operations and governance.

Examples of projects delivered:

1. MOD DBS – EA on the SDC Programme, SSCL delivering digital systems and operational transformation to the HR, Payroll and Pensions systems of the UK MOD. I established TOGAF-compliant solutions such as the programme architecture repository and requirements management system (Atlassian), and solutions management systems (Archi & BiZZdesign).

Hired and managing a team of

service and business architects delivering programme operational changes and ITIL project transformation. Analysing and transforming the business service operating model (BPMN).

2. SSCL Government – consultant and advisor on Target Operating Model for SSCL’s Government business unit, delivering IT and business outsourced services to some the most important departments in the UK Gov.

3. CCEW EA advisory to CTO team: established portfolio management discipline as part of services migration to Azure. (Sparx)

4. Tesco & NBrown Group – advising the client & delivery team on improving off-mainframe migration by means of deploying discovery tools such as CAST and SSL in-house IP. Analysis of mainframe apps with off-shore teams an client.

October 2015 – August 2019, Enterprise Architect, CGI UK

Enterprise Architect responsible for consulting on and introducing into our client’s various strategic transformation initiatives - including Enterprise Architecture, portfolio management, data governance and analytics, product and service innovations and delivering continuous service improvement initiatives.

Mixing consulting, service delivery and pre-sales bidding, proposal and offering creation, driving business development and new offerings development. Developing solution designs, costings, pricing and commercials. Design authority, solution assurance and governance specialist.

Responsible for creating new intellectual property, business and enterprise architecture products and services offerings, service catalogue and operational delivery improvements and application portfolio management. Evangelist for digital working including improving client use of collaboration, knowledge management, mobile access, PMO and architecture and technology portfolio mgt.

Innovation and ideation process champion for the UK, coaching and mentoring ideation sprints and proof-of-concept investment cases to the global CGI Innovation Board.

Examples of projects delivered:

1. £3bn+ 17k employee UK energy and services provider – established an EA function for the CIO

to integrate PMO and IT Delivery functions with strategic architecture services. *Outcome was new EA team established, Lead EA hired, and EA governance structure established, communicated and went operational. Project quality improvement project in 2017. Invited to perform follow-on consulting work on £330m M&A advisory and maturity assessments.*

2. Pre-sales transformation roadmaps and solutions for 3 UK water businesses

transformation of services and technology landscapes based on business value-driven benefits models and digital transformation-driven technology refresh roadmaps.

3. New £700m UK nuclear power provider – established application portfolio management

as part of improving EA team capability. Also performed EA maturity assessment. *Outcomes: Realised improvements in project pipeline governance, portfolio change mgt., and alignment to strategic imperatives. Additionally reduced number of SharePoint apps, migration of php apps to SharePoint and digitisation of numerous manual processes. Improved security and EA posture and reduced risk profile for client's negotiations with UK Government.*

4. Scottish local authority application landscape portfolio management and architecture modelling for DC migration.

De-risked landscape ready for DC migration

5. Created and mentoring an off-shore (Indian) team of consultants

to perform data analytics, BI dashboards and predictives for CGI client application portfolio information and advisory services.

6. Established an EA capability

at a Scottish public services body serving 120k citizens, including EA governance, TOGAF use and portfolio management. Also delivering a data centre applications migration de-risking strategy.

7. Owner and designer of infrastructure security patching strategy and service,

for a 4m customer £1.5bn+ UK telco. Infrastructure and apps modernisation, security and patching and Enterprise Architecture for £50m+ service.

May 2012 – October 2015, Enterprise and Solution Architect, UK Public and Defence business units, CGI Group

Enterprise and Solution Architect covering public sector and defence industry verticals, working on large value end-to-end services bids, project delivery services and consulting. Helping clients with architecture services delivery including: application portfolio management and client estate rationalisation, project solution development and documentation and reviewing bid submissions for quality.

Programme Manager leading a team of developers and experts developing a secure mobility technology and services platform, combining IL3 secure cloud infrastructure, device and security services, all delivering military-grade secure mobile device to enterprise applications connectivity. Successfully took project to global funding board with a pipeline of clients including police forces, UK government agencies and UK MOD agencies. Assets and solution turned into intellectual property and published on UK Government G-Cloud catalogue.

Examples of projects delivered:

1. Financial services complex system

architecture to 'recover' an at-risk project with an alternative 'cut down' lower-cost pragmatic solution for financial services messaging platform.

2. £8m+ Secure IL3 Mobile Service

offering and IP created and taken to investment board. Pre-sales activity for 20+ clients. *Outcomes: Successful creation of IP and used to drive multiple client sales and spawned multiple new IP sets.*

3. UK regional police force – established a capability in and delivered a project of

comprehensive application portfolio management services to rationalise IT estate. Base-lined applications portfolio catalogue,

identified candidate applications and options for rationalisation. Transitioned the estate to CGI service. *Outcomes include: vastly improved view of portfolio,*

providing new insights, consolidated SharePoint applications, rationalised apps and associated infrastructure estate. reduced cost and complexity

4. Recommendations for the strategic transformation of back-office estate for leading UK retail and postal delivery business.

January 2009 – April 2012, Senior Software Solution Architect Pre-sales, IBM Software Group

Senior Software IT Architect in the travel and transport, industrial engineering and aerospace and defence sectors, working with leading UK enterprises to define, design, solution and sell IBM cross-brand software solutions, acting as an Enterprise Architect and Advisor.

Past customers include the UK Ministry of Defence, BAE Systems, Babcock Marine, Rolls Royce, Arcadia Group, Alliance Boots, TNT Express, DHL, Nissan Europe and various UK government authorities and executive agencies.

Delivering pre-sales solution consultancy, technical client account management, third party relationship management as well as advocacy of IBM software and services offerings including EA services. Responsible for pre-sales risks assessments and mitigation, technical architectural documentation and post-sell implementation support and troubleshooting consultancy.

Owner of logical architectural design and software solutions using the full IBM software portfolio and third-party systems. Also supporting sales activities with prospecting, business value assessments, software licensing reviews, ensuring deployment of acquired products and customer support assistance.

Specific interest and experience in advising clients in the areas of data governance, EA (TOGAF9) and 'Social Business' technology adoption to drive people collaboration, process improvements and new technology innovation.

July 2002 – December 2008, Senior Technical Pre-sales specialist, Lotus Software, IBM Software Group

Technical Sales Specialist supporting local and central government, armed forces and small, medium enterprises clients. Expertise in portals, collaboration and knowledge management systems.

Providing IBM sales, services and consultant teams, IBM partners and vendors with technical product expertise in the pursuit of software sales.

Advising customers on software technical, business value, deployment and strategy. Presenting on product features, value, roadmaps and innovations. Building virtualised proofs-of-concepts and demo systems.

Customers included numerous local and city councils, education authorities and universities, the UK Ministry of Defence, UK Armed Forces, central government and global IBM divisions.

Providing thought leadership through blogging, creating knowledge assets in knowledge systems, facilitating the dissemination of product training and teaching classroom education sessions for customers and partners on specific IBM products.

April 2001 - July 2002, IBM Business Innovation Services, IBM Global Services Consulting Group, Europe

'E-business' Application Specialist providing application design and consultancy to IBM Global Services Northern Europe region. Managing, consulting and developing applications based on internal customer requirements, IBM business processes and knowledge of existing technical systems and solutions.

1999 - April 2001, IBM Business Innovation Services, IBM Global Services Consulting Group
'E-business' Application Specialist providing application design and advisory/consultancy to IBM customers. Project customers included BP, Benetton Formula 1, Coats Viyella and BAE Systems.

1998 - 1999, IBM UK Engineering Solutions, IBM Global Services Consulting Group Europe
'e-business' Application Specialist supporting aerospace and manufacturing customers with the use of IBM/ENOVIA product lifecycle management (PLM) and e-business applications. Client advisory on use of IBM software for product configuration management and design advisory.

Late nineties, Aero International (Regional) - AI(R), (France)

Concurrent Engineering (CE) Project Manager responsible for the introduction of CE and simultaneous engineering methodologies and CAE tools for a new USD1bn aircraft program.

Mid-nineties, British Aerospace Commercial / Regional Aircraft Ltd., (UK)

Commercial aircraft sales and marketing analyst, selling aircraft to airlines. Prior to this, a commercial aircraft designer of 70-120 seat passenger jet aircraft. International work sharing partner liaison and Concurrent Engineering process leader.

Consultative seller:

- Enterprise Architecture practitioner, consultant, advisor and facilitator
- Business-IT alignment using software models and methods
- Business cases, value assessments and software licensing
- Business and technology strategy development to drive future IT operating models
- Sales engagement, commercial modelling and relationship management
- Technical account leadership and manager of technical staff and projects
- Product development and business development for new commercial offerings
- Technical offering and business proposals, documentation, CIO and board funding proposals
- Enterprise architect using IBM, CGI and Open Group EA frameworks (TSD, RCDA and TOGAF-9 respectively)
- Presenter and educator on various software technology courses and topics
- Ad-hoc software application and demo systems development
- Mentoring, coaching and career advisory for colleagues and graduates
- Developing consulting capability and offerings in UK on-shore and India off-shore teams

Professional development, training and education:

- TOGAF 9 Certified
- CGI Certified Architect (RCDA process)
- IASA CITA-F trained
- IBM Certified IT Specialist (TSD process)
- Senior member of IBM's IT Specialist profession (Open Group Certified IT Specialist level).
- Member IBM Technical Leadership Program
- SAFe - Leading Scaled Agile Framework v4.5
- Numerous software solutions technical training (e.g. IBM software, Microsoft 365, Amazon AWS architecture, Microsoft Azure architecture and open source)
- Chartered IT Professional (CITP) from the British Computer Society (BCS)
- BEng (Hons) Aeronautical Engineering from Queen Mary, University of London

Examples of my consulting and delivery projects:

Year	Business Problem (business requirement analysed/solved)	Role and Involvement i.e. Business cases, solutions, road maps, strategy	TCV	Were you Lead Architect?	Scope of Project e.g. advisory, apps, infra, ITO or BPO
2020-21	Delivering a new EA function, capabilities, architecture processes and tools + recruiting, training, mentoring and leading a team of architects – large UK Government programme	Enterprise Architect & Head of Business and Service Architecture	£300m	Lead EA	ITO, BPO, Business and IT EA function and governance, applications
2020	Strategic target operating model and IT transformation CEO advisory	Enterprise Architect & CEO/CTO advisor	Confidential	Yes	Business & IT
2020	Strategic EA target operating model CIO advisory, charity sector	Enterprise Architect & CIO advisor	Confidential	Yes	EA function and governance, applications
2019	Legacy estate modernisation advisory CIO advisory, retail sector	Enterprise Architect & CIO advisor	£20m+	Yes	Mainframe & applications
2018-2019	£1.5bn+m 4m+ customer telecoms provider. Infrastructure modernisation, security and patching Service Delivery Manager. Enterprise Architecture (EA) team member for new business generation.	Service owner, designer, architect, customer requirements, security and vulnerability reporting, team leader.	£50m	Yes	B2C and B2B infrastructure, portfolio mgt., security and threat management
2018	120k citizen serving public sector local authority. Enterprise Architecture (EA), design governance, application transformation, portfolio management, application road-mapping, data centre migration	Enterprise Architecture (EA), design governance, application transformation, portfolio management, application road-mapping, data centre migration	£18m	Yes	EA function and governance, applications, data centre migration
2017	Two major water companies. Business development, pre-sales	Enterprise Architecture (EA), design governance, application transformation, portfolio management	£10-20m	Yes	Full ITO sales, service design, technology and solution modelling
2016/2017	£3bn+ 17k employee energy, services and facilities management company. M&A due diligence, establish EA function, EA maturity advisory, portfolio modelling and development	EA and M&A due diligence advisory to CIO	£330m	Yes	EA function, portfolio, finance and commercials

2016	£700m+ new nuclear generation. Establish EA function, EA maturity advisory, portfolio modelling and development	Enterprise Architecture (EA), application portfolio management, EA maturity modelling	£10m	Yes	EA function
2015	UK Police Force Establish EA function, EA maturity advisory, portfolio modelling and development	Enterprise Architecture (EA), application portfolio management, EA maturity modelling	£20m	Yes	EA function
2014-2015	£8m+ CGI internal IP and service creation. Product management	Creation of IP for mobile technology delivery @ IL3 for UK government, law enforcement, MoD	£6m	Yes	Mobile BYOD technology and service IP creation, finance, commercial, resourcing
2012-2013	CGI internal. Pre-sales bids and projects	Creation of solution designs for sales bids	£2-10m	No	Solution designs
2009-2012	IBM - multiple clients across all industries	Creation of solution designs	£20-100m+	Yes	Full IBM software stack high-level and low-level solutions