PGPX

15 Month Dual Degree Program in Global Supply Chain Management

Leader in Global SCM

IIMU + PURDUE KRANNERT SCHOOL OF MANAGEMENT

भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur

PGPX in Global Supply Chain Management

A Dual Degree Program:
- A full partnership between IIM Udaipur and Purdue University, USA
- MS in GSCM from Purdue University
- Post Graduate Diploma from IIM Udaipur

IIM Udaipur:
- Ranked 3rd (after ISB and IIM Bangalore) in research domain
- Ranked 5th best institute in India (2016) for teaching and research by MHRD
- Ranked 13th among Indian Management Institutions (2017) by NIRF

Purdue University:
- Ranked 55th globally by Financial Times (2018) for management courses
- Operations Management Program ranked 6th in USA
- Supply Chain Management program ranked 12th in USA

5 Months

IIM Udaipur:
- A solid foundation in Management fundamentals

2 Months

Industry Internships:
- Experiential learnings through industry internships in India and abroad

5 Months

Purdue University:
- Specialization in Global Supply Chain Management, Logistics and Operations

3 Months

IIM Udaipur:
- Advanced Business Understanding
- Advanced concepts of GSCM and Operations

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PGPX's Value Addition to Industry

A batch of diversely experienced professionals

▶ **With an entire batch of experienced professionals, PGPX observes the following benefits:**
- Enhanced peer learning with batch representing Manufacturing, Healthcare, Consulting, Analytics, Apparel, Industrial equipment and IT
- Batch equipped with international business ethos, professionalism and can be easily assimilated to corporate
- Bringing best industry practices from previous employers to your corporation with added supply chain expertise

▶ **A management program combining basics in management and technical expertise in Operations and Supply Chain Management domain:**
- The course is focussed on developing individuals with technical competency in supply chain domain
- With faculty mentored graded internships, candidates are equipped to deploy best industry practices pertaining to Supply Chain Management and Operations Management across industries

Technical expertise

Truly Global Perspective

▶ **A dual degree program with an one-year MBA from IIM Udaipur and MS in Global Supply Chain Management from Purdue University:**
- With a complete semester at Purdue University, students are exposed to multi-cultural professional settings, with meticulous focus on soft skill development and cross-cultural integration
- Experiential learning at Purdue University, to give students an experience of working with global organizations

▶ **A differentiator is PGPX's esteemed faculty representing prime educational institutes across the world:**
- The visiting faculty members for IIM Udaipur's PGPX represent prime business schools across the world, including IIM Ahmedabad, IIM Bangalore, IIM Lucknow, LBS, UC Berkeley and SMU
- Holistic case based learning with focus on case analysis based on practical application of learnings and student's past experiences

Esteemed faculty for PGPX course

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Batch Profile: PGPX, Class of 2019

A batch with diverse experience:

- Average experience: 58 months
- Sectors represented: Manufacturing, Healthcare, Consulting, Analytics, Apparel, Industrial equipment and IT
- Educational background: Engineering, Fashion Technology, Healthcare, Management

Internship Partners:

- FMCG: Johnson & Johnson, Chai Point, Adani Wilmar
- E-Commerce: Big Basket
- Healthcare: Narayana Healthcare
- Consumer Durables/ Products: Tupperware, Mahindra Spares
- Infrastructure: Tata Projects
- Retail: Reliance Retail

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Batch Profile: PGPX, Class of 2019

Abhinav Kaushal

Education: B. Tech.: Biotechnology

Total Experience: 7.4 Years
- **Family Business (Regional Tyre Retailer):** Business Development Head
- **Infosys Ltd:** Software Engineer/Test Engineer

Key Competencies

- Business Process Improvement
- Strategic Planning
- Data Analytics
- Automation (IT Operations)
- Project and Customer Relationship Management
- Customer Acquisition and Service

Projects/ Job Role Description:
- **Family Business (Regional Tyre Retailer):** Expanded product offerings beyond commercial tyres to the passenger, two/three-wheeler, farm and off-road tyres, thus, eliminating dependency on one segment, increasing sales and profitability. Focused exclusively on high-margin MRF tyres to maximize bottom-line; improving profits by 20%. Developed an information management system to manage receivables, reducing cash collection cycle from 45 to 30 days.
- **Infosys Ltd:** Enabled automation of driverless freight rail network and streamlined process of tracking and loading trailers, to improve on-time performance.
- **Infosys Ltd:** Facilitated market launch of an American apparel retailer to Asia and Mexico for an American apparel retailer.

Amit Kumar Agarwal

Education: B. Tech.: Electronics and Communication

Total Experience: 2.8 Years
- **HCL:** Software Engineer

Key Competencies

- IT Support Operations
- Database Administration (SQL)
- Automation of Management Reporting
- Change Implementation
- Configuration Controller (Software Asset Management)
- Team Management

Projects/ Job Role Description:
- IT Support operations: I was the SPOC for 2 reports. With the help of Service Now team, I developed an excel based dashboard for monitoring the status of work. Hence, saving cost being spent on third party tools (BIDS), further automation led to efficiency in terms of manual error and reduced time.
- While in IT support operations I underwent training in JCL and worked with mainframe team to analyze the error logs of jobs and recommend the solution to expedite the resolution thereby improving the service level.
- SQL DBA: Played a key role in development of IT programs to discontinue the third party operations thereby reducing project cost.

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Batch Profile: PGPX, Class of 2019

Apoorva Sahay

Education: B. Tech.: Mechanical

Total Experience: 7 Years
- **Linde Engineering:** Sr. Executive Engineering

Key Competencies

- Strategic decision of equipment and supplier selection
- On-hand experience of installation and commissioning of equipment
- SAP (procurement module)
- Vendor Management
- Project Procurement

Projects/ Job Role Description:
- Tobolsk (Russia): Ethylene Cracker Unit: Responsible for planning and sourcing of 9 vertical pumps and 6 horizontal industrial pumps. Saved close to 25% of the project engineering cost assigned for equipment from one supplier by effectively closing the order well in advance.
- Nizhnekamsk (Russia): Hydrogen Plant: Equipment responsible for selection, sourcing and procuring reciprocating compressor of 3 MW from international supplier. Successfully executed engineering, audit and final testing / inspection of the compressor package.
- Padur (India): Responsible for the sourcing and procurement of state-of-art design of 110 m deep submersible motor pumps.

Archana Sinha

Education: B. Tech.: Computer Science
MBA: Information Technology

Total Experience: 6.5 Years
- **Ford:** Analyst
- **RNTBCI:** Business Analyst
- **CSS Corp Pvt Ltd:** Business Analyst

Key Competencies

- Software project cost estimation
- Involved in full software project lifecycle
- Training and mentoring of middle management teams in estimation and software sizing methodology
- Certified Function Point Specialist (IFPUG 4.3)

Projects/ Job Role Description:
- **Ford Motor Company:** Led estimations for North American software projects from India, managing a team of 3 to perform software sizing and cost estimation for software projects to be implemented in North American business units of Ford Motor Company. Was awarded certificate of excellence for software sizing and cost estimation analysis.
- **Renault Nissan Technology & Business Centre of India (RNTBCI):** As a pilot project initiated a transition process for Nissan across three regions (USA, Europe and Japan) to move software sizing of applications from third party vendors to in-house service in India, successfully implementing the same within stipulated timelines.

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Batch Profile: PGPX, Class of 2019

Ashish Chandra

Education: B. Tech.: Manufacturing Technology

Total Experience: 5.5 Years
- **Lava International Ltd:** Area Service Manager
- **Excel Design Technologies:** Channel Sales Manager
- **Codex Design Services:** Founder

Key Competencies

- Sales Channel Partner Management
- Asset Management for Service and Spares
- Field Service Operations
- Key Account Management (Sales)
- Business Planning and Reviews
- Team Management

Projects/ Job Role Description:
- **Lava Money Back Challenge:** Pre-launch planning and implementation in HP region to manage services at 13 handset exchange points pertaining to availability of documentation, instant cheque release, handset verification and escalation resolutions to improve customer experience
- **Seclore Distribution Network for Manufacturing Industries in India:** Lead a team of 5 individuals to develop a channel network of 17 re-sellers for Seclore (EDRM application) pan India. Managed business implementation and development of channel partners to create business pipeline.
- **Codex Design Services:** Established an education and training startup to impart 2-3 days technical workshops for engineering institutions pan India. Designed program formats, developed business opportunities and executed the same.

Iris Gohain

Education: B. Tech.: Chemical

Total Experience: 4.3 Years
- **Tata Chemicals Ltd:** Asst. Manager (Operations)
- **BCPL (GOI):** Sr. Engineer (Chemical)

Key Competencies

- Operation Management
- Production Planning
- Vendor Management
- Lean Six Sigma
- Hands-on in SAP SD module

Projects/ Job Role Description:
- Directed shift operation of furnaces/power plant in a petrochemical complex & chemical plant, improving resource management generating savings of approximately 10 lacs per month.
- Capability Development of the Operations Strategy Practice (Up-Skilling & Cross-Skilling).
- Manage order-to-cash process in SAP for pan-India delivery of petrochemical product to end users. Further, coordinated with various vendors and cordially ensured their delivery is in terms with SLA.
- Led a team of 4 in Lean Six Sigma Green belt project to reduce the mean free residual chlorine in cooling tower from 0.8 to 0.3 PPM.

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Batch Profile: PGPX, Class of 2019

Jimlee Boboruah

Education: B. Tech.: Apparel Production

Total Experience: 5.4 Years
- **Jalsa Designs:** Brand Dev. Manager
- **ITC Limited:** Asst. Manager (Merchandising)
- **VF Brands India Pvt Ltd:** Merchandiser

Key Competencies

- Product Management
- Vendor Management
- Product Costing
- Order Management
- Cross-functional Integration
- Quality Assurance

Projects/ Job Role Description:
- **VF Brands India Pvt Ltd:** Continuous cost minimization through fabric waste reduction in the prototype development of knitwear categories (within 3% deviation from plan to actual).
- **ITC Ltd:** Controlled the concept to sales order conversion variance within 5%, through real time data analysis of market demand, right pricing & timely information sharing with design & procurement teams. Further, implemented PLM in Merchandising department for seamless information flow, cross-functional integration and productivity enhancement
- **Jalsa Designs:** Developed brand portfolio to launch a 1200 sq. ft. boutique store in a tier 3 city by planning the product range, budgeting and cost optimized sourcing.

Kaushal Kishore

Education: B. Tech.: Electronics and Communication

Total Experience: 6 Years
- **SecQua Security Systems:** Projects & Operations
- **Digitals India Security Products Pvt Ltd: Asst.** Manager R&D and Support

Key Competencies

- Security Consultant (Banking Sector)
- Security Systems Planning and Execution
- Project Management and Execution
- Techno-commercial Planning
- Project Procurement
- Business Development
- S&OP

Projects/ Job Role Description:
- **CCTV CMS Corporation Bank:** Established first browser based CMS for more than 2000 branches on existing intranet for corp. bank. (cost avoidance of INR 10 M). The challenge was to transmit the data over same intranet on which Banking software was functional. I conceptualized the product by combining different products from various suppliers in India and China, demonstrated the project at FTS center of the Bank in Bangalore and did 20 pilot Branches alone.
- **Time Lock for currency chests of banks:** Designed biometric based electro mechanical lock to ensure extreme security for currency chests. Product conceptualization after communicating and studying the requirement of Indian banks, including deciding features and ways to access. Designed the prototype of product with design team and selecting suppliers for delivery of components.

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Batch Profile: PGPX, Class of 2019

Mitesh Somani

Education: B. Tech.: Electrical and Electronics

Total Experience: 3.24 Years
— **TCS:** System Engineer

Key Competencies

— Application development for Telecom and Transportation Domains
— Logic designing and implementation
— Industrial Automation (PLC/SCADA)
— C++, C#, SQL Database, Ladder Logic
— Software quality assurance

Projects/ Job Role Description:
— Removed deep integration of Windows Registry-based settings from an application and shifted it to an XML file setting-based system which increased flexibility and ease of access of the application.
— Automated some manual tasks which had to be done daily and monitored which took around 7 to 8 hours a day. Now because of automating those tasks, they take place in the background without human interference and a detailed end report is mailed to the responsible person.
— Enhanced an application which was used to view, modify and delete defects on Railway tracks. Added a feature through which the user can analyze the defect in more detail by providing all the current data related to that defect at the same place. This saved a lot of time and increased usability.

Mohnish Rajput

Education: B. Tech.: Instrumentation and Control

Total Experience: 3.5 Years
— **EY:** Consultant (Risk Advisory Services)

Key Competencies

— Hands-on in SAP Modules
— SOX Compliance
— Business Process Review
— Business Risk Analysis and Advisory
— Industry Benchmarking and Data Analytics
— Distribution Network Analysis

Projects/ Job Role Description:
— **Raw Material Procurement:** Reviewed farmer crop aggregation process for Soyabean seed (mandi and trader sourcing), identifying process gaps leading to procurement of poor quality crops on account of weak system controls and vendor collusion resulting in financial leakages amounting to $3.8 Mn.
— **Inventory Management:** Re-vamped warehouse inventory management norms for an FMCG client to reduce damages and accumulation of expired/ non-saleable goods in downward supply chain leading to annual savings of $0.1 Mn in Delhi-NCR region (savings per warehouse).
— **Sales and Distribution:** Developed and implemented improved policies for customer contracts, discounts and credit management to restrict customer favoritism leading to annual savings amounting to $ 2.5 Mn.

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Batch Profile: PGPX, Class of 2019

Mounika Panthala

Education: B. E.: Electronics and Communication

Total Experience: 2.8 Years
— **HCL Technologies:** Consultant
— **Infosys Ltd:** Senior Systems Engineer

Key Competencies

- Hands-on in Microsoft CRM Modules
- IT Operations & Production Support
- Technical Consulting
- Learning & Development

Projects/ Job Role Description:

- **Infosys Ltd**: As a Senior Systems Engineer, designed and tested high level technical functionalities of Microsoft CRM for a global resourcing client. Designed workflows and customized user interfaces to meet the business requirements. Further, trained senior professionals on sugar CRM platform which eventually led to increase in productivity and reduced the time taken to resolve client issues.
- **HCL Ltd:** As a Consultant, simplified and automated day to day interactions with the customers through CRM application for a global bank. Automated a few iterative processes in the Loan processing procedure, eventually reducing the response time. Also performed, high level requirement analysis and information gathering through constant client interactions.

Puneet Pandey

Education: B. Tech.: Electronics and Communication
PGDM: General Management

Total Experience: 6.5 Years
— **Ford Credit India Pvt Ltd:** Business Development Manager
— **Standard Chartered Bank Ltd:** Sales Manager
— **Yes Bank Ltd:** Financial Partner

Key Competencies

- Business Development and Relationship Management
- B2B and B2C Sales
- Stakeholder Liaison
- Channel Development
- Team Management

Projects/ Job Role Description:

- **Ford Credit India Pvt Ltd:** Launched wholesale banking services (B2B), retail consumer loan products (B2C) and established a network of channel partners for Ford in southern India. Managed new loan sales of approximately 100 crores per annum for 3 years in a row.
- **Standard Chartered Bank Ltd:** Increased the company's market penetration among high net worth individuals in the assigned territory.
- **Yes Bank Ltd:** Responsible for new customer acquisition in retail banking space for Ahmedabad and Rajkot. Increased the wallet share of existing customers substantially. Further, increased AUM (Asset Under Management) by 3 Crores over a span of 1.25 years.

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Introduction to IIM Udaipur's PGPX | Batch Profile

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Batch Profile: PGPX, Class of 2019

Sai Krishna Jayakumar

Education: B. E.: Mechanical

Total Experience: 3.5 Years
- **Cyient Insights:** Data Scientist
- **Accenture:** Associate Software Engineer

Key Competencies

- Data analytics and business intelligence
- Business analysis: heavy engineering & aviation sectors
- Predictive maintenance solutions
- Aftermarket business improvement
- R, Tableau, Microsoft Power BI

Projects/ Job Role Description:

- **Target Market Identification:** Business development to identify market for aircraft engines in Africa post detailed analytical study of macro & micro elements.
- **Procurement:** Cost optimization for an automobile manufacturer using data analytics.
- **Manufacturing:** Improved shop floor productivity using time & motion study resulting in higher throughput.
- **Predictive maintenance:** Improved quality of predictive maintenance; saved ~1200 hours on unscheduled service calls.
- **Warranty:** Developed method to estimate frequency of part failure for aircraft engines using predictive analytics to design optimum warranty contracts.

Sajal Raj

Education: B. Tech.: Electronics and Communication

Total Experience: 5.4 Years
- **TCS:** IT Analyst

Key Competencies

- Configuration Management
- IT Service Management
- Requirement Gathering & Analysis
- IT Library & Infrastructure V3 Certified
- Reports Management & KPIs

Projects/ Job Role Description:

- Enhanced the on boarding process for the Merck, which resulted in process optimization and reduced flow time.
- Maintained project schedules, issue logs, weekly meeting summaries and status reports to ensure effective, ongoing communications across all team members
- Supported multiple clients along with Pre-sales team on identifying requirements for tool configuration and providing technical solutions for the same.
- Configured various Key Performance Indicators, aiding stakeholders in keeping track of Service Level Agreement and number of Service Interruptions registered by the Support Team.
- Designed the support model for all the customers across globe, providing timely resolution to their concern and issues

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Batch Profile: PGPX, Class of 2019

Seerat Anjay

Education: Bachelor's: Hospital Administration
Master's: Hospital Administration

Total Experience: 4 Years
- **Contacare:** Manager (Business Analysis)
- **AIG Business Solutions:** Senior Research Analyst
- **Portea Medical:** Asst. Manager (Operations)
- **Eye-Q super-specialty:** Asst. Manager (Operations)

Key Competencies

- B2B Operations
- Six Sigma
- Continuous Process Improvement
- Benchmarking Analysis
- Business Process Re-Engineering

Projects/ Job Role Description:
- **AIG Business Solutions:** Standardized and Optimized business processes to improve coordination between backend team and US clinics, improving insurance claim acceptance rate by 30%.
- **Portea Medical:** Spearheaded project on improvisation of CRM software by identifying corrective measures to reduce errors in database, reducing use of manual MIS across the organization.
- **Eye-Q super-specialty:** Managed a cross functional team of 25 employees, to develop a data driven system, analyzing and improving TAT significantly for OPD patients by strategically planning appointments.

Shivam

Education: B. Tech.: Electronics and Communication

Total Experience: 3 Years
- **Cognizant:** CRM Developer (Salesforce.com)
- **Capgemini:** Mainframe Consultant

Key Competencies

- Application development for Retail, Core Banking & Mortgage Banking domains
- using cloud based software solutions
- Salesforce, Mainframe, Core Java, Python, Mortgage Servicing, CRM
- Customer Relationship management

Projects/ Job Role Description:
- Developer for Salesforce.com: Developed Salesforce.com based CRM application to provide Market Insights to retail clients of UK. The various types of insights displayed to the clients are:
  - Shopper Insights
  - Retail Location Insights
  - Retail Location Leakage Insights
- Mainframe Consultant: Mainframe application development and Consulting for Delinquency Counsellor related to Foreclosure Avoidance Plan, Loss Mitigation & Bankruptcy Chapters to mortgage banking clients of North America (US & Canada).

Batch Profile: PGPX, Class of 2019

Sruthy K M

Education: B. Tech.: Electrical and Electronics

Total Experience: 4.3 Years
- **Gmmco Limited:** Assistant Manager (Construction Equipment Sales)

Key Competencies

- Inventory Management
- Demand Forecasting
- Customer Relationship Management (CRM)
- Order & Sales Funnel Management
- Product Management

Projects/ Job Role Description:
- **CRM Implementation for Sales Funnel Management:** I was responsible for liaison with the CRM Service provider for CRM Process implementation and ongoing development in consultation with Front Line Sales team.
- **Lost Order Analytics Project:** A 6 months pilot project initiated by my team in collaboration with Caterpillar to fetch valuable insights and customer pain points such as parts availability, re-sale value, price and finance options, and analyzing the same to assess reasons for lost orders. The project further aided in identification of plausible areas of improvement such as TAT of sales engineers, sale offers to customers, product support and future requirements.

Yashowardhan Kothari

Education: B. E.: Industrial

Total Experience: 4.1 Years
- **Voltas Ltd:** Category Buyer & Material Coordinator
- **Unipart India:** Warehouse Inventory Management

Key Competencies

- Zero Base Costing & Strategic Negotiations
- Procurement
- Inventory Management
- Warehouse Management Software
- Forecasting based on Macro Economic Factors

Projects/ Job Role Description:
- **Procurement and Sourcing:** Source Selection and Price negotiations based on Zero Based Costing for 500+ parts resulting in annual savings of 7% for the materials worth 400 Crores annually for Rural Electrification Turnkey Projects.
- **Warehouse and Inventory Management:** Proposed and Implemented Class based storage of 22,000 SKUs along with family grouping and "Zone Picking", thereby improving the Picking efficiency and eliminating damages by 18 % for Jaguar & Land Rover Parts Distribution Centre. Further, proposed and successfully implemented GOLDEN ZONE across the PDC for high velocity parts resulting in 4% improvement in labor productivity.

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