

# Sukhwinder Singh

## Sr. Cloud Solutions Architect

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### Summary

Strategic IT Professional, offering 12.5 years of extensive global, diversified and multicultural experience in offering solutions to complex technology challenges by formulating IT strategy and transformation initiatives, aligning client business with cloud models and cloud adoption. Industry Experience Government, Banking & Insurance, Telecoms, Oil&Gas, CSP/MSP, Systems Integrator.

### Certifications



### Work Experience

#### Oman Data Park, Muscat - Oman

May'17-Till Date

Sr. Cloud Solution Architect

Reporting to CEO of Oman Data Park and Part of Leadership team(SMO). Spearheading IT strategy and transformation to solve business and technology challenges including cost, agility, innovation, and operational efficiency, architecture for Cloud and digital transformation and leading pre-sales team.

#### Key Responsibilities:

##### IT Strategy & Transformation

- Understanding the functional/non-functional requirements & pain points of Enterprise customers, and based on that formulating and executing the technical and business strategy. Ideally evangelizing cloud services, products and technologies.
- Defining IT transformational blueprints, roadmaps and solutions to solve stated business challenges facing Enterprises and the services portfolio of OmanDataPark Public Cloud Services. Working with Product Manager, CEO and Management Stockholders to improve existing cloud services. Working closely Finance team to draft and develop of financial model for new cloud services and preparing costing models and packages.
- Creating business cases for technology and organizational transformation to enable migration to cloud and launch new cloud services.
- Taking accountability of delivery defined consulting engagements of: Cloud Adoption, IT Strategy, IT Maturity, DC Transformation, Application Rationalization, Business Case Justification, Architecture, Process Transformation, ICTaaS Enablement, and Systems Integration. Solution/Technologies evaluation for proposed solution and ODP new service Portfolio prospective

### Skills

- Cloud** – Public, Private and Hybrid, Edge/Fog, AWS, Azure, VMware Cloud and VMware on AWS for CSP/MSP Enterprise.
- Architecture Frameworks** - AWS Well Architect & TOGAF
- Cloud CSP/MSP** - vCloud Director, vCloud Availability, NSX, VeloCloud, vRealize Automation, vROPS, VSAN and Encryption, Open stack.
- AWS** - EC2, LightSail, VPC, EBS, ELB, KMS, Config, SNS, SQS, S3, Glacier, CloudWatch (Events/Logs), IAM, CloudTrail, EC2 Systems Manager, Server Migration, Auto Scaling Storage Gateway, Direct Connect, API Gateway, Shield, WAF, Cognito, Security Groups, NACL.
- Azure** - VM and Scale Set, Page-Blob, Blobs and Files, vNet, Security Groups, STORSIMPLE, , VPN Gateway, Route Express, Traffic Manager -DNS, Azure AD (IAM), DDoS Protection, Application GW, Storage Service Encryption.
- Cloud Management Platforms (CMP)** - Blueprints, Workflow, and Scripting, templates for Hybrid and Multi cloud.
- Containers** - Virtuozzo, Docker and Kubernetes
- Virtualization**: VMware vSphere, Hyper V, Virtuozzo-KVM, Citrix.
- SDN/SDWAN**: NSX-V/NSX-T, NOKIA Nuage, Velo Cloud, Fortinet
- Networking** - TCPIP, ARP, Transport zones/logical switches, Layer 2 bridges, routers, load balancers, firewalls and Layer 2 switching and L3 Routing both static/dynamic, DNS, Active Directory, NetBIOS
- Operating System** - Linux (RedHat, CentOS, Suse, Oracle Linux), Windows (2016, 2012)
- Backup and Disaster Recovery** - Veeam Availability Suite, Zerto, VMware SRM, vCloud Availability, Sanovi DRM, RecoverPoint, VERITAS, Hystax
- Security** - DMARC, WAF, Fortinet/Fortigaurd, SIEM, DDoS,

## • Client Interaction (CXO Level)

- Meeting with C-Level people solution presentation, helping them to align their business with cloud models and cloud adoption
- Conducting one-to-many presentations, demonstrations, and Proof of concepts.
- Interacting with customers, understanding customer requirements and translating their requirement to optimizing/articulating solutions.
- Planning and managing the new business opportunities in the market for Cloud Computing Platform and Data Center Solution especially focus on Hybrid Cloud and Multi Cloud scenario.
- Find requirements from enterprise customers and define high-quality technical proposal to match. Initiate and drive improvement of the competitiveness of Cloud Portfolio.
- Designing technical solutions for datacenter hosting, connectivity services, cloud (public, private and hybrid).
- Managing services and advanced cyber security service based on the customer's requirements using multiple technologies and delivering from Omantel/Oman Data Park.

## • Technical Support & Documentation

- Preparing technical documents (HLD, LLD and SDD) and bill of material for customers to provide cost estimates for prior analysis and assessments.
- Preparing the reference architecture and reusable repositories to reusing the building blocks based on solution change or case studies.
- Helping engineering and implementation teams to prepare installation and configuration manuals for Public Cloud.
- Defining and developing technical Scope of Work (SOW).

## • Cloud Solutions, Design & Deployment

- Sizing and Designing cloud and infrastructure for IaaS, VDI, DB, Bigdata, IOT, and SAP4 Hana includes DC -DR Solution on ODP/Omantel Cloud.
- Designing and articulating of VMware Products (vSphere, NSX-SDN/NFV, VSAN, vROPS, vCloud Director, vCloud Availability), Automation and Orchestration (OnApp, Odin Automation, HyperGrid, vRealize automation and BMC CLM), Containers (Docker, Virtuozzo), Oracle Private Cloud Solution (PCA) and multicloud/hybrid, SDDC.
- Participating in cloud services submits by Omantel/OmanDataPark aligning with technology partners to build echo systems for GTM and TTM.
- Designing Public and Private cloud solution based on VMware product for customer needs. Cloud Infrastructure design with multi cloud and Hybrid Cloud strategy prospective.
- Designing blueprints, workflows for multi-tier application architecture to have hybrid or multi cloud scenarios within enterprise or across the cloud.
- Designing Multi region Availability Zones of AWS and Azure IaaS and PaaS AWS Cloud Formation templates to create customized VPC, Subnets, NAT for Customers.
- Ensuring successful deployment of Web applications and Database Templates and Amazon AWS end to end services like EC2, EBS, S3, Route 53, Cloud Watch, IAM and VPC with automated EBS snapshot backup solution through CPM (Cloud Protection Manager) to reduce the traditional Veeam and NetBackup for Prod and Non-Prod server to reduce the backup cost and avoid operation pain. Designing distributed builds by setting up slave nodes to balance the workloads between larger and heavier projects using auto scale.
- Responsible for developing a multi-Cloud framework for managing the design highly complex hybrid/multi-cloud (Public and Private cloud).
- Designing and Building Marketplace for Public Cloud Services and working closely with Vendors to develop and integrate new services.

## • Network & Security Solutions

- Designing Network and Security Designing for hybrid cloud architecture which included redundant VPN and Direct Connect links, security and management VPC's. Sophos UTM for Cloud Security and Sophos Server Protection to protect both Windows and Linux instances. VPC, Subnets in each of the Availability Zones, Route Tables, NAT Gateway,

Email Security, Host based and Network based Security (Wedge Networks).

- **Migration** - Double Take-Migration, Appzero, Hystax, Zerto, Database Migration, RunBooks.
- **HCI and Converged Platforms** - Wintel, Nutanix, VXRail, VxRacks, VBlock, UCP, FlexPOD, HP Converged, Cisco Nexus 7K, 9K, MDS, Fabric Interconnect UCS Compute, HP Flex10/FlexFabric, Storage (DELLEMC/IBM/Netapp),

## Projects

**Project:** Shared Cloud Improvement Oman Data Park

**My Role** – ODP existing shared cloud infrastructure hosted in multi-location DC's of ODP/Omantel on VMware Products along with Cisco, Dell Compute and IBM, DELLEMC with 1G/10G backbone network. Being a cloud solution Architect, whereas my role in this project to upgrade existing backbone to 100G and services of shared cloud services, by Designing and Articulating of VMware vRealize Products (vSphere, NSX-SDN, vROPS, vCloud Director, vCloud Availability), Automation and Orchestration Odin, Containers as a Service (Docker), multicloud/hybrid using BMC CLM Automation. SD- WAN Fortinet.

**Project:** Public Cloud Design v2 Oman Data Park

**My Role** – ODP existing Public cloud infrastructure hosted in multi-location DC's of ODP/Omantel on Open Source Open stack with along with Dell Compute 1G/10G backbone network. Being a cloud solution Architect, whereas my role in this project to upgrade existing public cloud network to 40G and services of shared cloud services, by Designing and Articulating Virtuozzo Virtualization and Software Defined Storage with ODIN Automation (Cloud Blue) and Marketplace, IDSync, Backup and DR Services, SD- WAN Fortinet. Service Launched: SAAS, PaaS, IaaS

**Project:** AWS Cloud Setup Oman Data Park

**My role** – planning, designing/architect, Executing implementation AWS Cloud Formation templates to create customized VPC, Subnets, NAT to

Internet Gateway and Security Groups. Designing Sophos UTM and by creating Customer Gateway, Virtual Private Gateway, Route tables, Security Groups, Risk and Compliance.

## • Migration/Business Continuity

- Designing and completing Migration Strategies and Runbooks for Customer workload migration TO and From Cloud.
- Designing Cloud and Non-Cloud Based DC -DR Solution for Customer to meet Business Continuity.

## • Presales

- Participating in pre-Sales activities for larger deals, RFPs/Tenders and driving solution. Responsible for completing the technical requirement, defining SOW, BOQ, Commercial and value proposition with Sales Head and Finance Head to be competitive.

## Previous Experience

- **Unisys India**, Architect 3 – Cloud & Automation Architect Jan'17 - May'17
- **HCL InfoSystems**, Dubai, Sr. Cloud Solution Architect Aug'16 - Jan'17
- **Orange Business Services India**, Cloud Consultant May'13 - Aug'16
- **TAS-AGT International**, UAE - Virtualization Consultant, Jan'11 - Jan'13
- **Integreon Managed Solution Pvt. Ltd. India** - Sr. Systems Admin Jul'09 - Sep'10
- **Onkar InfoTech Pvt. Ltd.**, India - Sr. Network Engineer Oct'08 - Jul'09

## Education



**2019 - Pursuing**, MBA from The Open University UK (with partner Amity Global Business School)



**2018:** Leadership and Team Development, International business institute, Germany.



**2008:** BCA (Lateral Entry) from William Carey University, Shillong (70%)



**2004:** Three Year Polytechnic Diploma from P.S.B of Tech Edu. & Ind. Training, Chandigarh (68%)

ensure successful deployment of Web applications and Database Templates and Amazon AWS end to end services like EC2, EBS, S3, Route 53, CloudWatch, IAM and VPC with automated EBS snapshot backup solution through CPM (Cloud Protection Manager) to reduce the traditional Veeam and Netbackup for Prod and Non-Prod server to reduce the backup cost and avoid operation pain. Designing distributed builds by setting up slave nodes to balance the workloads between larger and heavier projects using auto scale. Designing Network and Security Designing for hybrid cloud architecture which included redundant VPN and Direct Connect links, security and management VPC's. Sophos UTM for Cloud Security and Sophos Server Protection to protect both Windows and Linux instances. VPC, Subnets in each of the Availability Zones, Route Tables, NAT Gateway, Internet Gateway and Security Groups. Designing Sophos UTM and by creating Customer Gateway, Virtual Private Gateway, Route tables, Security Groups.

[More Project Details can share based on request](#)

## Personal Details

- **Date of Birth:** 28th September 1986
- **Languages Known:** English, Hindi & Punjabi
- **Nationality:** India
- **Passport No:** J2356330
- **Passport Expiry Date:** 31 May 2020
- **US Visa Type:** B1
- **Visa Expiry Date:** Valid Unit 2028
- **Material Status:** Married
- **Whatsapp:** +919899460098
- **Permanent Residency**  
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