KAUSTUBH UTPAT

Technical Lead (Software Asset Management)

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PROFESSIONAL SNAPSHOT

- Seasoned IT professional with 8+ years of expertise in Software Asset Management, Compliance Audit & Software Cost Optimization.
- Good understanding of various license metrics and licensing of major publishers like Veritas, IBM, Microsoft, Adobe, VMware, etc.
- Experience in Effective License Position (ELP) & reporting.
- Expertise in leading teams as an iteration manager and working with cross functional teams from different regions.

EDUCATION

- Master of Computer Application (MCA) from Pune University
- Bachelor's in Commerce Application (BCA) from Pune University

AWARDS & CERTIFICATIONS

- BSA Verafirm Certified SAM Professional
- Scrum Fundamentals Certified (SFC)
- Artificial Intelligence General Awareness
- Machine Learning for Absolute Beginners - Level 1
- Received Best Performer and manager's choice award twice at IBM.
- Winer of hacker tracker challenge at Amdocs.
- Received 4 awards under employee engagement activities at Veritas.
- Received top performer awards twice and Customer Success Award at Veritas.

SKILLS

Software Compliance

Software License Management

Software Asset Management

Compliance Audits

Stakeholder Management

BIGFIX, Bravo, ATP, Trails, SWCM,

ServiceNow SAM PRO

Project Management

Licensing Advisor

Process Enhancement

Effective License Position Report

Agile, Scrum

LANGUAGES

English, Hindi, Marathi

PROFESSIONAL EXPERIENCE

HCLTech UAE — Technical Lead (SAM)- August 2024 – Present

- Working at a client location (ADIB, Abu Dhabi) to implement Software Asset Management with ServiceNow SAM.
- Responsible for collection of entitlements from stakeholders for all the software publishers, onboarding and validating compliance of the same.
- Collaborating with GRC team to streamline entitlement data gathering process.
- Managing license compliance of major publishers like Adobe, Microsoft, IBM, Veritas and other tier 1-2 publishers.
- Creating dashboards for management to review software compliance of deployed software products in the licensing environment.
- Mentoring 2 resources to make them understand Software Asset Management and ServiceNow SAM Pro tool.

Veritas Technologies Pvt. Ltd, India - *Senior Licensing Advisor – November 2021 – July 2024*

- Conducting compliance audits with Veritas customers to protect IP rights across the AMS, EMEA, APJ. Track record of compliance collection around $900,350 for Fiscal FY24.
- Conducting software license and inventory checks/audits/reviews together with global stakeholders on the organization's software assets and report the findings & mitigation plans.
- Through education, enablement, and periodic asset reviews, help customers acquire software within the licensing model best suited to their business needs.
- Technical expertise in analyzing the data and creating an Effective License Position report. In addition, also help customers to interpret the report.
- Aid the compliance team in resolving deal bottlenecks and helping sales district managers meet their sales targets by talking about ongoing deals.
- Providing comprehensive support to customers in software entitlement management, compliance, order management, pre-acquisition, pre-sales, and other essential software asset management requirements.
- Collaborating with cross-functional teams to support operational activities with teams like Sales, Renewal, Deal desk, Sales Engineer, and Legal.
- Utilizing Microsoft Excel, PowerBI and other tools for data analysis and reporting.
- Leading Weekly Cadence call to ensure all the cases are progressing to avoid any possible escalations.
- As part of process improvement, worked on Email Automation & Dashboard creation to track the progress of audit cases launched, generating new pipeline, planning $ contribution target.

Amdocs, India – *IT Asset Management Analyst – November 2021 – July 2024*

- Responsible for overseeing the software receiving process.
- Collaborating with software buyers to record purchased software products in software inventory.
- Ensured software compliance and managed license allocations at Amdocs.
- Accomplished an 18% increase in Adobe cost optimization within a single fiscal year.
- Identifying savings opportunities for renewals, software licensing and services by executing software optimization.

- Reviewed and verified software license contracts, invoices, and purchase orders for accuracy.
- Deploy, configured, and oversee ServiceNow SAM Pro functionalities to ensure software asset compliance and optimization.
- Introduced automation through RPA to eliminate manual tasks.
- Performing yearly software license true ups.
- Providing advice and support on software license optimization, negotiation, renewal and procurement.
- Responsible for Software Model creation, Entitlement creation, reconciliation, custom rule creation etc. through ServiceNow SAM Pro tool.
- Obtain and Document Software Licensing & Interpreting complex licenses agreements.
- Initiate internal audits to ensure compliance, handle end users licensing issues and coordinate software retirement/sun-setting.

IBM, India - Software Asset Management Analyst – February 2017 – March 2020

- Experienced with software license publishers like IBM, Microsoft, Adobe, VMware, and CA Technologies.
- Create Effective Licensing Positions to ensure customer compliance and mitigate audit risks.
- Track software usage, identify license gaps, and recommend solutions.
- Ensure full compliance with software assets, track asset movement, and maintain records.
- Identify cost-saving opportunities through Software Optimization for renewals and licensing.
- Collaborate with IT, procurement, and legal to establish governance for software licensing.
- Deploy and manage ServiceNow SAM Pro to maintain compliance and optimize software assets.
- Train clients on ServiceNow SAM tools and evaluate their asset management practices.
- Analyze usage data for Cloud, SaaS, and on-prem against entitlements and compliance.
- Maximize contract value, minimize costs, and develop asset management policies.
- Identify and rectify discrepancies in installations, licenses, and usage rights.
- Document software asset management processes, policies, and procedures.
- Uninstall unauthorized software and report on license management and usage.
- Support internal and external audits with required reports and metrics.

Reorient Solutions Pvt. Ltd, India - .Net Developer – June 2016 – December 2016

- Served as a module owner.
- Front End and Backend development including SQL, JavaScript, JSON