

VENKATA S VADLAMANI

(573) 268-7227 ~ venky@ceofoundry.com

BUSINESS ARCHITECT, GROWTH STRATEGIST & EDUCATOR

Hands-on business architect and transformational leader known for strategic and focused approach in leading organizations, with extensive accolades for limiting risk, creating lean teams, mentoring and establishing innovative strategies for optimizing operations, financial returns, and external customer service. *Areas of Excellence include:*

Process Engineering	Enterprise Strategy Architect	Educator
Organizational Design	Process Improvement	Operations Governance
Business Management	Impact Analysis / Business Modeling	Business Case / ROI Analysis
KPI/Metrics Design	Conflict Resolution	Change Management
Issue prioritization	Team Development	Collaborative Leader / Mentor

EXECUTIVE HIGHLIGHTS

Built solid track record of success leading- start-ups, turnarounds and rapid growth organizations

- **Strategic Planning** – As a Business Architect and growth Executive, I serve technology centric high growth businesses in the areas of operations analysis, restructuring, organizational design & change management, operational due diligence, risk assessment, corporate training, workforce development, business modeling / workflow optimization and market research. Turned around under-performing organizations using change management methodologies and redesign business architecture & strategy – increased sustainable annual revenues 120% in only 18 months.
 - **Transformational Change** – Reinvigorated technology-company with declining sales by developing service strategy resulting in sales growth from USD \$1.5Mil to \$15M in three years.
 - **Process & Migration Management** – Developed and mapped business requirements and process flows, implemented seamless migration of services using LEAN - 3Ps model (People, Process, Product)
 - **Business Development and Sales Leadership** – Defined enterprise strategy, implemented and enabled international expansion of a bootstrapped startup and expanded its market reach into countries like India and South Africa within 14mo., from inception.
 - **Joint Ventures & Spinoffs** – Spearheaded, a transformational \$3Mil spinoff of an IT firm and subsequently formed a new independent entity for product development, with accountability over Cost/Benefit & ROI, corporate negotiation, strategic operations governance and act as resource to team members.
 - **Quality Management** – Experienced lead auditor /quality advisor in Malcolm Baldrige Quality programs, Lean Six Sigma, addressing process engineering optimization, sustainability for Defense establishments, educational institutions and Not-for Profits.
 - **Educator & Executive in Residence** – Served as Adjunct faculty in business topics and advisor to startups.
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CAREER HISTORY

DM Labs, Plano, TX – Founder, Investor, Executive in Residence <i>Industry: Advisor and investor to Starts up and early stage companies</i>	2018 – Present
CEO Foundry, Plano, TX - Founder <i>Industry: Management Consulting</i>	2014 – Present
Skolix, Plano, TX – CEO <i>Industry: Software development, Information Technology and Services</i>	2013 – Present

As an Business Architect and growth Executive, serve technology centric high growth businesses. Duties include, operations analysis, restructuring, organizational design & change management, operational due diligence, risk assessment, corporate training, workforce development, business modeling / workflow optimization and market research.

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- Developed & implemented high **growth strategies at CEO Foundry**, by serving as Advisor to Clients' Management teams, in the areas of project management, organization change management and international expansion due to Clients' M&A efforts. **Increased team size from 4 to 60+ and revenues from sub \$100K to \$5Mil+.**
- Design and deliver of client specific corporate training programs in the areas of process optimization, change management and cross-cultural communication during pre & post M&A efforts.
- **Effectuated DM Labs**, a spin-off of CEO Foundry, to encourage, support and serve start-ups. Drive **DM Labs mission via investments in Start-ups, facilitate innovation & scale-up** through accelerator program and sever as Board Advisor & Executive in Residence.
- **Invited Guest lecturer** for topics in Entrepreneurship, Change & Failure management at University of Texas-Dallas, Department of Computer Science's Tech Lunch & Learn series, sponsored and served as Judge for IEEE-IT Software Testing competition at *UTDesign*.
- Initially serving as COO and subsequently as CEO at Skolix, improved bottom line by restructuring business strategy, workflow optimization, contract compliance and by renegotiating key supplier contracts, resulting in cost savings of over 70%.
- Used causal model and Failure Mode Effect Analysis based **optimization methodology for IT project management/** work breakdown structures and **created metrics/KPIs** for Skolix, to ensure sustainable growth. Implemented Six Sigma / Lean, Quality audits, and **developed training programs** for processes and procedures for junior team members and managers.
- As independent Management Consultant, served as lead Business Architect, for a patented healthcare records management platform with integrated QR Code technology. Reduced prototype system design cost by 75%. **Launched services in South Africa, Singapore, India & US.**

Ottawa University, KS – Adjunct Faculty

2010 – 2013

Industry: Education & Training / Business Management Principles

- As Adjunct Faculty at Ottawa University, **instructed for topics in International Business & Managing Multicultural Diverse Workforce.** Selected to teach topics in **Entrepreneurship**, from among 43 potential/prospective faculty members.
- Facilitated discussions in awareness and adoption of new Learning Management Systems and technologies for enhance ease of instruction delivery, use of case studies, role play as well as monitoring academic dishonesty and plagiarism among students.
- **Leveraged business case studies-analysis** assisted students in Impact analysis/benefit projections and corporate communications impacting organizational change management, people management and cultural dynamics.
- **Expert level** user of LMS' such as Blackboard and Canvas.

National Graduate School for Quality Management (NGS), MA – Adjunct Faculty

2010 – 2012

Industry: Education & Training / Six Sigma and Business Management Principles

- As an Adjunct Faculty for **Master's in Quality Systems Management** at NGS, provided face to face classroom instruction/training for business professionals.
- Leveraged examples from **practical experience, case studies and experimental/demo setups as teaching aids** to compliment concepts in Quality Management (DMAIC, Lean, Kaizan, Causal Model, Value Stream Mapping, 3P, 5S, FMEA, Root Cause Analysis) , while instructing students with varied backgrounds (Manufacturing/Operations, Project Management, Business Processes Engineering).
- Act as a resource and reviewed projects assignments for **cohorts representing** organizations such as **Boeing, Pratt & Whitney (Lackland AFB/San Antonio), US Coast Guard (Ellington AFB/Houston), Brook Army Medical Center – San Antonio and Baptist Health System.**

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OTHER POSITIONS

- Member – Advisory Board, Venture College, Texas A&M Commerce 2020 - Present
- Corporate Trainer – Univ. of Texas Austin – Professional Development Center 2011-2012
- Board Member/Chair-Finance Committee – The Whole Person Inc. 2009 – 2012
- Chapter Director at Chief Operating Officers Forum – Austin, TX. 2008 – 2012
- Business Architect – Applied Enterprise Practices International Group. 2008 - 2013
- Vice President of Operations – Inek Technologies, Overland Park, KS. 2004-2008

EDUCATION & CERTIFICATIONS

- Masters in Business Administration, Ottawa University, Kansas City, KS
- Masters in Engineering, University of Missouri-Columbia, Columbia, Missouri
- Bachelors in Engineering - Electrical & Electronics, Annamalai University, Tamil Nadu, India.
- Professional Scrum Master – I (PSM-I)
- Professional Scrum Product Owner (PSPO)
- Governance Fellow – National Association of Corporate Directors (NACD)