

Application: 5144

Sreekanth Muktevi (Sree)

Page: General Information

Provide information about the company to be considered for the award. If you will be nominating an individual, specify the nominee's employer.

Name of Organization/Company

YASH Technologies Inc.

Additional Contacts

I do not wish to list additional contacts

Page: Entry Information

Entry Title

Sreekanth Muktevi (Sree)

Category

Q10f. Executive of the Year - Information Technology - Managed Services

Executive Nominee Submission Format

Written Answers

a. Briefly describe the nominated executive's employer: the organization's history and past performance (up to 200 words). Required

YASH Technologies has established itself as a premier IT transformation partner, renowned for enhancing business value and competitive edge across the digital spectrum. YASH is a global enterprise, employing over 9,000 professionals, serves more than 100 Fortune 500 companies and is celebrated as one of the top 20 SAP S/4HANA service providers worldwide.

YASH's strategic business transformation framework delivers comprehensive services spanning business consulting, SAP and other ERP implementations, digital supply chain management, cloud services, cybersecurity and managed services. YASH's solutions cover the full scope of digital transformation from initial strategy and scaling to driving substantive value and innovation.

Recognized repeatedly for its outstanding service delivery and management, YASH has been named a best place to work for nine consecutive years. With headquarters in Chicago and a significant global presence, YASH's "glocal" approach ensures that it meets customers wherever they are, adapting and responding with local sensibility.

YASH maintains enduring relationships with key players in industries such as manufacturing, oil and gas, healthcare, and financial services, demonstrating deep expertise and a steadfast commitment to providing transformative outcomes and managed services. This solid track record underscores YASH's role as a trusted partner in the dynamic IT landscape.

b. Outline the nominated executive's achievements since the beginning of 2022 that you wish to bring to the judges' attention (up to 250 words). Required

Sreekanth Muktevi (Sree) is a seasoned business leader with over two decades of global experience, currently serving as Vice President at YASH Technologies in Houston, Texas. He leads a global team of over 1000 members, generating revenues surpassing \$50 million, and maintains robust customer relationships with major clients like Caterpillar, John Deere, BP, Schlumberger, National Grid, and SAP.

In 2022, Sree strategically secured multiple 'Managed Services' contract extensions by delivering compelling proposals that emphasized cost savings and enhanced service delivery. This strategy not only sustained revenue but also expanded client services and wallet share. He broadened the service catalog by adding new technologies and penetrating new geographies.

Sree pioneered 'Flex Services' as an innovative addition to Managed Services, establishing an 'Open PO' concept that effectively bypasses traditional procurement processes. This allows customers to access necessary services the following day, significantly improving customer service and fulfillment efficiency.

In 2023, he launched the 'Customer Academy' to train functional and technical resources in customer business processes, frameworks, tools, and methodologies. This initiative ensures that teams are 'customer ready' thereby enhancing service delivery, speed and effectiveness.

His notable achievements include securing and expanding a Managed Services contract for a Fortune 100 company, broadening the scope to include ERP and multiple technologies. This engagement, now a global operation with 250+ member team offering 24x7 services, generates multi-million-dollar revenues. Sree's strategic vision, innovative solutions, and customer-centric approach make him a strong contender for the 'Executive of the Year' award, underscoring his outstanding contributions to the industry.

c. Explain why the achievements you have highlighted are unique or significant. If possible compare the achievements to the performance of other executives in your industry and/or to the nominee's past performance (up to 250 words). Required

Sree's leadership in IT and Managed Services sets him apart from industry peers in several compelling ways:

- **Innovative Service Models (Flex Services):** Unlike many executives who adhere to traditional service models, Sree introduced the 'Open PO' concept within 'Flex Services', which significantly speeds up service delivery by bypassing conventional procurement processes. This innovation allows him to provide quicker and more flexible services than competitors, enhancing client satisfaction and responsiveness.
- **Specialized Training (Customer Academy):** While many industry leaders focus on generic skill development, Sree established the 'Customer Academy' to offer training tailored to specific client needs. This ensures that teams are immediately operational and fully versed in client-specific technologies and processes, a unique approach that reduces onboarding time and increases service efficiency.
- **Strategic Service Expansion:** Sree's ability to expand service scopes dynamically, such as adding ERP, Microsoft, Cloud, IoT, and RPA services for a Fortune 100 client, showcases his exceptional capability in scaling operations. His leadership in managing 250+ member global team surpasses typical industry standards for service management and adaptability.
- **Visionary Leadership:** Sree's proactive anticipation of technology trends and alignment of services with future market needs places him at the forefront of the industry, unlike peers who may react more passively to market changes.

These attributes underscore Sree's unique position as a leader whose innovative strategies and operational excellence not only drive him forward but also significantly advance the IT Managed Services industry globally making him a formidable candidate for the 'Executive of the Year' award..

d. Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words). Optional

Webpage Link

<https://www.linkedin.com/in/sreemuktevi/> (<https://www.linkedin.com/in/sreemuktevi/>)

Would you like to add an additional webpage link?

Yes

Webpage Link 2

Would you like to add an additional webpage link?

Supporting Document

Download File (https://stevies-tech.secure-platform.com/file/68116/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWRRpYUlkIjo2ODExNiwiYWxs3dOb3RTaWduZWRRVcmwiOiJGYWxzZSIImInbm9w79zcYeWMPA6tIMg_LSUhPs?Managed%20Services_Customer%201.pdf)

Would you like to add an additional supporting document?

Yes

Supporting Document 2

Download File (https://stevies-tech.secure-platform.com/file/68118/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWRRpYUlkIjo2ODExOCwiYWxs3dOb3RTaWduZWRRVcmwiOiJGYWxzZSIImInbm9Flex%20Services_Customer%201%20Sample.pdf)

Would you like to add an additional supporting document?

Yes

Supporting Document 3

Download File (https://stevies-tech.secure-platform.com/file/68119/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWRRpYUlkIjo2ODExOSwiYWxs3dOb3RTaWduZWRRVcmwiOiJGYWxzZSIImInbm9V5L8XzbsE?Flex%20Services%20Model_Customer%201%20Example.pdf)

Would you like to add an additional supporting document?

Yes

Supporting Document 4

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Would you like to add an additional supporting document?

Yes

Supporting Document 5

Download File (<https://stevies-tech.secure-platform.com/file/68121/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWRpYUlkIjo2ODEyMSwiYWxs3dOb3RTaWduZWRVcmwiOiJGYWxzZSI6Imlnbm9Glocal%20Delivery.pdf>)

Would you like to add an additional supporting document?

Yes

Supporting Document 6

Download File (https://stevies-tech.secure-platform.com/file/68122/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWRpYUlkIjo2ODEyMiwiYWxs3dOb3RTaWduZWRVcmwiOiJGYWxzZSI6Imlnbm9Managed%20Services%20Contract_Example%201.pdf)

Would you like to add an additional supporting document?

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Supporting Document 7

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Supporting Document 8

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Would you like to add an additional supporting document?

Yes

Supporting Document 9

Download File (<https://stevies-tech.secure-platform.com/file/68125/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWRpYUlkIjo2ODEyNSwiYWxs3dOb3RTaWduZWRVcmwiOiJGYWxzZSI6Imlnbm9Customer%20IT%20Services%20Coverage.pdf>)

Would you like to add an additional supporting document?

Yes

Supporting Document 10

Download File (https://stevies-tech.secure-platform.com/file/68128/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWRpYUlkIjo2ODEyOCwiYWxs3dOb3RTaWduZWRVcmwiOiJGYWxzZSI6Imlnbm9Haq-6tyzfMUzzGtwHcUkGw6vs8K0IGK-IgQrPbSA?Transformation%20Project_Customer%201.pdf)

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