

K S INSTITUTE OF TECHNOLOGY

(Affiliated to VTU, Belagavi & Approved by AICTE, New Delhi, Accredited by NAAC, NBA & IEI) Kanakapura Main Road, Raghuvanahalli, Bengaluru-560109

Date: 11th October 2022

INDUSTRY INSTITUTE INTERACTION CELL (IIIC)

To,

The Principal K.S. Institute of Technology Bengaluru-560109



Subject: Requesting permission to conduct seminar/invited talk for final year CSE students Through Dr. Rekha B Venkatapur, Head of the Department, CSE

Respected Sir,

As stated in the above subject, IIIC is planning to conduct seminar/invited talk on" UX Design & UI Web development" tentatively on 7th of November 2022 in Conference Hall between 10.30AM - 12.00PM.

Mr. Raghu Sosale, a high caliber certified Program Manager having around 25 years of IT experience, currently working as Delivery lead/Manager at Cognizant Technology Solutions-India will be the resource person for the event. The profile of the resource person is herewith attached for you kind perusal.

Kindly permit to conduct the same and thus oblige

Thanking you.

Yours faithfully

Mr. Rajesh G.L.

Member Convener-IIIC. KSIT

Permitted dustry Institute Interaction Cel & S. INSTITUTE OF TECHNOLOGY **BENGALURU - 560 109**

Dr. Rekha B Venkatapur Head-CSE, KSIT



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K.S. INSTITUTE OF TECHNOLOGY

Accredited By NAAC

14, Raghuvanahalli, Kanakapura Road, Bengaluru - 560 109. Tel : 080 28435722 / 24, Fax : 080 28435723

E-mail: principal.ksit@gmail.com/principal@ksit.edu.in | website: www.ksit.edu.in

Date: 2nd November 2022

To,

Mr. Raghu Sosale

Associate Director

Cognizant Technology Solutions - India

Bengaluru

Subject: Invitation to present seminar/Invited Talk at KSIT Campus - Reg.

Respected Sir,

Industry Institute Interaction Cell (IIIC) in association with Department of Computer Science and Engineering, KSIT has planned to conduct Industry oriented seminar entitled "Traits - Students transition into next journey - IT Industry" on 9th of November 2022 for final year CSE students between 11.30AM - 12.30PM at KSIT Campus.

In connection with this, On behalf of Management and Staff, I would like to invite you as "Industry Expert" to deliver the same on said title and thus oblige.

Thanking you

SE OF TECHNOLOGY & SE

Dr. Dilip Kumar K

Principal, KSIT

K.S. INSTITUTE OF TECHNOLOGY BENGALURU - 560 109.



KSIT INDUSTRY INSTITUTE INTERACTION CELL <ksit_iiic@ksit.edu.in>

Invitation to present seminar on 9th of November 2022 at KSIT Campus - Regarding

KSIT INDUSTRY INSTITUTE INTERACTION CELL <ksit_iiic@ksit.edu.in>

Wed, Nov 2, 2022 at 2:18 PM

To: "raghusosale@gmail.com" <raghusosale@gmail.com> Cc: principal@ksit.edu.in, ekhabvenkatapur@ksit.edu.in

Dear Sir,

Greetings from K.S Institute of Technology, Bengaluru.

Industry Institute Interaction Cell (IIIC) in association with Department of Computer Science and Engineering, KSIT has planned to conduct Industry oriented seminar entitled "Traits - Students transition into next journey - IT Industry" on 9th of November 2022 for final year CSE students between 11.30AM – 12.30PM at KSIT Campus.

In connection with this, On behalf of Management and Staff, I would like to invite you as "Industry Expert" to deliver the same on said title and thus oblige.

Please find the attached soft copy of the official invite.

Looking forward to meet you at the campus.

Thank you sir.

Prof. RAJESH G.L., M. Tech

Member Convener, Industry Institute Interaction Cell (IIIC) & Assistant Professor, Department of Mechanical Engineering, K.S Institute of Technology, Bengaluru 560062 Karnataka. Cell. +91-9916468891

Website: https://ksgi.edu.in/





Seminar Invite_Official Request.jpg 2519K



Invitation to present seminar on 9th of November 2022 at KSIT Campus - Regarding

Raghu Sosale <raghusosale@gmail.com>

Tue, Nov 8, 2022 at 1:17 PM

To: KSIT INDUSTRY INSTITUTE INTERACTION CELL <ksit_iiic@ksit.edu.in>

Cc: principal@ksit.edu.in, ekhabvenkatapur@ksit.edu.in

Dear Rajesh,

Good day greetings!...

Thanks for giving me an opportunity to share my IT experience with Students to help their future journey with IT industry. Looking forward to it!...

With Smiles

- Raghu

"ನಗು ನಗುತಾ ನಲಿ ನಲಿ... ಎನೇ ಆಗಲಿ!... "

"Always smile and enjoy, no matter what happens!"

[Quoted text hidden]



Raghu Sosale PgMP, PMP

Certified Program Manager RaghuSosale@gmail.com ******+91 9980-943901

Summary

- A high caliber certified Program Delivery Manager having around 25 years of IT experience with demonstrated success in setting up and executing large engagements in complex matrix environment (Both Agile and Waterfall)
- Delivered high visible large scale end-to-end initiatives predominantly in Healthcare, Insurance, Banking, Telecommunications and Financial domains.
- Strong in execution and delivery management and taking over troubled programs/projects and bring them back on track. Expert at global delivery management and led large teams in complex programs.
- Proficient in building relationships with matrix teams internal and external. Skilled in strong stakeholder management in gaining IT and Business partners confidence and trust by understanding their needs.
- Transformational Leader with strong customer focus on stability of delivery by analyzing and troubleshooting delivery issues in a timeline manner.
- Skilled in process re-engineering to increase organizational efficiencies, attaining organizational target metrics, demonstrated excellence in estimations, SLA commitments, monitoring and executing KPI improvement plans.
- Hands on in managing project financials, integrated deliverables, change controls and articulating managing external dependencies effectively
- Extensive knowledge in leading the collaborative, dynamic planning process prioritizing the work that needs to be done against the capacity and capability of the team.

Areas of Expertise

- Execution Management
- Transformational Leader
- Relationship Building
- Team Leadership
- Prioritization
- Customer Engagement
 Program/Project Management
 Motivating the Teams Mentoring and Goal setting

Dynamic Planning

- Time Management
- Process Improvements

Key Skills Assessment

Drive for Results - Focused on results, set goals to achieve them and get the job done. Strong in risk taking capabilities.

Problem Solving and attention to details - Expertise in checking the deliverables to ensure accuracy and completeness, validates and identifies inconsistencies. Solid focus on root-cause of problems, troubleshooting and resolves challenges.

Strategic Management - Experienced in negotiations, escalation management, and financial analysis to increase efficiencies and reduce costs (onsite-offshore model) while maintaining solid rapport with business partners

Matrix/Global Leadership - Skilled in leading and building cohesive cross functional teams and collaborating with senior executives in managing onsite-offshore delivery model, clear status reporting

Decision Making and Team Leadership - Made timely informed decisions, clearly articulated the rationale behind the decisions. Created positive environment and motivated others. Took calculated risks in reaching challenging goals

Process Improvements – Implemented and standardized many process improvements, procedures and internal controls to strengthen operations, team workflow, status reporting, metrics management and enhanced customer satisfaction.

Agile Practice - Led Agile team in a Factory Model, has a deep knowledge on range of Agile tools and techniques to measure and evaluate outcomes. Used variety of blended approach and helped team to manage and visual outcomes.

Work Experience Summary

Company	Role	Duration
Cognizant Technology Solutions - India	Associate Director	June 2016 – Present
Voya Financials - USA The Hartford Insurance - USA	Program Manager Senior Project Manager	May 2015 – May 2016 June 2013 – May 2015
CIGNA - USA	Enterprise Senior Project Manager	Sept 2008 – June 2013
Cognizant Technologies Inc USA	Program Manager	May 2002 – Sept 2008
Silverline Technology Solutions – USA/India	Manager – Projects	Oct 1994 – Apr 2002

Work History Details

Cognizant Technology Solutions - India (Present) Domain: Insurance (Digital) Role: Delivery Lead/Manager

As a Delivery Lead/Manager, my responsibility is to deliver end-to-end **digital program** (planning, creative UX designs, UI web development, testing and implementation) with a new responsive web design solution thru an Agile Web Factory Model. The objective is to deliver a differentiated digital experience enhancing the company brand, create a persuasive buy-online journey to sell insurance online, streamlining the existing services user experience and enable delivery of new services to increase self-service. With Strong customer delivery focus, as current, I have successfully implemented and delivered the phase-I of the Digital Program journey.

- End-to-End accountability of delivering the pre-purchase capabilities with very tight schedules, tracking project
 progress, collaborated with business partners and IT counterparts in controlling scope and schedule. Analyze and
 troubleshoot delivery issues in a timely fashion.
- Established Standardization across factory process in delivering the digital artifacts, Templatization and tailored them to meet business partners and IT governance needs. Thru this Standardization, demonstrated the business value to customers and addressed their key imperatives like "Speed to Market" and "Delivery Transformation"
- Focused on relationship management facilitates resolution of delivery issues, served as Primary leadership contact for business partners enquires and concerns. Accountable for entire program delivery team for timely and accurate customer deliverables.
- Responsible for reporting end-to-end delivery status and driving the steering committee meetings

Voya Financial Inc (May 2015 – May 2016) Domain: Financial Management Role: Program Manager

As a Program Manager, my responsibility is to manage and deliver Premier Admin engine capabilities driven by efficiencies achieved thru explicit funded initiatives and associated peripherals (\$13M) under Retirements portfolio. I have implemented program governance and tailored the existing process in coordinated approach and well-orchestrated elimination of peripherals and admin systems across multiyear technology plans.

- End-to-End accountability of delivering the projects with tight schedules within the given budget, tracking project
 progress, collaborated with business partners and IT counterparts in controlling scope and cost. Analyze and
 troubleshoot delivery issues in a timely fashion.
- Established project performance metrics, tailored them to meet business partner and IT governance needs.
 Analyzed various project metrics and identified opportunities in improving project performance.
- Focus on relationship management, facilitates resolution of service delivery issues, served as primary contact for business partners enquires and concerns. Accountable for delivery team for timely and accurate customer deliverables.

Responsible for reporting delivery status to customers and develop required delivery documentations.

The Hartford Insurance: (June 2013 – May 2015)

Domain: Insurance

Role: Senior Project Manager

As a Senior Project Manager, my responsibility is to deliver the efficiencies in underwriting platform with new technology (Java and Agency Portal) under Commercial Markets portfolio. Enhanced and delivered account management system and new Quote Proposal functionalities. Business partners were demanding, but with high customer focus, managed their expectations and delivered their needs and addressed their challenges with effective status reporting and clear unambiguous communications.

- End to end project deliverables accountability, ensuring and managing project milestones were completed on time and addressed any schedule variances.
- Demonstrated sense of urgency and speed of execution to deliver committed milestones and communicated effectively. Made critical decisions in meeting customer delivery expectations.
- Hands on involvement in cost/benefit analysis for the program by adopting various organizational tools/metrics.
- Mitigated risk factors through careful analysis and brainstorming of their interdependencies and impact on other technical areas. Managed the changes effectively.
- Instrumental in establishing change control process to manage scope changes. Institutionalized Issue/Risk management process. Analyzed customer changes, set delivery priorities, and make schedule adjustments to meet timely delivery goals.

CIGNA: (Sept 2008 – June 2013)

Domain: Healthcare

Role: Enterprise Senior Project Manager

As an Enterprise Project Manager, my responsibility is to deliver and manage web-based healthcare comparison tool and $enrolment system for Medicare plans. \ Delivered Healthcare Analytics projects thru Unica product to improve and measure and measure plans. \\$ personalized marketing strategy. Managed cross-ASG (Application Service Groups) delivery coordination. Implemented many process including outreach program which helped cross functional teams to come to the center with common understanding of artifacts and requirements. Provided Leadership oversight to IT Infrastructure teams.

- Encouraged effective fact based discussions in team meetings, proper prioritization and team collaboration in problem solving, conflict resolution at various stages of the projects.
- Implemented critical prescription drug coverage project that involved external third party customers to make changes in their system to support this project. Institutionalized clear status reporting, strong monitoring of deliverables and key milestone schedules
- Expectation setting with various stakeholders, proactively encouraged early discussions upfront with agreed roles and responsibilities, resulted in smooth implementation of the projects.
- $Established SLA\ metrics, weekly\ financial\ reviews, Prioritization\ process\ and\ work\ intake\ process.\ This\ added value$ in bringing Senior Care IT team operational efficiencies.

Cognizant Technologies and Silverline Technologies: (Oct 1994 – Sept 2008)

Role: Program Manager

Clients: Aetna Inc., UnitedHealth care, First Data Merchant services, Verizon

Domain: Healthcare, Financial Payment Solutions, Telecommunication

As an Account Manager, I was completely accountable for managing Program Delivery portfolio (\$14M) for Aetna. Developed multi-year roadmap and delivered strategic initiatives to support claim operations and Billing systems. Provided solutions in managing and delivering initiatives thru creative resource planning and increased project turnarounds. Managed vendor and IT relations with strong communication process and operational excellence. Successfully established

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onshore-offshore global model to support Program Delivery. Implemented business process to automate the help desk Data Migration.

- Improved onshore-offshore ratio under 15% by implementing program delivery model to support and deliver projects. Applied resource optimization techniques and shared resource pool in managing the delivery of constituent projects.
- Responsible for overall planning, execution, conflicts resolution, risk management, change management, delivering customized IT solutions.
- Responsible for mentoring and coaching project managers for their career progression. Incorporated employee engagement programs to help motivate employees
- Institutionalized creative way of weekly meetings and governance with different levels. Level1 (Project team), Level2 (Program team) and Level3 (Senior Leaders)
- Conducted SWOT analysis and recommended the solutions in projects delivery, resulted in increased project turnover year by year.
- Involved in brainstorming sessions, architectural discussions and Implemented the help desk capabilities that improved customer experience in download process. Identified opportunities in transaction processing and applied the solutions to improve the execution time.

Tools and Technologies

✓ ReqPro

- ✓ Oracle ✓ SharePoint ✓ Mainframes MVS ESA ✓ Clarity
 - ✓ Agency Portal ✓ Unix ✓ Midrange
- ✓ PPM ✓ Power point ✓ Planview ✓ Clear quest ✓ Crystal Reports
 - ✓ DB2 ✓ Oracle ✓ .NET, SQLServer ✓ Sybase ✓ Java ✓ VB.NET

Education and Certifications

- Master's degree in Computer Applications (MCA)
- Certified Project Management Professional (PMP)
- Certified Program Management Professional (PgMP)
- Cognizant Trained Healthcare Professional

(RAGHU SOSALE)

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K. S INSTITUTE OF TECHNOLOGY, BENGALURU

14, Kanakapura Main Road, Raghuvanahalli, Bengaluru, Karnataka - 560109

Date: 17-10-2022

To,

The Principal, K.S Institute of Technology, Bengaluru 560062

From,

Mr. Rajesh G.L Member Convener, IIIC KSIT

Subject: Invited talk/ seminar budget - Reg

Respected Sir,

As stated in the above subject, I am herewith providing the expected budget for possible conduction of invited talk/seminar entitled "Traits - Students transition into next journey - IT Industry" by Shri Raghu Sosale to be held tentatively on November 7th 2022.

Please find the particulars of the same below;

Sl. No	Particulars	Amount		
1	Resource person honorarium	2,000/-		
2	2 Miscellaneous			
-	2,500/-			

Thank you sir

Forwarded to Secretary for kind approval

Yours faithfully

Mr. Rajesh G.L

IIIC - KSIT

To pa. Royush. G.L.



K. S INSTITUTE OF TECHNOLOGY, BENGALURU

14, Kanakapura Main Road, Raghuvanahalli, Bengaluru, Karnataka - 560109

INDUSTRY INSTITUTE INTERACTION CELL (IIIC)



Date: 07-11-2022

CIRCULAR

Seminar/Invited talk for 7th Sem CSE Students - 2023 Batch

Industry Institute Interaction Cell (IIIC) in association with Department of Computer Science and Engineering has planned to conduct Industry oriented seminar entitled "Traits -Students transition into next journey - IT Industry" on 9th of November 2022 for final year CSE students between 11.30AM - 12.30PM at KSIT conference hall.

Mr. Raghu Sosale, a certified Program Manager having around 25 years of IT experience, currently working as Delivery lead/Manager at Cognizant Technology Solutions-India will be the resource person/Industry expert for the event.

Note: All students should attend the seminar without fail.

Prof. Rajesh G.L

Member Convener - IIIC

MEMBER CONVENER

Industry Institute Interaction Cell (IIIC) K.S. INSTITUTE OF TECHNOLOGY Bengaluru - 560109

Dr. Rekha B Venkatapur

Prof & Head - CSE

Head of the Department Dept. of Computer Science & Engg. K.S. INSTITUTE OF TECHNOLOGY K.S. Institute of Technology Bengaluru -560 109

Dr. Dilip Kumar K

Principal, KSIT PRINCIPAL

BENGALURU - 560 109.

CC TO:

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IIIC Coordinators

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14, Raghuvanahalli, Kanakapura Road, Bengaluru - 560 109.

Tel: 080 28435722 / 24, Fax: 080 28435723

E-mail: principal.ksit@gmall.com / principal@ksit.edu.in | Website: www.ksit.edu.in

Date: 9th November 2022

To,

Mr. Raghu Sosale

Associate Director

Cognizant Technology Solutions - India

Bengaluru

Subject: Letter of Appreciation - Reg.

Respected Sir,

Thank you very much for accepting our invitation and delivering an informative & thought provoking lecture as "Industry Expert" on "Traits – Students transition into next journey – IT Industry" held on 9th of November 2022 at K.S Institute of Technology, Bengaluru.

It was really a splendid presentation which exposed students to the field practices. All the students appreciated and got benefited from your views on the topic.

Looking forward for your cooperation in future as well

Dr. Dilip Kumar K

Principal, KSIT
PRINCIPAL

K.S. INSTITUTE OF TECHNOLOGY BENGALURU - 560 109.



K.S. INSTITUTE OF TECHNOLOGY, BENGALURU

INDUSTRY INSTITUTE INTERACTION CELL (IIIC)

IIIC

Attendance for Seminar conducted on 9th November 2022 at Conference

Branch: Computer Science & Engineering (7th semester)

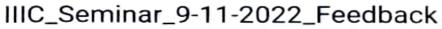
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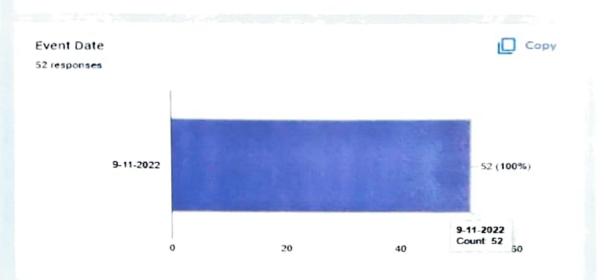
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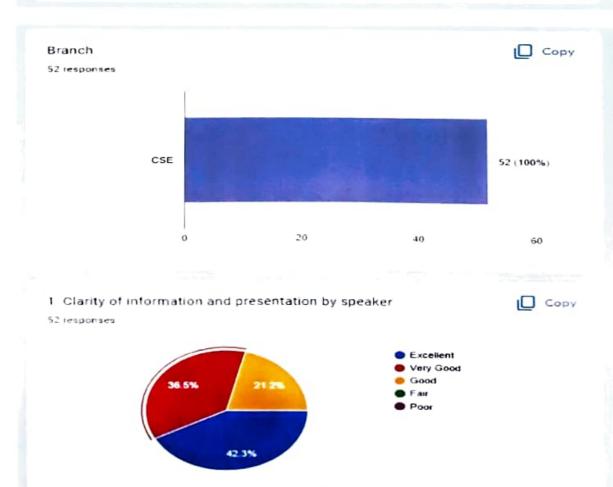
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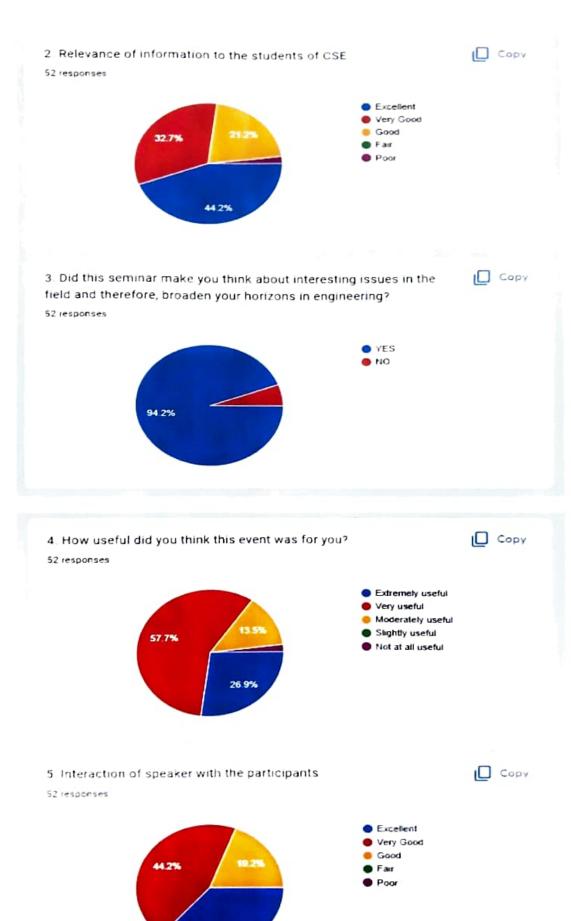


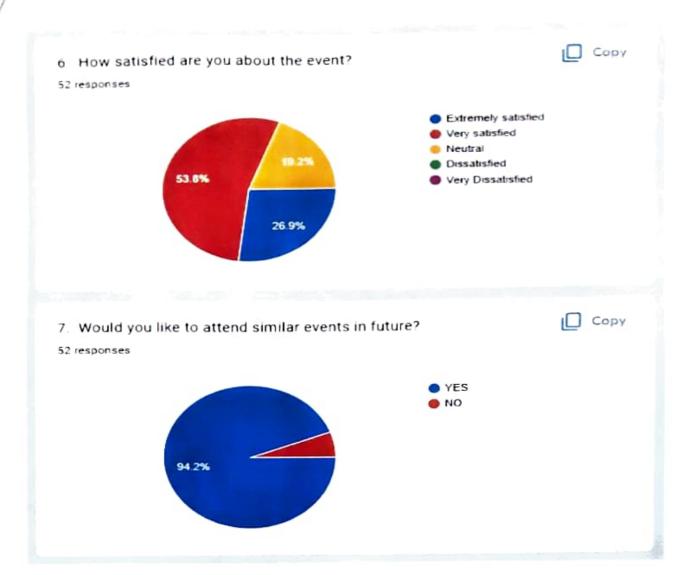
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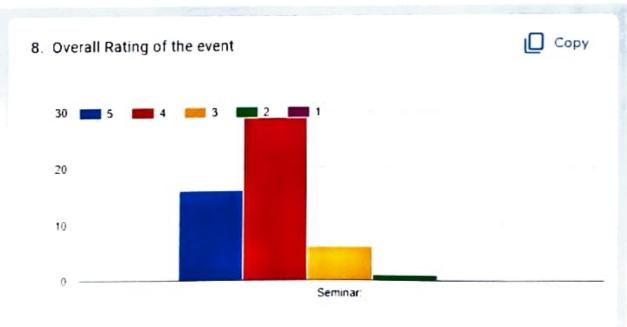
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K. S INSTITUTE OF TECHNOLOGY, BENGALURU

14, Kanakapura Main Road, Raghuvanahalli, Bengaluru, Karnataka - 560109

Date: 10-11-2022

To,

The Principal, K.S Institute of Technology, Bengaluru 560062

From,

Mr. Rajesh G.L Member Convener, IIIC KSIT

Subject: Invited talk/ seminar Expenditure - Reg

Respected Sir,

As stated in the above subject, I am herewith providing the expenditure of invited talk/seminar entitled "Traits – Students transition into next journey – IT Industry" by Shri Raghu Sosale conducted on November 9th 2022.

Please find the particulars of the same below;

Sl. No	Particulars	Amount			
1	Resource person honorarium	2,000/-			
2	Bouquet	100/-			
3	Water and Beverages	50/-			
To	Total (Rupees two thousand one hundred fifty only)				

NO DM

An amount of rupees 2500/- was sanctioned for conduction of seminar on 7/11/2022. Herewith I am returning balance amount of 350/- (Rupees three hundred and fifty only) to Mr Y. V Kesavan, Senior manager, Administrative office, KSIT on 10/11/2022 by Cash.

Thank you sir

Yours faithfully

Mr. Rajesh G.L IIIC - KSIT PRINCIPAL PRINCIPAL
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K.S. INSTITUTE OF TECHNOLOGY, BANGALORE - 560109



INDUSTRY INSTITUTE INTERACTION CELL & DEPARTMENT OF COMPUTER SCIENCE & ENGINEERING

A Seminar on

"Traits - Students transition into next journey - IT Industry"

Date of Conduction: 9th November 2022

Venue: KSIT Conference Hall

Time: 11.30AM - 12.30PM

Duration: 1 Hour

Sponsoring Bodies / Associating Organization: NA

Expert Details - with photo

Name: Mr. Raghu Sosale

Designation: Associate Director, Delivery Lead/Manager

Organization: Cognizant Technology Solutions, Bengaluru

Brief Profile about the Expert:

Mr. Raghu Sosale, a certified program manager having around 25 years of IT experience currently working as "Associate Director & Delivery lead" at Cognizant Technology Solutions, Bengaluru since 2016. He has worked in different domains at various IT sectors, as Senior project manager at The Hartford Insurance, USA, Silverline Technology solutions – USA; Cognizant Technologies Inc-USA and so on. His areas of expertise include execution management, customer engagement, Program/project management. Time management, dynamic planning Team leadership and many more.

Description of the Event:

With industrial revolution 4.0 on the horizon, every aspect of the business is undergoing a technological transformation. Information Technology (IT) has been a contributor to several changes for organizations in terms of operations, approaching a customer, digital solutions, and working methodologies. Organizations have understood the importance of IT as an integral part of the infrastructure to flourish in the competitive market. But with rapid changes in the domain, arises the demand for skilled talent to recognize the industry's needs and cultivate relevant skills.

In order to know understand the importance of IT industry upon successful completion of graduation from computer science and engineering course, Industry Institute Interaction Cell (IIIC) in association with Department of Computer Science and Engineering conducted a seminar on the said title for final year CSE students on 9th November 2022 at Conference Hall.

at 11.30AM. The program started with welcoming the industry expert Mr. Raghu Sosale with a bouquet by Prof. Geetha R. Assistant Professor. Department of CSE, Prof. Rajesh G.L. Member Convener – IIIC briefed about importance of IT, skills required to sustain in an industry and introduced the industry expert to the gathering. Mr. Raghu sosale shared his IT experience with the students and explained in detail about traits necessary for student transition in IT field. Students asked few questions related to traits & requirements to become an IT engineer and further program ended with vote of thanks by Prof. Rajesh G.L at 12.40PM.

Objectives / Key Highlights:

- · Explore the traits in IT industry.
- Understand the importance of IT skills required upon completion of engineering course.

Participant details - No. of Participants: 65

Students (internal/external): Internal (7th Semester - CSE) - 65

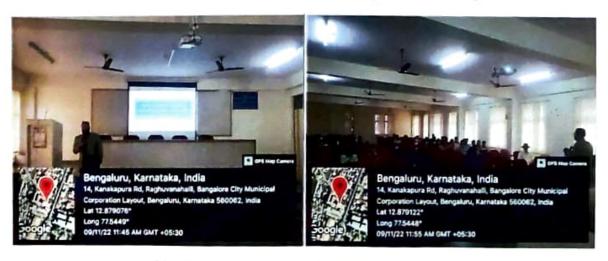
Faculty: Prof. Geetha R, Prof. Kavya, Prof. Sanjay Das, Prof Rashmi.

Photos (Geo Tagged):





Seminar conducted at KSIT Conference Hall Industry expert welcomed by Prof. Geetha, CSE



Mr. Raghu Sosale delivered seminar on said title

Jutcomes / Benefits:

- Students understood the necessity of traits to be followed in an IT company.
- Explored on IT related skills, future of IT, contribution of IT engineer towards product development.

Attachments:

- 1. Communication with Resources person
- 2. Resources person Profile
- 3. Evaluation and Feedback
- 4. Budget and Expenditure Details/amount

CO/PO&PSO mapping

CO/PO&PSO	POI	PO2	РОЗ	PO4	PO5	PO6	PO7	POS	PO9	PO10	PO11	PO12	PSO 1	PSO 2
	-	-	-	-	-	-	-	2	-	1	-	1	-	-
		-	-	-	-	-		-	-	-	-	-	-	-

PO8: Apply ethical principles and commit to professional ethics and responsibilities and norms of the engineering practice.

PO10: Communicate effectively with the engineering community and with society at large. Be able to comprehend and write effective reports documentation. Make effective presentations, and give and receive clear instructions.

PO12: Recognize the need for, and have the preparation and ability to engage in independent and life-long learning in the broadest context of technological change.

Member Convener - IIIC

MEMBER CONVENER

Industry Institute Interaction Cell (IIIC) K.S. INSTITUTE OF TECHNOLOGY

Bengaluru - 560109

Head of the Department Dept. of Computer Science & Engg K.S. Institute of Technology

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