

Department of Management Studies,
MACFAST organizes a session



Power of 7i for Successful Start-ups



Resource Person

Mr. Neelakantan Padmanabhan
(GM(India)& Head) Global & Operations
LUCEP, Bangalore

DATE: 13th December 2017



MAR ATHANASIOS COLLEGE FOR ADVANCED STUDIES TIRUVALLA

(MACFAST)

Thiruvalla - 689101

Report on

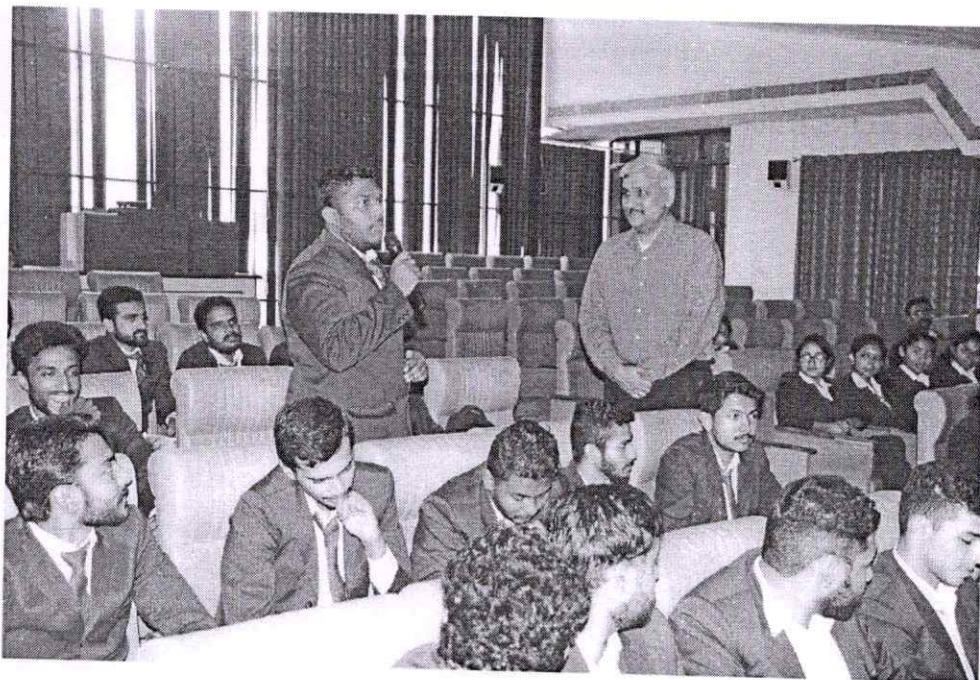
'The Power of 7i for Successful Start-ups'

**Mr. Neelakantan Padmanabhan (GM (India) & Head), Global & Operations at
LUCEP, Bangalore, India on 13th December 2017**

A session by Mr. Neelakantan Padmanabhan, (GM (India) & Head), Global & Operations at LUCEP, Bangalore were organized for students on 13th December 2017. The title of the session was 'The Power of 7i for Successful Start-ups'. The Session was of 1 hour duration.

A total of 98 participants attended the session.

The session was highly interactive and Mr. Neelakantan has answered the queries raised by participants. He has given the basic guidelines to be considered while starting a new venture.



Interacting with the students

*Alma Ray
Co-ordinator.*

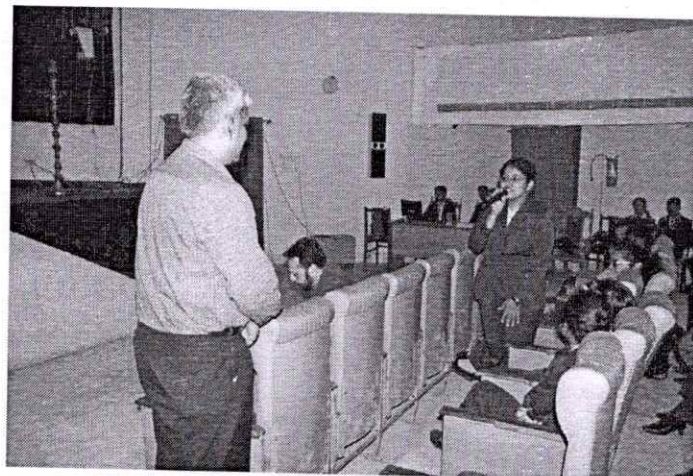
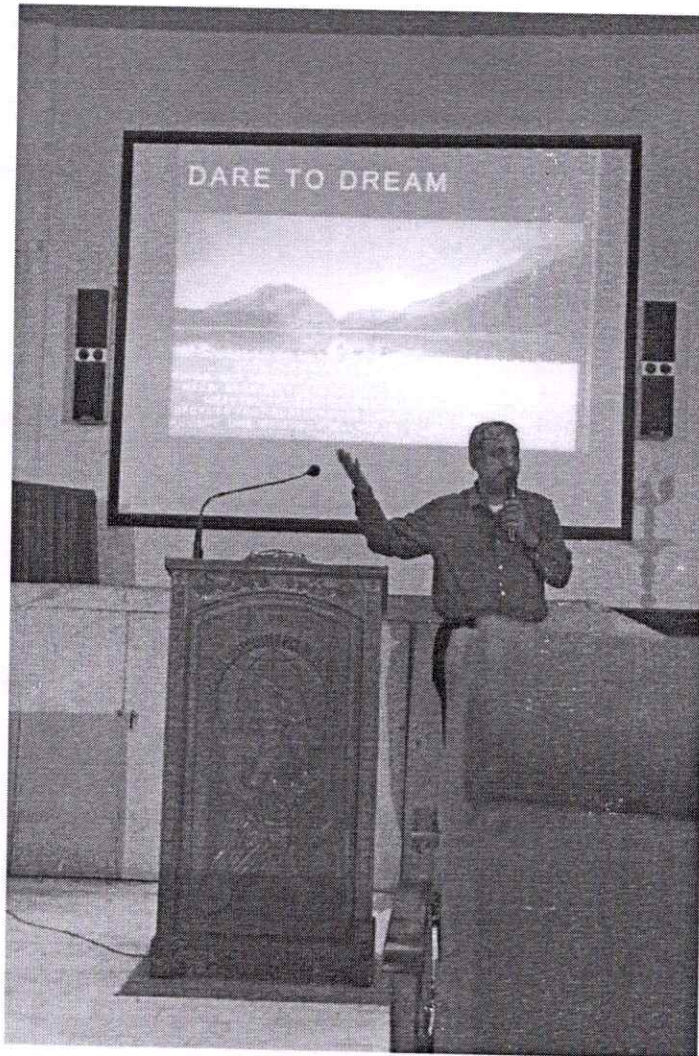
Fr. Dr. Cherman J Kottayil
Fr. Dr. CHERIAN J KOTTAYIL
PRINCIPAL
Mar Athanasios College For Advanced Studies
Tiruvalla- 689101, Kerala





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Glimpses of the session and interaction with students

Contact

www.linkedin.com/in/neelpadmanabhan (LinkedIn)
lookingovertheshoulder.wordpress.com/author/lookingovertheshoulder/ (Blog)
lucep.com (Company)

Top Skills

SAP
Software Development
Management

Languages

German (Elementary)
Hindi (Native or Bilingual)
English (Full Professional)

Honors-Awards

SAP Ganges - Short Listed under
Optimizing Category for 2015
Awards
Innovation Excellence - SAP Ganges
Best Innovation Product or Service

Neelakantan Padmanabhan

Director and Global Client Partner at Lucep
Bangalore Urban

Summary

Neelakantan (Neel) Padmanabhan has 25+ years of experience across business development, consulting, product development and support where he has managed multiple products and large teams, creating new product and business lines.

At Lucep, Neel is Director India & Head of Global Operations. He is handling Enterprise Accounts across all lines of business as a Global Client Partner. Apart from this, he is also responsible for Operations, Support and Business Development

At EVA, Neel was involved in mentoring start-ups, establish & commercialise new business offerings and supporting business operations.

Neel was with SAP Labs for 15+ years in different businesses across Business Suite & Business by Design in leadership roles in Development, Product Support, Localization Development, Quality Management and New Product Development.

In the last 4 years at SAP, he was the driving force behind an initiative on Business Networks in the Retail Space, SAP Ganges, which aimed to create a network of retail stores, especially in the unorganized sector and focused on emerging economies. From initial user research to productisation, he was managing the project which involved a diverse set of teams and stakeholders spanning across many countries and areas of expertise.

Prior to working in SAP Labs, Neel was with IVL India working on SAP Implementations and before that worked as equipment commissioning engineer with Mazgon Docks in their off-shore division.

Neel did his graduation in Mechanical Engineering and holds an MBA in Finance.

Interests

- Avid Networker
- Ideate, Incubate & Commercialise
- Design thinking (outside-in approach)
- Manage Diverse Network of Stakeholders
- People & Project Management
- Quality Processes and Agile Methodology
- Business Strategy

Experience

Lucep

Director & Global Client Partner - Enterprise Business

November 2015 - Present (5 years 9 months)

India

To own the relationship with customer and ensure successful growth of the business in the account across the product lines as measured by customer satisfaction and net new business .

To nurture and grow business opportunities in new verticals

To manage the India operations

ESCAPE VELOCITY ACCELERATOR

Vice President

March 2015 - February 2017 (2 years)

Bengaluru Area, India

EVA is an accelerator helping companies in the life science and healthcare domains resolve operational, strategic and organizational challenges by providing technical, infrastructure, outreach and mentorship support.

EVA nurtures on the passion and drive to spur innovation and entrepreneurship by hand-holding young and ambitious companies that cater to the broad area of Health-Care.

SAP Labs India

15 years 5 months

Director & Product Owner SAP GANGES

October 1999 - February 2015 (15 years 5 months)

Bangalore

Responsible for Customer, Technology and Operations for SAP Ganges.

This team works like a start up with end to end responsibilities handled within the team. The responsibilities include identifying and acquiring new customers, maintaining relationship with all existing partners and stakeholders, oversight for all operational tasks and support the engineering / architecture team. The activities stretched from identifying user personas to gathering user pain points to delivering the final products and also involved setting up a new ecosystems from existing industry players.

Lead - Innovation Project

May 2010 - June 2011 (1 year 2 months)

Bangalore

To identify new business opportunities in emerging economies, especially at bottom of pyramid.

Set up the process, build the team, identify opportunity, create the PoC Applications , establish value proposition for the players in the eco system

Quality Manager - Test Center

July 2009 - April 2010 (10 months)

Delivery: Responsibility for Testing new features and regression runs for SAP Business Suite in OPS area

People Management : Mentoring / Coaching colleagues and direct reports

Member of Global Project in Quality Engineering on Solution Manager Adoption

Head Development Support - India - Business By Design

October 2006 - April 2009 (2 years 7 months)

Set up the team and organisation in close cooperation with colleagues from Germany

Set up the process in the team for Growth, Talent Development and Knowledge Transfer.

Developed business / technical processes for support delivery Contributed to / Lead strategic global projects

Development Manager , IMS

July 2003 - September 2006 (3 years 3 months)

Setting up the product support teams across multiple areas [Manufacturing, PLM, Financials, Industry Solutions] .

Managing the growth of the team and development of people

Setting up the knowledge transfer process .

Work on strategic projects in customer support

Project Manager Quality

April 2001 - June 2003 (2 years 3 months)

Responsible for Quality Management in the team.

Plan and Execute product Acceptance Test with Customer and Consultants

Plan for process compliance and ensure that Standards are met in development

Work with the Software Logistics team to ensure that Support Packages, Retrofits and Releases are consistent

Technical Leader [Financials]

October 1999 - March 2001 (1 year 6 months)

Lead for Withholding Taxes Development for India

Responsible for roll in of requirements , development and customer support for the India specific functions in SAP Country Version for India [CIN] .

IVL India Pvt Ltd

Sr SAP Consultant

February 1997 - October 1999 (2 years 9 months)

Trivandrum, India

Mazagon Dock

Engineer, Offshore Services-Operations

August 1993 - February 1995 (1 year 7 months)

Education

INSEAD

RMDP, Management · (2007 - 2007)

Institute of Management, University of Kerala

MBA, General Management / Finance · (1995 - 1997)

College of Engineering, Trivandrum

B.Tech, Mechanical Engineering · (1988 - 1992)

'The Power of 7i for Successful Start-ups' by Mr. Neelakantan Padmanabhan (GM (India) & Head), Global & Operations at LUCEP, Bangalore, India on 13th December 2017

Participants List

SL.NO:	Name of the student	SL.NO:	Name of the student
1	Abhishek Purushothaman		
2	Ajo Varghese Rajan	36	Sreejesh S
3	Akash Mathew	37	Steffi Philip
4	Akhila O V	38	Sudheesh S Nair
5	Akhilmon V Thomas	39	Swathy Sathyavan
6	Albin Baby	40	Veena Mol V
7	Alma Mariam Abraham	41	Vivek Vijayan
8	Ameer Ismail	42	Abiya Babu
9	Amitha Rajesh R	43	Akshaya E S
10	Ancy Monachan	44	Aleena Jacob
11	Anita Ann Alex	45	Anjali B Joseph
12	Anuja Elizabeth Joseph	46	Anju Vijay
13	Ashik S Antony	47	Anu Abraham
14	Athira R	48	Anu Joseph
15	Brian Binu Thomas	49	Arya M M
16	Cyriac Stephen George	50	Ashma C Das
17	Divya Ann Varghese	51	Aswani S Kumar
18	Heera Maria Vilson	52	Athira Babu
19	Jayasree J	53	Athira V M
20	Jiby Varghese	54	Bijina Beegam
21	Jikku Varughese Koruth	55	C S Chitra
22	Job Justin	56	Chinnu Maria Thankachan
23	Jojo John Varughese	57	Gibin Babu
24	Joshni Mary Thomas	58	Haripriya J
25	Megha A P Panicker	59	Jibi Joseph
26	Nidhi Elizabeth Philip	60	Jilbi Susan James
27	Nimmy Francis	61	Ligitha Aru Ninan
28	Praveen P Nair	62	Merin Anna Mathew
29	Riya Eliz Biju	63	Merin Chacko
30	Rony K J	64	Preethy Mariam Kacheriparambil
31	Sanju Mariam Thomas	65	Sandra Biju
32	Senu C Mathew	66	Shanu Eappen
33	Shijin Babu		
34	Sijin Saji		
35	Simi Chacko		

67	Shany Thomas	93	Jackson
68	Smrithi Viswanath	94	Midhun
69	Sneha Catherine James	95	Vyshakh
70	Sneha Sara Thomas	96	Rahul
71	Sruthi Raj	97	Goldy S Perumal
72	Swathy Harikuttan	98	Jaison
73	Teenamol Antony		
74	Vandana V		
75	Veena Vinayan		
76	Vijitha M Nair		
77	Achu C Thampi		
78	Akhilesh Kumar C A		
79	Ananthu A Kochumon		
80	Ananthu Santhan		
81	Bibin John Babu		
82	Christopher George		
83	Harikrishnan V M		
84	Jerin George		
85	Jikku George John		
86	Jikku Mathew Thomas		
87	Midhun S Abraham		
88	Robin George Kurian		
89	Rohan Alex Mathew		
90	Sebin Sebastian		
91	Tom Abraham		
92	Vishakh T Devan		