
PRANAV KUMAR VERMA

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PROFESSIONAL SUMMARY

Experienced Global sourcing executive with solid 14-year background in driving and coordinating sourcing and product efforts for software IP and service procurement with prior experience as a Software Architect. Focuses on leading and delivering enhanced end-to-end software services and licenses procurement prioritizing cost enchantments and risk mitigation. Led the team with cost savings and supplier development efforts developing global procurement strategy.

ACCOMPLISHMENTS

- Certified Advanced Procurement Professional
- Completed Harman professional leadership training and certification.
- Published book on "Open Innovation Models in Research Institutes" (ISBN - 9783846556870)
- Completed global deployment of Fieldglass sourcing platform at Harman.

SKILLS

- Patent Licensing
- Advanced Technology Sourcing
- Change Management with ExComm Level Engagement
- Quality Process Alignment
- Best Cost Strategic Initiatives
- Right-Shoring Strategy
- Supplier Diversity Engagement
- Data Privacy Regulations
- Contracts Negoatiations with Most Favorable Terms
- Sourcing Process Development
- E-Procurement and VMS deployment
- SAP ERP systems
- Global Professional Services Outsourcing Lead
- Executive leadership
- Vendor Management
- Commercial and Open-Source License Expertise

WORK HISTORY

Director Software IP, License and Services Sourcing, 09/2021 to Current

Vantiva S.A. (Technicolor Connected Home) – Norcross, GA

- Global lead for category including software services, licenses and patent licenses
- US site lead representing all sourcing activities
- Work closely with company leadership for the development of category strategy
- Patent Licensing and Risk Management
- Software licenses sourcing for all SoC vendors
- Target to achieve operational excellence for software category
- Software licenses and services sourcing
- Responsible for overall software risk and compliance including GDPR, PII, global labor and trade laws

- Strategic ODC alignment to organizational roadmap

Sr. Sourcing Manager, 01/2016 to 09/2021

Harman International – Novi, MI

- Lead successful global implementation of Vendor Management System (VMS) – Fieldglass, for Engineering Services procurement.
- Lead supplier diversity initiative representing procurement organization.
- Completed professional leadership development training program guided by senior leadership.
- Leading supplier diversity initiative from services category perspective.
- Leading services insourcing initiatives.
- Reporting and engaging with the executive leadership of the company.
- Leading leadership initiatives including vendor consolidation, and Total cost of ownership reporting to the executive leadership board.
- Influencing global change management moving towards e-procurement.
- Global process owner for Engineering Services Sourcing Business Management System (BMS).
- Global training of contingent worker programs and SOW based engagements.
- Leading global Engineering Services Procurement team covering a total spend of over USD 200 Million.
- Developing and negotiating quality and performance matrices and KPI's for engineering services and embedded software space.
- Establishing sourcing value chain in-line to the Global policy and enforcing implementation.
- Developing global strategy optimizing of supply chain for best value and technology alignment.
- Calculated and reported actual and projected sourcing savings by spend categories.

Procurement Specialist, 02/2013 to 08/2015

Cisco Systems India Pvt Ltd – Bangalore

- Contract negotiation and management, including Master Agreements, Offshore Development Agreements, Local Country Agreements and Statements of Work.
- Preferred Supplier relation and development.
- Complete ownership of the operations related to Cisco's Offshore Development Centers (CODC).
- ODC Infrastructure management including the connectivity and the hardware requirements.
- Budgeting the ODC requirements.
- Partner's adherence to Cisco's policies compliance and risk mitigation.
- Conducting Annual Audits and Spot checks.
- Designing more efficient ODC architecture.
- New supplier on-boarding and development.
- Developing forward looking strategy towards a more efficient business partner to Cisco.
- Program Management – Optical Network Business Unit.

Program Manager – Optical Network Transport Planner, 01/2010 to 02/2013

Cisco Systems India Pvt Ltd – Bangalore

- Taking the release through the SDLC Gate commit processes.

- Finalizing the release content in co-ordination with the customer, account team and the engineering team.
- Timelines creation and getting approval of the same from Product management.
- Program managing the release with close monitoring of the committed features and defects.
- Timeline decisions.

Software Engineer, 05/2007 to 08/2008
Cisco Systems India Pvt Ltd – Bangalore

Software Engineer, 09/2003 to 04/2007
Lucent Technologies India – Bangalore

EDUCATION

Master of Business Administration: University of Nottingham
Corporate Strategy & International Business, 2009

Bachelor of Engineering: Visvesvaraya Technological University, India: Computer Science and Engineering, 2003

CERTIFICATIONS

- 1. Certified Advanced Procurement Professional: Skill Dynamics**
Oct 24, 2025
- 2. Introduction to Negotiation: Yale University**
A Strategic Playbook for Becoming a Principled and Persuasive Negotiator
Oct 7, 2021
- 3. Hunting Leopard: Harman International**
Leadership Development Program
June 6, 2020
- 4. Negotiate & Influence Your Way to Success: Cisco Systems**
Feb 11, 2015