SREEDHAR SISTU – Vice President, Product Management
Imagining & Delivering Successful Enterprise Products

Entrepreneurial Software Product Leader With over 20 Years' Experience Defining & Delivering Complex Enterprise Software Products. Strong Background in Product Strategy, Artificial Intelligence, Multi-Year Roadmaps, Agile, Modern Web & Mobile, IoT, Cloud, SaaS, Big Data and AI/ML.

CAREER HIGHLIGHTS

- **Defined AI Hub strategy** to grow and accelerate AI adoption at scale to realize multiple hundreds of millions of € in business value through savings and new business opportunities.
- **Setup an entrepreneurial organization** to accelerate AI adoption into Digital offers through collaboration with LOBs and leveraging a platform approach.
- **Delivered successful strategic project to modernize suite of existing applications responsible for multi million** in revenue to align with new corporate identity, vision & values. Developed innovative & complex working arrangements with teams in multiple geographies - US, Europe & India.
- **Defined and delivered first cloud** SaaS application with viral adoption reaching thousands of users across functions inside Dassault Systemes.
- **Awarded as Fuqua Scholar**, top 10% of class at Duke Fuqua School of Business.

EXPERTISE AREAS

Product & Market Strategy	Artificial Intelligence	Product Roadmaps
M&A, Partnerships	Enterprise SaaS	Global Team Management
Analyst relations	Executive communications	Cross-functional teams

EXPERIENCE & ACCOMPLISHMENTS

Schneider Electric, Andover, MA.   **2020 – Present**
Schneider Electric is a global leader in Energy Management & Automation for a sustainable world.

Vice President, AI Offers, *responsible for defining and delivering AI based products to addressing Energy Management, Sustainability and Industrial Automation domains.*   **2021 – Present**
- **Built an entrepreneurial organization and Hub-Spoke operating model** to accelerate Schneider's ambition to accelerate adoption of AI Into Digital offers
- **Developed a multi-year roadmap** to deliver high-value AI solutions addressing Power Systems/Products, Digital Buildings, Microgrids and Digital Services with additional domains to follow.
- **Delivered AI solutions** to drive business value in Predictive Maintenance, Energy Optimization and Microgrid design.

Sr. Director, Product Management, AI, *responsible for defining and delivering AI Platform to deliver solutions addressing global processes such as NPDI, Supply Chain, and Finance at scale.*   **2020 – 2021**
- **Defined strategy and business case for a comprehensive AI Platform** to accelerate Schneider's ambition to deploy AI at scale and realize multiple hundreds of millions of € in business value. Spearheaded collaboration with global stakeholders and gained executive alignment.
- **Built an empowered organization** with right skills, clear roles & responsibilities and agile processes to enable delivery of business value driven AI applications.
- **Developed a multi-year roadmap** to translate strategy into AI capabilities to power business processes and to deliver value consistently.

Dassault Systems, Waltham, MA.   **2007 – 2020**
Dassault Systemes is an enterprise software company specializing in Product Lifecycle Management

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Director, Product Management, Next Gen Apps, *responsible for defining and delivering next gen cloud &*
mobile apps addressing enterprise business processes. **2014 – 2020**
- **Key member of core management group,** chartered with building next generation vision and roadmap
  for ENOVIA SaaS applications.
- **Defined vision for next generation enterprise applications,** rethought how enterprise apps are designed
  & leveraged modern software technologies, and compelling user experience.
- **Delivered next gen applications** to increase new users as well as extend adoption by existing users
- **Deployed lean & agile methodologies**, working within enterprise tools & processes.
- **Managed executive relations,** provided timely updates, demonstrations & plans.
- **Evangelized product with sales and early adopters** to promote usage and receive feedback for
  continuous improvement.

Director, Product Management & Development, Sourcing Applications, *responsible for managing a portfolio*
of web applications in sourcing and supply chain management. **2009 – 2014**
- **Promoted to new position with increased responsibilities**, managed multiple products generating multi-
  million-dollar revenue.
- **Introduced new licensing and pricing models** to capture untapped market potential
- **Defined & delivered roadmap for converging two IP classification applications** based on different
  architectures, considering existing customer deployments & future business needs.
- **Met product release targets for functional content & quality,** supported critical customer deployments.

Product Manager, Sourcing, *responsible for creating road map for sourcing product line combining products*
from 2 acquisitions. **2007 – 2009**
- **Exceeded expectation for product convergence**, delivered a new product line year ahead of plan.
- **Developed partnerships, increased product value** & market coverage.
- **Led technical team, defined requirements timely delivery of product to engineering** for a new
  generation product in < 4 weeks.
- **Enabled brand marketing to prepare for & thwart competitive threats,** conducted market assessment &
  competitive analysis for the enterprise sourcing software market.

Siemens PLM Software, Charlotte, NC. **2000 – 2007**
Division of Siemens Industry Solutions created through acquisition of UGS and SDRC specializing in 3D
Product Lifecycle Management.
Sr. Solution Architect, *responsible for managing cross functional, geographically dispersed teams developing*
requirements & specifications to deliver unique software solutions.
- **Served as senior technology & industry expert,** deployed enterprise software solutions to diverse
  industries including automotive, aerospace, hi-tech & apparel.
- **Managed deployment of packaged Product Life Cycle Management** in aerospace & defense industry,
  delivered on-time & ensured high customer satisfaction & process Improvement.
- **Developed process for deploying packaged software solutions** & streamlined software delivery.
- **Collaborated with other regional leaders for continuous improvement**, resulted in process that was
  agreeable to all geographies & accounted for differences.

EDUCATION & CREDENTIALS
- **Harvard University**, **Program on Negotiations**, Certificate, Cambridge, MA.
- **MBA, Duke University, Fuqua Scholar**, Fuqua School of Business, Durham, NC.
- **M.Tech, Quality, Reliability & Operations Research, Honors,** Indian Statistical Institute, Kolkata, India.
- **CPIM,** American Production and Inventory Control Society, Chicago, IL**.**
- **BE, Mechanical Engineering, Honors,** Osmania University, Hyderabad, India.

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- **Patent No. 9,703,888 - 2017.** Component obsolescence registry provides a way to publish & receive electronic component obsolescence information to enable long term buy of components.