

VENKI RAMACHANDRAN

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U.S. Citizen • West Hills, CA 91304

VP OF ENGINEERING / CHIEF DATA SCIENTIST

Results-Oriented Leader in Engineering Team management, Software & Data Solutions for Clean Energy

Proven track record of scaling high-performing teams, geo-graphically spread, setting new processes to drive operational excellence, and delivering AI/ML applications in a cloud environment for smart grid domain. Relentlessly focusses on managing customer expectations and constantly raises the bar on his and his teams' performance. Recognized as a Smart Grid SME and an MDM (Meter Data Management) Pioneer. Entrepreneurial executive with experience founding successful startups in the data warehousing space, spearheading strategic transformations, and aligning global operations with business goals. Recognized for hiring and mentoring top-tier talent, fostering collaboration across geographies, and uniting technical expertise with strategic vision. **M.Sc. in AI/ML**, Liverpool John Moores University, UK, with a thesis on time series analysis for wastewater treatment systems and inventor of a **U.S. patent** for meter data validation and editing.

CORE COMPETENCIES

- Engineering Team Management and Scaling Operations
- Global Capability Center (GCC) Management
- Software Development for IoT and Smart Grid
- Streamlining Business Processes & Data Strategy
- Developing a Single-Source-of-Truth Database
- Electric, Gas, Water Utility Systems Integration
- Customer Success-Focused Program Management
- Cloud Computing using Python (AWS IoT Edge)
- Postgres Database Design
- Start-Up Expert with Successful Exits
- Stakeholder Engagement
- Technology Vendor Alignment and Management
- Strategic Partnerships
- Meter Data Management (MDM)

PROFESSIONAL EXPERIENCE

Capgemini Americas, Inc. • Global consulting, technology services, and digital transformation leader.

INDUSTRY CONSULTANT — DISTRIBUTED ENERGY RESOURCE MANAGEMENT SYSTEMS (DERMS) Jun 2024 – Present

Lead high-impact initiatives for utilities and clean energy startups, driving growth through DERMS and advanced technology.

- **Developed and executed DERMS strategies for utilities**, optimizing renewable energy integration and grid resilience.
- **Contributed to a Texas-based clean fuels startup**, integrating geothermal energy and methane for hydrogen/methanol production.
- **Authored a white paper on EV charging for demand shifting**, reducing infrastructure and customer costs while advancing EV adoption.
- **Facilitated remote team/vendor collaboration** to ensure seamless project delivery.

HydroPoint Data Systems • Leading water management technology company.

CHIEF DATA SCIENTIST

May 2022 – Apr 2024

Directed data science strategy to align AI/ML initiatives with business goals, driving efficiency, revenue growth, and ESG compliance.

- **Spearheaded a single-source-of-truth database**, enabling secure access and strategic decision-making.
- **Developed a pre-sales app using satellite imagery**, enhancing customer acquisition and commitment to sustainability.
- **Delivered dashboards for performance optimization and leak detection**, achieving significant water and cost savings.
- **Created AI/ML models for financial projections and marketing ROI**, driving insights and operational outcomes.
- **Mentored and scaled the data science team**, fostering innovation through emerging AI tools.

Xylem India Pvt. Ltd. • Global leader in water technology solutions for smart cities, lifecycle management, and water monitoring.

HEAD, INDIA TECHNOLOGY CENTER, BANGALORE

Oct 2017 – Apr 2022

Established and scaled a 200+ engineer team delivering IoT and software solutions for smart cities and water management.

- **Built and scaled the center from inception**, leveraging SEZ tax advantages and a competitive recruitment strategy.
- **Deployed real-time water quality monitoring solutions**, enabling agencies to respond to climate change impacts.
- **Directed development of Optimize**, a condition monitoring platform enhancing operational efficiency.
- **Delivered seven globally adopted applications**, advancing smart water management.

eMeter Corp., a Siemens Digital Grid Business • Leader in platform and MDM application software.

GLOBAL HEAD OF CUSTOMER ENGAGEMENT, TRAINING, AND SUPPORT

Jan 2016 – Oct 2017

Oversaw customer engagement for Grid Control and Applications clients across U.S., Europe, and Asia.

- **Increased adoption and revenue** by selling additional services/products to existing customers.
- **Delivered value assessments and health checks**, tailoring roadmaps to client goals.
- **Improved project deployment and support strategies**, fostering satisfaction and long-term partnerships.

AutoGrid Systems • Cleantech virtual power plant and distributed energy resource management system; acquired by Uplight.

SENIOR DIRECTOR, PROFESSIONAL SERVICES

Nov 2013 – Dec 2015

Directed end-to-end deployments and advanced grid solutions for utility clients.

- **Executed high-profile projects**, including Bonneville Power Administration and Southern California Edison pilots.
- **Delivered custom solutions** for PSEGLI and Hawaiian Electric, enhancing grid efficiency.
- **Strengthened pre-sales and solution demonstrations**, driving acquisitions.
- **Optimized project execution** through advanced tools like Cloudera and Ansible Scripts.

Verdeco Inc. • Pioneering smart grid data analytics startup offering SaaS-based solutions for utilities in underserved municipalities.

CO-FOUNDER & VP - ENGINEERING & SERVICES

May 2010 – Apr 2012

Co-founded and scaled a startup, delivering SaaS solutions for utility operations.

- **Designed cloud-native MDM and VEE applications**, driving adoption in the utility sector.
- **Introduced pay-as-you-go financial models**, expanding market accessibility for smaller utilities.
- **Secured \$600K Series-A funding**, enabling growth and customer adoption.
- **Achieved acquisition by Sensus for \$3.5M**, generating significant ROI for investors.

Trilliant Networks • Leading provider of smart grid solutions, offering software and hardware for energy meters and utility integration.

VP - SYSTEMS INTEGRATION & HEAD - INDIA OPERATIONS

Nov 2004 – Mar 2010

Directed global operations and systems integration, delivering impactful smart grid projects.

- **Established and scaled Offshore Development Center in India**, optimizing efficiency and cost.
- **Integrated systems with CIS platforms**, improving scalability and interoperability.
- **Delivered advanced analytics tools**, enhancing utility performance and operations.

WACS (renamed Ecologic Analytics) • Software and consulting firm delivering advanced data management solutions for utilities.

FOUNDER & CEO

Feb 2001 – Nov 2004

Founded and scaled a software firm delivering innovative utility data solutions.

- **Designed and implemented Meter Data Warehouse (MDM) and VEE engine**, managing 1.2M daily meter reads at PSE.
- **Led the Sales Team** and sold the MDM solution to five (5) other IOUs.
- **Managed the design and development** of the database application to meet the performance requirements.
- **Secured \$1.5M in sales to Puget Sound Energy (PSE)** and negotiated a Landis+Gyr/Toshiba acquisition with a 9x ROI for investors.

EDUCATION

M.Sc., AI/ML – Liverpool John Moores University; Thesis: “Time Series Prediction of Effluents in Wastewater Treatment” (2023)

M.Sc., Industrial Engineering – UT at El Paso; Thesis: “Inspection Routine Generation for Flexible Inspection Systems” (1992)

B.E., Mechanical Engineering – VJTI, University of Bombay, India (1990)

CERTIFICATIONS

CTO Program (Wharton School of the University of Pennsylvania)

AWS Cloud Practitioner

AI for Leaders (University of Texas at Austin)