

## ***Krishna S. Murti***

### ***Professional Profile***

Krish Murti is a PMI-certified Project Management Professional (PMP), formerly in the Public Sector practice within IBM Business Consulting Services (BCS). He has over 24 years of leadership experience with IBM and other companies in a broad range of source selection, software development, system engineering, proposal management, program office management, and project management positions. Krish has served as the proposal manager, and/or the architect, for several document imaging system proposals for tax systems – including New Jersey, Kentucky and Indonesia. In addition, he managed a demonstration of the document imaging system to the Indonesia Tax Department, using the customer's tax forms, in Jakarta. He is well versed in all facets of federal procurements and can provide valuable leadership to any aspect of a proposal or performance contract. Krish is equally adept at working with the big picture and low-level details. He has also managed a department in IBM Federal Systems Division.

### ***Employment History***

**Pronable**, Potomac, MD, December 2005 to present.

**IBM Global Services**, Bethesda, MD, November 2000 to December 2005

**Lockheed Martin**, Gaithersburg and Rockville, MD, April 1996 to October 2000

**Loral Federal Systems**, Gaithersburg, MD, April 1994 to March 1996

**IBM Federal Systems**, Gaithersburg, MD, July 1984 to March 1994

**Comp-u-Staff**, Towson, MD, June 1983 to June 1984

**Wisconsin Gas Company**, Milwaukee, WI, October 1978 to May 1983

**AO Smith Data Systems**, Milwaukee, WI, June 1977 to September 1978

**Cutler-Hammer**, Milwaukee, WI, June 1976 to May 1977

**JI Case**, Racine, WI, November 1975 to May 1976

**Northwestern Mutual Life Insurance**, Milwaukee, WI, June 1971 to October 1975

### ***Professional Experience***

**Pronable, Inc.**, Founder and CEO, December 2005 to present.

Mr. Murti founded Pronable to provide Project Enabler Services to government and commercial customers. The services span the range of project management and include Proposal Management, Performance Management, Communication Management, Contract/Sub-contract Management, Financial Management, Quality Assurance / Risk Management, and Issues / Action Items Management.

**Fedmarket.Com** Federal Sales Academy Instructor, December 2007 to present. Designed, developed and delivered course "Managing Your Federal Project Without Losing Your Shirt."

**Fannie Mae** embedded Project Manager (ePM) in Single Family Loss Allowance Workstream, May 2006 to December 2007; Katrina Loss Allowance Workstream, August 2007 to December 2007; ePM for Tax Workstream, October 2007 to December 2007.

Mr. Murti was responsible for project scheduling, requirements management, change management and support of the Workstream Change Control Board, configuration management, release management (of loss allowance models used by the Workstream), and interfacing with the central PMO. In addition, he worked as an additional tester. Much of the work was done using MS Project, Rational Clear Quest and Requisite Pro tools.

**IBM Global Services, Proposal / Project Manager, November 2000 to December 2005.**

**Transportation Security Administration (TSA) Crew Vetting System (CVS)** project Program Management Office (PMO) Leader, June 2005 to December 2005. Mr. Murti served as the leader for the PMO supporting the team in Colorado Springs, CO and coordinated the project planning, schedule management, CDRL delivery management, cost and schedule reporting, and other home office support. Mr. Murti coordinated support provided to the TVP O&M team and management by the Contracts, Finance, and Subcontracts / Procurement. He also guided the efforts of the IBM Delivery Manager and the IBM Operations Manager particularly with respect to Contract Deliverables (CDRLs). He oversaw the collection, monitoring and reporting of financial performance data to the client. He was responsible for the management of project schedule.

**United States Agency for International Development (USAID) International Group** Business Operations Manager, June 2004 to June 2005. Mr. Murti served as the operational leader for the USAID International team and coordinated the support provided to the team by the Business Advisors. He set up a Bus Ops team and took over responsibility for internal financial analysis and support to the Project Managers (PM) for managing project finances and reporting. He brought eBonD cart creation/alteration and procurement interface into the Bus Ops team by adding an experienced Subcontract Project Manager to the team. He implemented an Action Item tracking process during the weekly meetings with the Business Advisors. He worked Accounts Receivable (AR) actively to reduce the time taken to get paid. His efforts resulted in better coordination with major subcontractors, collection of past due invoices and improved morale among the PMs.

**Internal Revenue Service (IRS) Customer Account Data Engine (CADE)** Business Operations Manager, February 2004 to June 2004, as a subcontractor to Computer Sciences Corporation (CSC). Mr. Murti coordinated the support provided to the CADE project team and CADE management by the Business Advisors. He managed the efforts of Contracts, Finance, Risk Management, Subcontracts Management and Procurement. He also oversaw the administrative support provided to the CADE team. Mr. Murti played a leading role in the transition of the CADE project from a Cost Plus to a Time and Material contract type. He modeled the financial aspects of the transition and developed the business case that led to management approval for the transition. He set up systems to track the authorized overtime worked by the CADE team and billed CSC for it.

**National Archives and Records Administration (NARA)**, Management Volume Leader, December 2003 to February 2004. Mr. Murti was the Management Volume Leader for the Electronic Records Administration (ERA) Proposal. He managed a four person team to produce the volume. Managed volume quality and schedule.

**Transportation Security Administration (TSA)**, Process Engineering Manager and Program Management Office Leader, November 2002 to November 2003. Mr. Murti supported the IT Managed Services (ITMS) Contract. He developed PM processes, implemented and managed an

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Inventory / Invoicing Database, and managed customer deliverables, especially SLA reporting and status reporting.

**Federal Aviation Administration (FAA)**, Business/Operations Manager, June 2001 to March 2003. For the Next Generation Messaging System (NEXGEN) Contract, Mr. Murti managed delivery orders, invoices, internal QA for deliverables, subcontractor tasking / orders, and invoices. He supported Prog Mgmt Reviews, both internally and with the customer and generated change proposals as needed. He also coordinated IBM hardware and software orders and deliveries.

**FAA**, Proposal Manager, December 2000 to June 2001. Mr. Murti managed the proposal process, starting with draft RFP, all the way through the final award. He coordinated the efforts of Division 16 and Software Group teams to generate a compliant and winning proposal, and managed the Bid and Proposal funding for the effort.

**National Aeronautics and Space Administration (NASA)**, Proposal Manager, November 2000 to December 2000. Mr. Murti coordinated proposal inputs from Divisions 5, 12 and 16, as well as Quality Assurance, Pricing and Contracts, for the proposal.

**Lockheed Martin**, Project and Proposal Manager, April 1996 to October 2000.

Mr. Murti was the System Engineering Leader for the FAA Telecommunications Interface proposal, the Change Proposal Manager for the Data Capture System contract with the U.S. Census Bureau, a Software Development Integrated Project Team Leader for the Data Capture and Coding System contract with the United Kingdom Office of National Statistics, a Document Management Pilot System support engineer for the U.S. Navy, the Coding System Architect for the Data Capture and Coding System proposal for the United Kingdom Census, the Selection and Implementation Coordinator for an Applicant Information Management system for the internal Human Resources department, and the proposal manager, as well as the architect, for several document imaging system proposals.

**Loral Federal Systems**, Project and Proposal Manager, April 1994 to March 1996.

Mr. Murti was the Proposal Manager & Document Imaging Architect for several document imaging system proposals to federal, state & local, and international customers. He was also the Network Management Center Support Task Leader for the contract with the Resolution Trust Corporation (RTC), and managed the effort to set up a backup NMC at an offsite location.

**IBM Federal Systems**, Project Manager, July 1984 to March 1994.

**Department Manager**, February 1992 to March 1994. Mr. Murti managed engineers supporting the Resolution Trust Corporation (RTC) and the Internal Revenue Service (IRS).

**Resolution Trust Corporation (RTC)**, Task Leader, May 1991 to January 1992. Mr. Murti led the selection, procurement, implementation and support of an enterprise video conferencing system for the RTC. He developed the Business Recovery Services Plan for the RTC and managed the support of IBM's Business Recovery Services to the RTC. He implemented a pilot Affordable Housing Information system.

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**National Institutes of Health**, Proposal Manager, June 1990 to April 1991. Mr. Murti managed the Radiological Image Processing System proposal, coordinating the efforts of the Mayo Clinic, University of North Carolina and various IBM Divisions.

**National Weather Service**, Deputy Proposal Manager, June 1989 to May 1990. Mr. Murti led the Maintenance, Logistics and RMA effort on a proposal and “fly-off” competition for a Weather Imaging System.

**Department of Energy**, Deputy Program Manager, later Program Manager, June 1986 – May 1989. Mr. Murti supported the Automated Office Support System Contract.

**Various Federal Agencies.**

Leader for key sections of proposals and customer demos.

Jul 1984 – May 1986

**Comp-u-Staff, Towson, MD**, Consultant, June 1983 to June 1984.

**Wisconsin Gas Company**, Supervisor of Data Administration, October 1978 to May 1983.

**AO Smith Data Systems**, Data Base Consultant, June 1977 to September 1978.

**Cutler-Hammer**, Data Base Analyst, June 1976 to May 1977.

**JI Case, Racine, WI**, Data Base Analyst, November 1975 to May 1976.

**Northwestern Mutual Life Insurance**, Senior Systems Analyst, June 1971 to October 1975

***Education and Certifications***

M.S., Physics, University of Madras, 1968

B.S., Physics, University of Madras, 1965

Project Management Professional certification by the Project Management Institute, 2001

Senior Project Manager Certification by IBM, 2001

***Languages***

English, Hindi, Tamil, Malayalam

***Security Clearance***

DoD Active Secret clearance.

***Contact Info***

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