

PRASHANTH UMASHANKER

Dynamics 365 Finance and Operations Presales/Solution Architect

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CPIM, MBA, BE

Certified Dynamics 365 Finance/ SCM Functional Specialist

Summary

With over 22 years of total experience and 19.5 consulting years in solutioning and implementing Dynamics 365 Finance & Operations (F&O) solutions for various industries, I am a certified and seasoned Solution Architect and Functional Consultant who has worked with many specialists Microsoft System Integrators.

I have successfully led and delivered over 22 full-cycle greenfield, upgrade or rollout projects, spanning across Construction, Education, Manufacturing, Distribution, Retail, Public sector and Mining sectors designing robust and scalable solutions. As a System Integration Solution Architect, I was responsible for shaping winning engagements, estimating costs and resources, managing risks and stakeholders, and driving presales opportunities.

I have a strong background in manufacturing domain and business consulting, advocating best practice adoption and digital transformation for the customers. I excel at establishing strong working relationships with both customers and colleagues and delivering solutions that augment the customer's competitive advantage in the industry. I have also served as a People Manager for the Avanade Australia ERP practice, overseeing the hiring, retention, skill development, project resource scheduling and employee experience of the team.

Experience



Pirai Tech – Founder, Solution Architect Apr 2025 – Present

- Offering ERP value-added services – Business Case Illustration, Requirement Gathering, Process mapping, Derisking Delivery Roadmap, ERP Project Management advisory, UAT Preparation, Go-No Go checklist,
- MS Dynamics 365 Finance and Operations services – Fit Gap Analysis, Business consulting, Solution Blueprint preparation, Data migration strategy, Config Design, Extension and Integration Design, Config Build, Build Test, SIT prep, SIT execution, Functional Architect. Solutioning Services – Finance, SCM (includes EAM, WMS, MRP, Demand Planning, Commerce, Project Operations. Implementation Services – Finance and SCM.



Avanade – Functional Architect Group Manager May 2021 – Mar 2025

Group Manager Functional Architect - D365 F&O

May 2021 – Mar 2025

- Playing Career Advisor (People Manager) for multiple resources and mentored over their career developments.
- Given Advisory services to Mining major on best practices, risk mitigation and structured approach to their Envisioning phase.
- Completed Envisioning to create Product backlog and Solution Architecture for a Construction group Consortium for their Finance and SCM transformation.
- Solution Architect and Integration Architect for Envision and Design phases of D365 Finance implementation for an Early education provider, QLD.
- Finance Consultant for the Australian leg of global rollout of D365 Finance + SCM for a Multinational industrial equipment manufacturer.
- Presales D365 SME for 4 bids - including various Industries - Retail, Agricultural, Utility and Government

System Integration Solution Architect

Jun 2022 – Mar 2025

- Responsible for solution input on qualifying bids, indicating resources required and coordination required for setting up bid team.
- As SISA responsible for solution, estimate, solution contingency, risk mitigation, clear indication of scope and RACI
- As SISA responsible for giving a combined view of solution that could involve all streams including Finance, SCM, Retail, Project Operations, Data and BI, Security and D365 CE solutions estimate.
- Responsible for securing approval from Area Solution leads and QA, including management approval.
- As Presales Architect involved in customer engagement to determine scope, conduct discovery, solution playback, demo required use cases and establish unique delivery approach.
- Solutioned a preferred Retail solution for a major Australian Retailers - Apparel, Furniture and Jeweller
- Solutioned a preferred Demand Planning solution for renowned Australian apparel manufacturer
- Solutioned a winning Service Order Management (CE) and Asset Management (F&O) solution for Demand Planning solution for an asset-based energy business
- Solutioned a winning multi country roll-out core solution to be developed for their Australian manufacturing and selling arm.
- Solutioned a winning F&O modular implementation for a decarbonising arm of an energy major. This solution included certain finance workloads, inventory, and e-commerce.
- Solutioned a winning bid using Avanade's accelerated approach to an asset-based energy business which involved a complete Finance + SCM solution.
- Solutioned our advisory support to commerce D355 reimplementation to a prominent Australian apparel retailer which included functional, technical, testing and delivery assistance.
- Solutioned 4 RFI responses for multiple federal agencies. Demoed D365 including HR to large Federal agency
- Solutioned 15 other deals which included D365 FO solutions for modular construction, software services, government departments, asset rental and construction industries.

Australia ERP Talent Community Lead

May 2022 - Nov 2023 (1 year 7 months)

❖ Australia FY24 Q1 Talent Community Champion Award

- Responsible for hiring, retaining and skill development for Australia ERP practice.
- Responsible for Chargeability and resource allocation
- Maintained Chargeability above budget.
- Streamlined Team structure, Horizontal adoption of leveling standards and monthly processes for CA process.
- Improved and Standardised processes with recruitment

- Achieved certification targets for ERP TC for the first time.
- Improved team sentiment in regular HR survey
- Coordinated multiple billing opportunities to place resources on successful deployments.



Insight - Senior Solution Architect

Oct 2019 - Apr 2021 (1 year 7 months)

- Solution Architect and Lead Consultant for a consumer facing WA behemoth spanning auto servicing, insurance and security services using Agile methodology with JIRA and Confluence as tools.
- Solution Architect and Lead Consultant for a consumer facing WA behemoth spanning auto servicing, insurance, and security services.
- Presales Consultant for a government department bid
- Design for PowerAutomate solution for Invoice automation for a resource servicing company



DXC Technology - Solution Architect

Solution Architect

Aug 2014 - Oct 2019 (5 years 3 months)

- Lead Solution Delivery in Implementation Projects.
- Engage with customers at Presales, Scoping stage to design solution stack, estimates and timelines.
- Thought leadership in Supply Chain, Production and Planning.
- Best Practices advocate and Business Process Engineering advisor
- Consult across various modules - GL, AR, AP, Cash and Bank, Fixed Assets, Procurement, Product Management, Inventory Management, Sales and marketing, Production control, Master Planning, Project Accounting, Warehouse Management, Transport Management

Senior Consultant

Apr 2012 - Jul 2014 (2 years 4 months)

❖ UXC Limited – Delivery Award

- Dynamics AX Implementation Consultant. Supply Chain Lead
- Implemented AX 2012 in greenfield site spanning Industrial equipment, electrical harnessing, project manufacturing and roofing manufacturers.

Dynamics AX Consultant

Aug 2010 - Mar 2012 (1 year 8 months)

❖ UXC Eclipse – Shine Award

- Implemented AX for mining contracting client along with Enterprise Asset Management
- Implemented a completely integrated solution with Retail POS and Warehousing system interfacing continuously with AX for a Retail client.
- Implemented AX supply chain management modules for leading Food and food products company.
- Lead discovery and estimation for Sales distribution system for the same customer
- Provide consulting and support to a host of Eclipse's customers.



Sundaram Infotech Solutions Limited - Senior Functional Consultant

Nov 2006 - Jul 2010 (3 years 9 months)

- Solution Architect with 3 full life cycle Dynamics Ax implementation projects experience. Industries included Industrial equipment manufacture and distribution and Hybrid seeds.

- Designed service management for marine industry.
- Worked on service orders module for home grown Automotive distribution solution.



Assistant manager

UCAL Ltd.

Apr 2005 - Nov 2006 (1 year 8 months)

- Production Manager - Machine Shop HOD reporting to Plant manager
- Undertook/Oversaw several improvement projects linked to Autonomous maintenance, Tool availability, Quality issues and capability improvement
- With a team of supervisors and engineers lead around 70 employees to ensure daily production targets including dealing with Union issues

Education



APICS Northern Colorado

Certified in Production and Inventory Management, Operations Management



Bharathidasan Institute of Management Tiruchirappalli

MBA, Operations, Finance - 2003 - 2005



Sri Venkateswara College of Engineering

B.E, Mechanical Engineering - 1998 - 2002

R.S.K. Higher Secondary School

High School, Science and Math

1984 - 1996

Licenses & Certifications



System Integration Solution Architect – Accenture



Microsoft Dynamics 365: Finance and Operation Apps Solution Architect Expert



Microsoft Certified: Azure AI Fundamentals



Microsoft Certified: Power Platform Fundamentals



Microsoft Dynamics 365 Supply Chain Management Functional Consultant Associate



Microsoft Certified: Dynamics 365 Finance Functional Consultant Associate



MB-300 Microsoft Dynamics 365: Core Finance and Operations

Skills

Deal Shaping | Presales | Solution estimation and Staffing plan | Leadership | People Management | Functional Consulting | End-to-End Project Management | Resource Scheduling | Solution Architecture | Lead consultant | Microsoft Dynamics 365 Project Operations | Microsoft Dynamics 365 SCM | Microsoft Dynamics 365 Finance | Production Management | Material Requirements Planning (MRP)| Artificial Intelligence