

SUSANTA SHOME

[Bachelor of Engineering- ECE in 2005, Pursuing Doctor of Business Administration]

| CTO/CTIO | CEO | Software Co. Lead | Sales & Mktg. | RF (5G NR, LTE, WIMAX, 3G, 2G) | Transmission (IP,TDM,Fiber) | ISP | O&M (Act. & pas.) | Roll-out (incl. Tower) | Project Mgmt. | Business Plan | RFP/Procurement | NW Swap | NOC | Data Center | Educator |
Mobile/whatsapp: +91-8787313006 | E-mail: susantashome@gmail.com

Linkedin : <https://www.linkedin.com/in/susanta-shome-10556237>. Website- www.susantashome.com

PROFESSIONAL SYNOPSIS

- ❖ A **Telecom professional** by heart turned **IT, Telecom and Education Entrepreneur** with vast experience in Green field, swap as well as rapidly growing network who is specialized in RF, Transmission, Roll-out, O&M, Core planning, CAPEX/OPEX/Business-Plan preparation/implementation, RFP preparation/negotiation etc.; worked in 5G NR, LTE, WCDMA, GSM, WIMAX, P2P/P2MP, WIFI etc Technologies; knows efficient HR planning and mgmt., Vendor mgmt; received '*Idea Excellence Award*' in 3 consecutive quarters; Worked with equipment vendors like HUAWEI, ZTE, ERICSSON, MOTOROLA, NORTEL and NOKIA; have total experience of **20+ yrs.**
- ❖ **Have Practical Experience of:**
 - ✓ Working in 5 countries; CTO of 2 countries simultaneously. In **CTO/CEO** position for **12+ yrs.**
 - ✓ Handling teams of more than 100 people and a centralized NW quality center and NOC for 3 countries.
 - ✓ RFP/BoQ preparation/negotiation (end to end NW).
 - ✓ 'CAPEX/OPEX Plg. & control for 4 countries.
 - ✓ Effective end to end Business Plan preparation (CAPEX, OPEX, Revenue, P&L, Cash Flow etc).
 - ✓ RF Planning and Optimization (LTE,WCDMA,GSM,WIMAX), Core Planning (CS,PS).
 - ✓ Transmission Planning/implementation/optimization (TDM, Ethernet, Fiber).
 - ✓ Implementing Fresh NW (LTE,3G,2G,WIMAX,ISP using P2P/P2MP/WIFI); **NW of 1,000 sites in 7 states of India in 10 months**; 130 sites in Burundi.
 - ✓ Working in rapidly growing NW (**1,500 sites to 5,800** sites in 2 years).
 - ✓ Smooth Network Swap (Core, RAN, IT, IN/Billing, VAS etc).
 - ✓ Active/passive O&M with high uptime; maintaining lowest possible OPEX.
 - ✓ Rollout (Active and Passive incl. Tower) from BoQ/RFP to On-Air. Effective Vendor management.
 - ✓ Managing RF, TX, O&M, Roll-out, MSC, IT, BILLING, VAS etc. projects and day to day works.
 - ✓ Roaming and MFS project management.
 - ✓ Efficient HR planning, restructuring and implementation.
 - ✓ Implementing world Class data center in Burundi.
 - ✓ Compact RAN and VSAT.
 - ✓ Preparing Techno-commercial solution for various services, Due diligence, Various Procurements.
 - ✓ Leading Software and Edu-tech company end to end.
 - ✓ Social Media Marketing and SEO.

AWARDS/ACCOLADES

- Letter of Appreciation from Tripura University for creating employment in the state.
- Letter of Appreciation for doing excellent work in Smart Mobile, Sierra Leone.
- Got 'Idea Excellence award' for '*RF Planning and good Quality*' from Idea Cellular Ltd.
- Got 'Idea Excellence award' for '*RF Planning and opt. with high pace of roll-out*' from Idea Cellular Ltd.
- Got 'Idea Excellence award' for '*100% compliance of EMR in 7 states within short time limit*' from ICL.
- Got 'Excellence Certificate' for '*OPEX saving*' from Idea Cellular Ltd.

ORGANIZATIONAL EXPERIENCE

6. In (A) Executive Chairman and CEO of Shomish Edtech Pvt. Ltd. since July 2021 to Till Date.
(B) Founder of Knowlezz Glotech Pvt. Ltd. since Aug 2020 to Till Date.
5. In Insyssky Softtech Pvt. Ltd. as Executive Chairman and CEO since Dec 2017 to Jul 2020.
4. In Smart (Burundi, Tanzania, Uganda and Sierra Leone) since Jul-2013 to June-2017 as 'Chief Technical Officer' and since Apr-2011 to Jul-2013 as 'Manager-RF/TX/Project/O&M' (**6 yrs. 2 mos.**).
3. In 'Idea Cellular Ltd.' since Sep'07 to Apr'11 as 'Team Lead/Asst. Manager -NW Plg. & Opt.' (3 yrs. 8 mos.).
2. In 'Bonsai Wireless', as 'RF Consultant' since Mar-2007 to Sep-2007, in Reliance-Motorola Project, India.
1. In 'IWS Pvt. Ltd.', as an 'RF Engineer' since May-2005 to Mar-2007 in BSNL-Nortel project, India.

6. A. SHOMISH EDTECH PVT. LTD.

EXECUTIVE CHAIRMAN AND CEO

[JULY 2021 TO TILL NOW]

- Using Shomish, students will be able to prepare for state-level and central-level Govt. job Exams in their preferred language along with hard-copy notes, Classes and Mock-tests will be started. **Won 2 All-India competitions, 2 awards, 1 Global certificate in 2022. It is now Tripura's No. 1 Govt. Job Prep. App.**

B. KNOWLEZZ GLOTECH PVT. LTD.

FOUNDER

[AUG 2020 TO TILL DATE]

- Knowlezz works on different types of services like **Fiber Roll-out, 5G Roll-out, Software Development, Mobile App Development, Website design** etc.

5. INSYSKY SOFTTECH PVT. LTD.

EXECUTIVE CHAIRMAN AND CEO

[DEC 2017 TO

JULY 2020]

- Led several projects like, Software development support for **Telecom Billing Software**, School Management System, Tea Factory Management System, Cocoa Factory Management system, Online Flat booking system, Stock and Distribution system, Uber clone (Online Cab booking), Online Food delivery system, e-commerce system, **Fiber optic roll-out**, Hardware delivery and installation, LAN network implementation, **Telecom IBS installation** and many websites design.

- Led Sales and Marketing, HR, Finance etc.

Note: During this period, I did **due-diligence** of **2 Telecom operators** (end to end **Technical part**) as a consultant.

4. SMART (BURUNDI, TANZANIA, UGANDA AND SIERRA LEONE)

CHIEF TECHNICAL OFFICER-CONSULTANT, TANZANIA.

[MAY 2017 TO JUN 2017]

- Found and rectified the loopholes in the processes of IT, ISP, IN, Billing, RF, TX, O&M, NOC, Core, BSS etc.
- Led the LTE RF and Microwave Transmission Optimization, BSS issues' solution, OPEX saving projects.

CHIEF TECHNICAL OFFICER, SIERRA LEONE.

[DEC 2015 TO APR 2017]

- Reduced Technical Direct and Indirect Cost substantially within 6 months (36% to 70% in different OPEXs).
- Decreased Admin. and commercial power OPEX by 65%.
- Managed to decrease Internet Bandwidth cost by 70%.
- Restructured the Tech. HR, created multi-tasking and knowledge sharing environment (45% cost reduction).
- Increased grid connected sites (from 15% to 80% sites).
- Increased the NW availability from 98.15% to 99.93% by taking action on Tx. and power.
- Designed Network in phases and prepared/raised RFP for end to end Network (IN/Billing, VAS, Power, Civil, CS/PS Core, Transmission, Radio, IT, P2P/P2MP, Compact RAN etc).
- Prepared Business Plans with different models and presented to CEO/Board.
- Complete in-house physical and parametric NW optimization which helped to increase the Traffic and revenue.
- Actively participated to get International Gateway liberalized and Implemented with VSAT redundancy.
- KYC system, Warehouse, HR, Finance, Call Center etc software implementation.
- Design and implementation of standard processes.
- Designed, convinced board with business plan and implemented P2P/P2MP Network.
- Upgraded the IP Core (MPBN) Network.
- Implemented many DID connections using SIP over public internet and direct connection.
- CS/PS core and IN/Billing upgrade to match the demand.
- Planned and implemented effective NOC processes.
- Actively Participated in procurement team to ensure best price and quality for NW operation.

CHIEF TECHNICAL OFFICER, BURUNDI/TANZANIA.

[JUL 2013 TO DEC 2015]

- Achieved 2nd position in the market from 6th position within 2.5 years period in Burundi.
- LTE, P2P/P2MP roll-out of Tanzania.
- Worked as Acting RF/TX/O&M Manager throughout the tenure. Planning and optimization of LTE/WCDMA/GSM.
- Swapped Network (Core, BSS, IT, IN/Billing, VAS etc.).
- Rolled out 3G, WIMAX and P2P Network from the scratch.
- Broken the stereotype of industry in Burundi and shared 36 sites from 3 operators in very low cost.
- Compact RAN and VSAT implementation.
- IP core implementation and upgrade. IP transit Bandwidth increased from 20 Mbps to 180 Mbps.
- Centralized NOC implementation for 3 countries.
- Constructed world class Data Center and dismantled old data center after smooth swap activity.
- Managing projects and daily works related to RF, TX, O&M, MSC, IT, IN, BILLING, VAS etc.
- Roaming and MFS implementation.
- 3rd party integrations.
- BOQ preparation, negotiation, CAPEX/OPEX Planning and control of 3 countries.
- Active involvement in procurement.
- International carrier from 1 to 5.
- Led MPLS Network project between 3 countries.
- Run the NW at very low OPEX (complete in-house) with availability of 99.94%.
- 100% registration of subscribers using in-house developed software in very short time.
- Hired fresher/trainees in all units and trained.

MANAGER (RF, TX, O&M, ROLL-OUT), BURUNDI/UGANDA.

[APR 2011 TO JUL 2013]

- RF Planning/Opti., Transmission Planning/implementation/optimization of Burundi, Uganda and Tanzania.
- Complete in-house active & passive O&M (99.94% NW availability); achieved and maintained ultra-low OPEX.
- Roll-out Planning and Execution.
- BOQ preparation, budgetary work, meeting with other operators, vendors control, negotiation etc.
- Complete RF and Transmission Planning of Uganda first phase roll out.

3. IDEA CELLULAR LIMITED

[SEP 2007 TO APR 2011]

TEAM LEAD/ASST. MANAGER-RF PLANNING AND OPTIMIZATION (ASSAM AND NE)

- Network planning with more than 95% sharing. Rolled out 1,000 sites in 7 states in 10 months.
- Covered 10% and 50% DHQ towns on time as per the TEC criteria; Tested successfully and got certificates.
- Did EMR testing/clearance on time and collected certificates (got award).
- Maintained optimization pace with high rate of roll-out (got award).
- Maintained KPI up to the mark (got award).
- Participation in Budget Plan.

ASST. MANAGER-NETWORK PLANNING AND OPTIMIZATION (MP AND CG)

- Increased Network from 300 to 1,500 sites in my service area and from 1,500 to 5,800 in the circle.
- RF and Transmission plan – Capacity and coverage Site planning/survey.
- Cell Parameter Planning & Optimization
- Monitoring and Analysis of Statistical Reports (KPI) to maintain the network QoS benchmark
- Drive tests, post analysis and remedial actions to improve the network.
- Installation, Operation & Maintenance of IBS/Repeaters at poor coverage areas.
- Analysis and handling of trouble tickets received from Customer Care.
- Regular competitor coverage/quality analysis and its database maintenance.

2. BONSAIWIRELESS (RF CONSULTANT)

[MAR 2007 TO SEP 2007]

- Physical and parametric Optimization and Acceptance Test of many towns of Jharkhand state, India.

1. IWS PVT. LTD. (RF ENGINEER- DRIVE TEST AND OPTIMIZATION)

[MAY 2005 TO MAR 2007]

- Single site and cluster optimization all over Kerala State, India.
