

SUSANTA SHOME

| CTO/CTIO | CEO | Software Co. Lead | Digital Mktg. | RF (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 |

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PROFESSIONAL SYNOPSIS

- ❖ A **Telecom professional** turned **IT 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 LTE, WCDMA, GSM, WIMAX, P2P/P2MP, WIFI etc Technologies; knows efficient HR planning and management, Vendor management; received '*Idea Excellence Award*' in 3 consecutive quarters; Worked with equipment vendors like HUAWEI, ZTE, ERICSSON, MOTOROLA, NORTEL and NOKIA; have total experience of about 17 yrs. I have 5 years of experience in the field of Education.
- ❖ **Have Practical Experience of:**
 - ✓ Working in 5 countries; CTO of 2 countries simultaneously. In CTO/Executive Chairman position for 8 yrs.
 - ✓ Handling teams of more than 100 people. 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.
 - ✓ Compact RAN and VSAT.
 - ✓ Preparing Techno-commercial solution for various services, Due diligence, Various Procurement.
 - ✓ Leading Software Company end to end.
 - ✓ Social Media Marketing and SEO.

AWARDS

- 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 Nov 2020 to Till Date.
(b) Founder of Knowlezz Glotech Pvt. Ltd. since Aug 2020 to Till Date.
(c) Founder of KK Institution since Jun 2017 to Till Date.
5. In Insyssky Softtech Pvt. Ltd. as Executive Chairman 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. C. SHOMISH EDTECH PVT. LTD.

EXECUTIVE CHAIRMAN AND CEO

- 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.

B. KNOWLEZZ GLOTECH PVT. LTD.

FOUNDER

[AUG 2020 TO TILL DATE]

- Knowlezz works on different types of services like Education, Software Development, Mobile App Development, Website design etc.

C. KK INSTITUTION

[JUN 2017 TO TILL DATE]

FOUNDER

- KK provides coaching for Government Competition Exam preparation for the state of Tripura.

5. INSYSKY SOFTTECH PVT. LTD.

EXECUTIVE CHAIRMAN

[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.

- Updating HR Policies including leave, holidays, contracts etc.
- Starting the usage of new technologies like Node JS, Angular and Android/ios (Kotlin) etc.
- Starting new businesses like Telecom and Hardware sales.
- Finance Management.
- Sales and Marketing Management.
- Started 6 new sales branches.

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.
- Solved very long pending BSS issues.
- Planned and implemented the faulty Hardware swap project.
- Analyzed and gave suggestions for OPEX saving.

CHIEF TECHNICAL OFFICER, SIERRA LEONE.

[DEC 2015 TO APR 2017]

- 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.
- Reduced Technical Direct and Indirect Cost substantially within 6 months (36% to 70% in different OPEXs).
- 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.
- 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.
- KYC system, Warehouse, HR, Finance, Call Center etc software implementation.
- Design and implementation of standard processes.
- Decreased Admin. and commercial power OPEX by 65%.
- Managed to decrease Internet Bandwidth cost by 70%.
- 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.
- Restructured the Tech. HR, created multi-tasking and knowledge sharing environment (45% cost reduction).

CHIEF TECHNICAL OFFICER, BURUNDI/TANZANIA.

[JUL 2013 TO DEC 2015]

- 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.
- Achieved 2nd position in the market from 6th position within 2.5 years period.

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. BONSAI WIRELESS (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.

TRAININGS/CERTIFICATIONS

- Certificate of Completion: SQL Fundamentals
- CFOT® certification from Fiber Optic Association Inc.
- 3 days training at Ericsson for 'OSS' (Certification).
- Attended Huawei trainings-'CS/PS Core, BSS, TX, RF, Power system etc'
- 3 days training at Ericsson for 'GSM SYSTEM SURVEY' (Certification).
- 5 days training at Ericsson for 'Cell planning principle' (Certification).
- 5 days training at Ericsson for 'Radio Network Tuning' (Certification).
- 2 days training at Ericsson for 'WCDMA System Overview' (Certification).
- 5 months of Industrial Training at Royal TeleNet Pvt. Ltd., New Delhi (**Practical Experience**).
- Certificate of completion: Computer Networking
- Attended ZTE trainings for 'CvBS, VAS, MFS etc'

PERSONAL DETAILS

- Date of Birth: -23rd April 1983.
- Nationality: -Indian.
- Education: -BE (ECE); [1st Div.-Distinction in 10th, 12th & BE]
- References: 1. Bhupendra Bhandari (Former CEO, Smart, SL/BU); Email: bhupendra.bhandari@hotmail.com
2. Akbar Ladak (Present CEO, Smart, Burundi); Email: ladak.akbar@gmail.com
3. Anurag Tandon (Former COO, Smart, Tanzania).
4. Abdellatif Bouziani (Former Group CEO, Smart East Africa).
- Sex: -Male.
- Marital Status: - Married.
- Languages: - English, Bengali, Hindi

[More details can be provided if needed]