

01:02:03

Request control



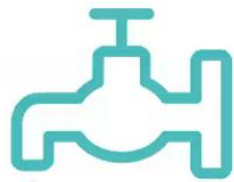
Leave

### Use Cases

#### Connected Car



- Value Added Services for Customer
- Data Sales to 3rd parties
- Increase safety, comfort & efficiency for Drivers
- Cost savings for OEM and supplier
- Product Improvement
- Customer Relationship Management



#### Water as a Service

- Sensor data from filter:
- Sediment
  - Carbon Filter life
  - RO, Membrane life
  - Water Flow
  - Solenoid Valve
  - Temperature
  - Pressure
  - TDS
  - pH
  - Water Level
  - Filter Status
  - Voltage

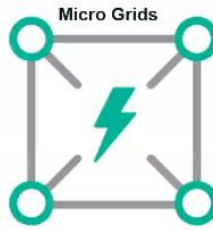


#### Tyre as a Service

- Temperature
- Pressure
- Battery Life
- Acceleration
- GPS
- Position of Tyre
- Wear & Tear



#### Predictive Maintenance



#### Micro Grids

Sankhe, Vikrant (GP O&G GO FC IN)

### Participants

Type a name

Presenters (4)

Mute all

- SB Swati Bairagi Organizer
  - KM Kshamta Mathur (MPSTME)
  - MS Manoj Sankhe
  - VS Sankhe, Vikrant (GP O&G GO FC ...)  
Outside your organization
- Attendees (216)
- AK AAKARSH KUMAR - 704310...
  - AT AARUSHI TWARI - 7006101...
  - AS AAYUSH SANGHVIV2 - 70331...
  - AM ABHINAV MISHRA3 - 70061...

+211 KT SP PZ SC

TANMAY SHANDILYA ... Manoj Sankhe Sankhe, Vikrant (GP O&G ...

48:23

Request control



Leave

## Digitalization – key innovation fields in the digital age

### Digitalization Innovation Fields



-  Data analytics
-  Artificial Intelligence
-  Simulation tools
-  Digital Twin
-  IoT, Cloud & platform technology
-  Secure connectivity
-  Security

What are these ?

0 1 0 0 1 0 1 0 1 0 1 0 1

0 1 0 1 0 1 0 1





Sankhe, Vikrant (GP O&G GO FC IN)

### Participants


Type a name

Presenters (4)

Mute all

-  Swati Bairagi  
Organizer
-  Kshamta Mathur (MPSTME)
-  Manoj Sankhe
-  Sankhe, Vikrant (GP O&G GO FC ...)  
Outside your organization

Attendees (210)

-  AAKARSH KUMAR - 704310...
-  AARUSHI TWARI - 7006101...
-  AAYUSH SANGHVIV2 - 70331...
-  ABHINAV MISHRA3 - 70061...

+205

SP

NP



PZ

SC



TANMAY SHANDILYA ...

MS

Manoj Sankhe



Sankhe, Vikrant (GP O&G ...)



## Contact

[www.linkedin.com/in/vikrantsankhe](http://www.linkedin.com/in/vikrantsankhe)  
(LinkedIn)

## Top Skills

Management  
Business Development  
Project Management

## Certifications

C-suite Relationship  
Business Excellence  
Selling IoT - Level 1 Program  
Internet of Things - Technical  
Bootcamp  
IBM certified Sales Professional

## Honors-Awards

IoT Thought Leader  
Manager's Choice Award  
IBMer Appreciation Program  
Manager's Choice Award  
Fellow of The Institution of  
Engineering & Technology, UK

## Publications

'Introduction of IoT' to engineering  
students.  
'Evolution of Internet of Things'  
'SCADA in Power Industry'  
'Sub Station Automation System -  
Trends'  
'Demystifying Big Data and Role of  
Analytics'

# Vikrant Sankhe (CEng, Fellow IET)

Thought Leader | Energy Professional | Technology & Business  
Executive | Key Account Management, Marketing & Strategy |  
Evangelist - Digitalization, Analytics, IoT | Mentor  
Mumbai

## Summary

Vikrant Sankhe, Marketing & Strategy Head, Siemens Limited, is a multifaceted leader with over 22 years of Energy Industry experience in Automation, M2M / IoT, Analytics AND Digitalization. He has had diverse roles across the value chain including Engineering, Consulting, Project Management, Sales, Business Development and Business Management. At Siemens, he is responsible for strategy and advises strategic customers in Oil & Gas segment, on their journey from Electrification, Automation towards Digitalization. In his previous stints, he was associated with Tata Power, ABB and IBM.

Vikrant is a Post Graduate in Business Management from Mumbai and successfully completed Executive Management from Singapore Management University. He has completed Under Graduation and Graduation in Electronics Engineering from V.J.T.I., Mumbai and Pune University, respectively. He is also a qualified Chartered Engineer from Engineering Council of UK, becoming the first youngest Chartered Engineer from India. He has achieved Fellowship of The Institution of Engineering and Technology (IET), UK, (one of 100 globally and only from India to achieve Fellowship at the age below 40 Years) and is a member of the IoT India Panel.

An active speaker at industry conferences and author of many papers in national and international conferences, Vikrant has been recognized as 'IoT Thought Leader' by IoT India Congress. Vikrant is also on Industry Advisory Committee of various engineering colleges, and mentoring various IoT Startups.

---

## Experience

Siemens

3 years 10 months

Head - Marketing & Strategy (Oil & Gas)

July 2018 - Present (2 years 3 months)

Mumbai, Maharashtra, India

Responsible for strategy and driving growth w.r.t. Oil & Gas Market for Siemens in India, with focus on Digitalization.

General Manager - Key Account Management

December 2016 - July 2018 (1 year 8 months)

Mumbai Area, India

Advising Strategic Accounts on their journey from Electrification to Automation, towards Digitalization.

IBM

6 years 3 months

Country Manager - Analytics & IoT

March 2014 - December 2016 (2 years 10 months)

Mumbai Area, India

Led Analytics and IoT Portfolio for Energy & Utilities, Manufacturing and Telecom domains.

Dy. General Manager, Industry Software Solutions - Energy & Utilities and Telecom

October 2010 - March 2014 (3 years 6 months)

Mumbai Area, India

Handled Industry Software Solutions - Technical Sales in Energy & Utilities and Telecom Sector for India and South Asia Region.

Siemens

Head - Sales & Execution, Oil & Gas Solutions

December 2006 - October 2010 (3 years 11 months)

Mumbai Area, India

Was heading Sales w.r.t. Electrical, Automation and Telecom solutions for Oil & Gas Industry for India and South Asia Region. Additionally responsible for Project Execution of Power SCADA & Telecom Projects.

ABB

Manager - Project Management

December 2004 - December 2006 (2 years 1 month)

Mumbai Area, India

Responsible for Project Management of Power SCADA and Distribution Automation Projects for Electrical Utilities

TATA Power

Senior Officer

February 1999 - December 2004 (5 years 11 months)

Mumbai Area, India

Responsible for Conceptual Engineering, Tendering, Procurement and Project Management w.r.t. Automation & Telecom Systems.

---

## Education

Singapore Management University

Executive Management, Business & Industry Insight · (2012)

The Institution of Engineering and Technology

Fellow (FIET), Engineering Technology, General

The Institution of Engineering and Technology

Chartered Engineer (CEng) · (2010)

KC College

PGDBM, Business Management · (2003)

University of Pune

BE, Electronics · (1998)

08/09/2020

To,

Dr. Alka Mahajan  
Dean, MPSTME  
NMIMS Mumbai

**Subject: Proposed budget for organizing series of expert talks in odd semester of AY 2020-21.**

Respected Madam,  
The Electronics and Telecommunication Engineering department is planning to organize following series of expert talks on various topics delivered by industry experts. This would benefit the students in gaining knowledge of latest technologies, which they can implement in research projects.


Date (Tentative)	Speaker	Topic
10-09-2020	Expert Session by Mr. Vikrant Sankhe, Head - Marketing and Strategy, Siemens India Ltd	Digitalization in Industry
17-09-2020	Expert Session by Mr. Saurabh Shrivastava, Vice president, Reliance Jio	5G Networks
24-09-2020	Expert Session by Mr. Vishram Bapat, Director, Databyte Services and Systems	Electronic Warfare/Information Warfare

Third year and fourth year students of B. Tech., MBA Tech and B. Tech. Integrated Electronics and Telecommunication Engineering) shall be benefitted from this series of expert talks.

The tentative budget for the said programme is Rs 9,000/- (Honorarium of the speakers – 3000/- per speaker X 3)

Requesting you to kindly approve the same.

Thanking you,  
Yours faithfully,

  
Dr. Muroj Sankhe  
Professor and Head Electronics and Telecommunication Department  
SVKM's NMIMS, MPSTME, Mumbai

  
8.9.