

Dr. Raj Alluri

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Academic Qualifications

Ph.D. (Management Information Systems) - Univ. of Calgary (Canada) (1999)
First Class MBA (Marketing Major) Andhra University (India) - (1988)
First Class M.Tech. Andhra University (India) - (1980) Chemical Engg.
First Class B.Tech. Andhra University (India) - (1977) Chemical Engg.

Work Experience

Biosphere Capital

Sr. Advisor, Energy & Climate Change (From Feb 2010 onwards)

Alpha Green Energy < www.alphagreenenergy.com > (Jan 2009 to Feb 2010)

Chief Operating Officer - GreenTech, CleanTech, and Green IT

Alpha Auctus <www.alphaauctus.com> (Dec 2008 to Feb 2010)

Chief Operating Officer - Climate Change Solutions and Sustainability Consulting

Systonomy <www.systonomy.com> (Dec 2004 to Dec 2008)

Sr. Consultant - Climate Change Mitigation, Clean Technologies, CDM, Carbon Management, and Technology Benchmarking

Energy Efficiency and Energy Productivity

Process, Quality, and Business Excellence Consulting for the Oil & Gas Industry

Clean Technologies and Carbon Management

DOE (Design for Operational Excellence)

VisualSoft Technologies <www.visualsoft-tech.com> (Nov 2002 to Dec 2004)

Sr. Vice President - Operations, Technology, Process, and Strategy
Petroleum, Process, and Chemical Industry Practice

Tata Consultancy Services <www.tcs.com> (Mar 1999 - Nov 2002)

Head of Energy and Process Industry Practice

Head of e-business and Knowledge Management Services

Knowledge Management Consulting Services
Intellectual Capital Management in TCS
e-business and digital/Internet strategy consulting
Web-based CRM Solutions
Web-based EDI Solutions
Web-based ERP Solutions
Distributed Learning Solutions

IBM Global Services India Ltd. (Jul 1996 - Feb 1999)

Program Manager - Oil & Gas and Chemical Industry Consulting

Group Manager - e-business and Knowledge/eLearning Services

e-Business/e-Commerce Consulting Services (July 97 - Feb 99)

Internet/Digital Strategy Consulting Services (Jul 96 - Jul 97)

Knowledge Management Consulting in India and ASEAN (Jan 98 -Feb 99)

Intellectual Capital Management in IBM (Jan 98 - Feb 99)

*Distributed Learning and Performance Competency Management
Consulting Project at Singapore and Sydney
(Jul 98 - Dec 98)*

MINDWARE (Oct 1995 - Jul 1996)

Head of Internet Business Division

Set up Internet and Web Server at San Jose, CA, U.S.A.
(Nov-Dec 95)

Internet and Web Consulting Services for Sembawang Media, Singapore
(Jan-Feb 96)

Internet and Web Consulting Services for Siam Bank, Thailand
(Jan 96)

Web Consulting and Web Multimedia Services
Intranet Consulting Services

Internet Strategy and Web Marketing Consulting Services

Virtual Art Gallery on the Internet for Art from India

University of Calgary (Canada) (Aug 1993 - Jul 1995)

(On study leave from Indian Oil Corporation Ltd.)

Doctoral Student

Electronic Library for the Faculty of Management
On-line research paper archive at the Faculty of Management
University of Lethbridge - Distance Education with the Internet
(Feasibility Study)

Pan-Canadian Petroleum - Data Integration Study

Petro-Canada - Data Integration and Networking

Tourism Promotion with the Net - Calgary, Banff, Kananaskis Country

Canadian Petroleum Internet Consortium - Data Management

Canadian Society of Petroleum Geologists - Data Analysis

Group Decision Support Systems - Study and Analysis

Electronic Group Conferencing - Experimental Studies

End User Computing - Issues and Critique
End User Sophistication - Model Development
Internet for Competitive Advantage - Study, and Model
Development
Academic Collaboration and Meetings using the Internet
- Study, Models, and Experiments
Use of the Internet for Decision-Making - Study
Data Integration in the Oil & Gas Industry
International Conference on Information Systems,
Vancouver - Web Site Development

Indian Oil Corporation Ltd. (May 1979 - Oct 1995)

Manager

Petroleum Marketing Information Systems
Sales Data Capture, Tracking and Reporting Systems
Software for LPG bottling and Marketing
Computerization of Sales office records, and reports
Performance Evaluation of Distributors
Program for Evaluation of Competitor Performance
Analysis of Petroleum Product Pricing
Project Proposal for New business ventures
Evaluation of Customer Service
Strategies for Conservation of Petroleum Products
Optimization of Tanker Scheduling

Communication Skills

TV Interviews on the Internet/WWW on *CNBC Asia*
Interviews on e-business and the Internet - *The Economic Times*
Radio-talks in India and Canada
Interview on a major Canadian TV Network
Honorary instructor for work-shops on Networking, and
Internet applications for Business in Calgary
Speaker at Oil Industry seminars at Canada
Represented the Indian Oil Industry at Petroleum
Exhibitions in Calgary
Conducted Seminars/Training programs /Workshops/
Customer Interaction programs of Indian Oil Corp.

Invited Speaker

FOSS.IN 2005 - India's premier Free and Open Source Conference, Bangalore
FOSS Enterprise Computing Platform - Enterprise IT Management
6th Annual European Six Sigma Summit, London, UK, 2005
Design for Operational Excellence - Breakthrough for IT &
Telecommunications Businesses
NATIONAL TECHNOLOGY DAY 2004 - Keynote Address at CPRI
Knowledge Management and the Learning Organization
BIG-2003, National Convention of the Computer Society of India, Vizag
Enterprise Information Portals - Enablers of Knowledge Management
Symposium 2003, Hyderabad
Tackling Parkinson's and Murphy's Laws in Project Management with
Critical Chain Scheduling and Buffer Management

Entrapped!! - How did my project get stuck?
Build a Strong Foundation using the Discovery Process for your Project's Success
The Strategic role of the Program Manager

INFORMATICA 2003 - National Conference on Knowledge Management, Hyderabad
Communities of Practice - The key to Intellectual Capital Management
Enterprise Information Portals - Enablers of KM

PETROTECH 2003, New Delhi
Supply Chain Management in the Petroleum Industry
21st Century Knowledge Strategies for the Oil and Gas Companies

CSI2002 - National Convention of the Computer Society of India, Bangalore
Portals for e-Business

International Symposium on Fuels and Lubricants, New Delhi 2002
Enterprise Portals provide Petrochemical and Refinery Decision Makers with a Digital Dashboard, not just Data

Supply Chain & Logistics Conclave, Bangalore 02
Exacting Customer Demands & Value Creation

Smart Petroleum Management Amsterdam 99
Transforming an O&G enterprise to an e-business

Corporate Portals Conference, Atlanta 99
Knowledge Management and Portals

E-Business World, Phoenix 99
E-Business Innovative Strategies

Internet World Canada 98 at Toronto
E-business and Internet

EDICON 98
Internet Banking

Workshop on EDI and Electronic Commerce at Calcutta 98
EDI over the Internet

NIIT Conference on Migrating to Intranets at Chennai 98
Electronic Commerce

IBM ACE Centers Vijayawada and Vizag 98
Business Transformation with the Internet

Indian Institute of Management, Calcutta - Shastrarth 98
Is IT Delivering the Goods in India?

Indian Merchants Chamber, Mumbai - Internet Summit 98
Workshop on Electronic Commerce
National Internet Policy

IBM Technical Interchange 97 at Raleigh, NC
Global Internet Business Strategies

Chemical Week Conference 97
IT in the Chemical Industry

Gateway 97 at Calcutta -
From traditional business to e-business
Multimedia Asset Management with Digital Library

Cybercity 97 at Bangalore
Intranets

IT INDIA 97/COMDEX
Intranets

Research Papers/Working Papers/Published Articles

Use of Information Technology for improving Credit Delivery 2006
Investment Coordination and Standardization in Electronic Markets 2005
An Information Processing Model of Information Systems Impact on Inter-organizational Coordination 2005
Who should own "IT"? Ownership and Incomplete Contracts in Inter-organizational Systems 2004
Membership and Incentives in Network Alliances 2004
Agent-Intermediated Electronic Markets in International Freight Transportation 2003
The Emergence of Functional Knowledge in Socio-technical Systems 2003
Building an IT Risk Management Competency 2003
How Top Performers match IT Portfolios and Organizational Practices 2002
Information Systems as Buzz 2002
CRM - A diffusion snapshot 2002
Knowing Why and How to Innovate with Packaged Business Software 2001
Emergent Online Communities: The Structuring of Communicative Practices over the Internet 2001
What drives Waves in Information Technology? 2001
IT discourse from the organizing vision perspective 2000
Whether, When and How to Innovate With Information Technology: What Do Empirical Studies Tell Us? 2000
IT Research and Analysis Services: Surveying their use and usefulness 2000
Operation Knowledge Base 1999
(<http://www.india-today.com/ctoday/16051999/mit.html>)
Data Vs Knowledge 1999
Are you setting up a Commercial Web site or a Virtual Community? 1998
Internet Business Models for International Markets 1997
Education and Training with the Internet 1997
Web-based EDI for Developing Countries 1997
Web Based Enterprise Management 1996
Enterprise Resource Integration in the Petroleum Industry 1994
Organizational transition and preparation for Globalization using the Internet 1994
The Indian Information Technology Highway 1995
Current Issues in Management Education in India 1993
Factors affecting End User Sophistication and refinement of a model of End User Sophistication 1994
Connecting to the Global Village 1994
Enterprise Integration with Internet 1994
Business Ventures with the Internet 1994

Outstanding Achievements

Member, International Association of Business Leaders
IBM India's Employee of the Month - April 1997
MINDWARE Innovation Award of the year - 1996
Indian Oil Outstanding Contribution Award - 1993
Honorary Consultant on Electronic Commerce to the Dept of Electronics
Submitted a statement of vision for the Indian Information Highway to The Indian Government.
Submitted an action plan on Resource and Data Integration of the Indian Petroleum Industry using Internet.