

August 24, 2023

To: USCIS Services

Dear Immigration Officer,

I am [REDACTED] a Customer Success Director [REDACTED]. In this role, I guide the customer's digital transformation initiative, aiming to enhance operational efficiencies and foster excellence in implementing Salesforce and related technologies for my esteemed clients. My responsibilities encompass cultivating collaborations with organizational leaders and chief executives to establish strategic partnerships. Salesforce, a customer relationship management (CRM) pioneer, revolutionized how companies manage their customer interactions, sales processes, and data analytics. Salesforce has been pivotal in shaping modern sales, marketing, and customer service practices. Its ecosystem of applications and integrations has fostered a dynamic marketplace, enabling businesses to tailor their CRM systems to their unique needs.

Before joining [REDACTED] I played a pivotal role in transforming GyanSys, an initially specialized boutique consulting firm, into a more expansive enterprise. The accomplishment of crucial projects I oversaw and carried out on behalf of clients fueled this transformation. An integral part of this accomplishment was my involvement in building GyanSys' talent pool from the ground up. Beyond my current responsibilities, I am also a speaker, author, and technology influencer.

I am writing this letter to endorse Mr. Kumaresh Tanthullu for his significant contributions in implementing Product Lifecycle Management (PLM) and Enterprise Resource Planning (ERP)-specific IT solutions to manage manufacturing deviations at Allison Transmission Inc. (ATI). During my tenure as the [REDACTED] employed via GyanSys from August 2012 to July 2013, I had comprehensive insight into all IT projects undertaken at ATI. I received accolades such as the Most Valuable Employee of the Year and Wall of Fame awards from GyanSys exclusively for delivering substantial IT value to ATI for nearly a decade. Among the numerous consultants I encountered, Mr. Kumaresh Tanthullu stood out due to his expertise in PLM, ERP consulting, and technical skills.

Allison Transmission Inc. holds a pioneering position in automatic transmissions and hybrid propulsion systems, catering to various applications, including commercial and military vehicles. The company's presence in the military sector, where their transmissions are integral to tanks, armored personnel carriers, and tactical trucks, is noteworthy.

In the realm of quality management IT initiatives, Mr. Tanthullu played a critical role in collaborating with engineering and other departments to implement PLM/ERP IT solutions for managing manufacturing deviations in purchased and fabricated parts at ATI. Mr. Tanthullu adeptly captured intricate system requirements and formulated functional and technical specifications for his technical team's development efforts. The integration of engineering documents into the quality system was a significant achievement, granting manufacturing engineers swift access to crucial drawing information and facilitating informed decisions regarding deviations.

Mr. Tanthullu's implemented solutions brought numerous benefits to ATI, which I could attest due to my deep involvement and continued presence and observation at ATI. He helped establish a systematic framework to efficiently manage and track manufacturing deviations, ensuring their prompt identification, documentation, and resolution. Consequently, production interruptions were minimized, and a centralized repository was created for documenting all manufacturing deviations, including issue details, root cause

analyses, corrective actions, and outcomes. This central hub promoted transparency, knowledge sharing, and regulatory compliance. The gathered data on manufacturing deviations facilitated the identification of trends and recurring issues and guided decisions to refine processes, elevate product quality, and prevent future deviations. This approach nurtured a culture of continuous improvement and established disciplined manufacturing deviation management, complete with a comprehensive audit trail documenting all steps. Moreover, this approach expedited the detection and resolution of manufacturing deviations, leading to reduced costs associated with rework, scrap, and production delays. Notably, this project significantly expedited engineering approval and execution, having a global impact across multiple ATI manufacturing units. This initiative simultaneously laid the foundation for similar IT-driven quality management solutions.

I hold a comprehensive perspective that substantiates Mr. Kumaresh Tanthullu's prowess in PLM solutions: as a fellow colleague within the company, as a client representative, and as a peer in the industry. His expertise unquestionably contributes substantial value. In the subsequent years, Mr. Tanthullu continued to orchestrate progressively intricate PLM solutions, further enhancing product development practices for manufacturing companies. His unique amalgamation of business process expertise and technological acumen positioned him to introduce innovative efficiencies to U.S. design and manufacturing firms. His recent PLM ventures, including the successful implementation at Sloan, have garnered recognition within the niche PLM landscape. Given his achievements and reputation, he remains an invaluable resource in the PLM technology field for the foreseeable future. Therefore, I wholeheartedly support the acknowledgment of Mr. Kumaresh Tanthullu as a person of extraordinary ability based on my conviction in this matter. His distinct skills and extensive experience contribute undeniable value to the interests and economy of the United States.

