

Prashant Prakash Deshpande

8 Om Trimurti Darshan, Near Subhash Dairy, Gandhinagar, Dombivli-East, Pin: 421201, India.

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Date of Birth: 15th September, 1980, **Citizenship:** Indian, **Visa Status:** I require visa sponsorship.

I qualify for the US O1-Extraordinary Ability Visa on 7/8 criteria where 3 are needed. The visa can be expedited in 2 weeks and can be perpetually extended and carries no time nor quota limits.

Educational history:

1. MIT MicroMasters at J-PAL in Data, Economics and Development Policy (DEDP), Sept, 2022 – Dec, 2023 (Part Time)
 - Audit Track
2. Private Equity Masterclass, Wall Street Prep, May, 2022-Feb, 2023 (Part Time)
 - Trains incoming associates at 4/5 of the top private equity firms
3. Big Data Certificate, University of California, San Diego, Dec, 2023 (Part Time)
4. Complexity Science, The Santa Fe Institute, April, 2021-Till Date (Part Time)
 - 2 tuition scholarships
5. Master of Technology in Modeling and Simulation (Year 1), University of Pune, '2014-'2015
 - 4.0/4.0 GPA
 - Ranked No 1 in the engineering mathematics national level test
6. PhD 1st Year in Strategy, University of Texas at Dallas, August, 2012-August, 2013
7. Executive Programme in Economics, IIM Calcutta, May, 2011-April, 2012 (Part Time)
 - A consistent Top 10 Business Economics department in FT Rankings
8. Postgraduate Programme in Business Analytics, Continuing Education Programme, IIT Bombay, June, 2010-March, 2011 (Part Time)
 - Ranked No 1 in my class
9. Postgraduate Diploma in Business Management majoring in Marketing, Chetana's Institute of Management and Research, Mumbai, June, 2005
 - 3.7 GPA
10. Bachelor of Engineering in Mechanical Engineering, University of Mumbai, June 2002
 - 3.1 GPA

Research interests: Agent-based computer simulations, behavioral theory of the firm, the resource-based view in strategy, agency theory, transaction cost economics, game theory, and empirical methods.

Relevant statistics and probability modeling in the industry: Conjoint analysis, Peter van Westendorp modeling in pricing, customer satisfaction regression models, transportation network cost modeling, manufacturing systems modeling and R Shiny web app development.

Relevant coding experience: 5 years of R and SQL experience, have coded in Stata, exposure to the Linux environment and LaTeX, have worked on programs for scraping web data, have also programmed in C.

Competency in academic research:

1. Performing statistical analysis
2. Programming simulations of theoretical models
3. Proving theoretical results

Papers Accepted in Refereed Conference Proceedings

1. Deshpande P. 2021. "Middle Management Involvement, Incentives, and the Corporate Strategic Decision-Making Process", *Proceedings of the 63rd Annual Conference of the UK Operational Research Society*.
2. Deshpande P. 2022. "An Evolutionary Computation Method for Initial Step Length Selection to Improve Run Time of a Line Search Optimization Algorithm", *11th International Conference on Operations Research and Enterprise Systems, Abstracts Track, Methodologies and Technologies*.
3. Deshpande P. 2022. "Regime of Production, Market Efficiency, and Opportunity Identification for Entrepreneurship in the Presence of Consumer Demand", *Accepted at the 2022 CORS/INFORMS International Conference*.

Published Articles

1. Deshpande P. 2021. 'Digital Twins' Drawing Attention in Multiple Sectors, *Analytics Magazine*, <https://pubsonline.informs.org/doi/10.1287/LYTX.2021.06.13/full/>.
2. Deshpande P. 2021. Operations and Strategy Counsel Using Agent-based Simulation, *Analytics Magazine*, <https://pubsonline.informs.org/doi/10.1287/LYTX.2022.02.08/full/>

Journal Manuscripts

1. Deshpande P. 2022. "The Theory of Organizational Decision-Making Under Uncertainty". To be submitted to the Fast Track at Management Science.
2. Deshpande P. 2022. "Changing Environment, Firm Size, and Innovation". To be submitted to Strategy Science.
3. Deshpande P. 2022. "Multi-Leader Multi-Follower Game, Challenger Firms, and Leadership Change". To be submitted to Strategy Science.

I am a participant at the NYU Stern SoFiE Seminar Series.

As part of independent research in econometrics, I am working on the identification strategy for pricing of complementary goods.

I am also a community member at MESA.

Professional Memberships

Graduate Statistician at the Royal Statistical Society, UK: Membership No. 219894
I am an accredited Candidate Associate of The Operational Research Society, UK.

GMAT: 730 (96th percentile)

Aug 2011

I am a IBM Research May 2022 Challenge Winner:

<https://research.ibm.com/haifa/ponderthis/challenges/May2022.html>

SAS Certification: I am a SAS Certified Base Programmer.

Dec 2009

Industry Experience: 5 years of work experience in Operations Research. 2+ years as a Tech Founder. I am a full stack web app developer.

CrunchDAO

Sept, 2021-Till Date

Quantitative Researcher

I am one among 1400+ quantitative researchers and data scientists that work with the crowdsourced hedge fund that delivers to remove human bias in predicting the stock markets. I work on developing statistical learning models using functional analysis. The algorithm I am working on uses computer simulations and has the potential to be amongst the top 10 performing algorithms at the hedge fund.

Change Black

Sept, 2021-Till Date

Principal Managing Partner

I was one of the 2 finalists in the sales hackathon organized by M Accelerator. I was awarded the top 50 submission amongst 3000+ applicants at the KPMG Hackathon and selected for prototype production; I was also selected for prototype production at the ION and Citi Hackathons and was awarded for being among the top 6 percentile of submissions. All these are advanced analytics based apps that use statistical modeling. I have also made suggestions to Quest Technologies on an operations and strategy problem. I am also advising ORTEC on the Vehicle Routing Problem with the Time Windows constraint. This is an unsolved-hard problem and the revolutionary algorithm will be a source of serious competitive advantage to the client. I am also writing a Change Management manual for Kindle which is forthcoming in February, 2023. I was a board advisor for a fiber internet pioneer based out of California, Paxio. The client has been bought out by a PE; has a strong cashflow and I advised them on strategy and innovation on a multimillion dollar project. I am working on advising Mondelez on a strategy engagement and a corporate finance deal. The project involves a copyrighted strategy design that has the potential to deliver value that can pose existential problems for the competition. I am also working on advising Alix Partners on a data analytics challenge. This is an industry level problem and will deliver multi million dollars in value to the client. The work involves working with small data and will employ learning algorithms. I have worked on 2 multibillion dollar strategy problems that have been validated by research organizations.

Carbon Lamp

Sept, 2020-Till Date

Startup Founder

Carbon Lamp is an IP-led Strategy SaaS company. We intend to file a provisional patent in manufacturing and pricing with the USPTO in February 2023. We will copyright our path breaking design in January, 2023. I was selected by M Accelerator for their Founders Cohort Dec, 2021. I have graduated from the Summer 2022 Startup Cohort at Startup Leap where I also chaired a panel of founders. We launched in the media earlier in '2022:

<https://www.einpresswire.com/article/564873493/launch-of-stealth-mode-strategy-cleantech-startup-carbon-lamp?r=pa0SJ3HcO2rqG8ItNH>

<https://dailycompanynews.com/carbon-lamp-offers-improved-pricing-via-algorithmic-game-theoretic-price-setting/>

We will release the video MVP in January, 2023 and begin pitching for VC seed funding. This will be a unicorn with more than \$1B in revenues.

Raised funds to bootstrap my startup

Aug, 2019-Aug, 2020

Stratel Advisory Services, Co-Founder and Head of Analytics

Feb 2018 –July 2019

Stratel was a boutique advisory firm that embedded analytics in the firm's strategy. We developed an interactive graphical user interface driven software that helps the entire C-Suite to work on the same page. We were in stealth mode and in the process of prospecting and pitching to clients and investors. We had talks with a top tier strategy consulting firm to explore avenues for collaboration. We were in the pre-revenue phase. I worked @0.5 full time employee.

Strategy and Organization literature review work

Aug 2015 – Jan 2018

I received recommendation from my previous faculty at The University of Texas at Dallas for the strategy research manuscript.

IBM Daksh, Deputy Manager, Research & Analytics, Chennai

Apr, 2011-May, 2011

Deloitte Touche Tohmatsu, Senior Consultant, AERS, Hyderabad

Nov, 2010-Mar, 2011

Genpact, Consultant, Bangalore & Hyderabad

Dec, 2007-Oct, 2010

I was given an Exceeded Expectation rating in my first year. I mentored and worked on Standard Operating Procedures and white papers subsequently. I was asked to work with the optimization team where my work on a pilot project for a leading supply chain client received appreciation by the client POC.

DHL Express, Pricing Analyst, Mumbai

Aug, 2006-Sept, 2007

I was given the opportunity to work as a pricing analyst in collaboration with the finance department after my work on product and promotion at BBDO and Nielsen.

ACNielsen, Client Service Executive, Quantitative Research, Mumbai Jan, 2006-Aug, 2006

I was given a leadership position even as I single handedly managed the radio advertising currency the Indian Listenership Track.

Hansa Research BBDO, Management Trainee, Quantitative Research, Mumbai July, 2005-Jan, 2006

Salary was increased due to performance even while working as a management trainee at the media powerhouse.

Expected Salary: Rs. 26 Lacs - 38 Lacs CTC P.A.. I will take additional stock options just so that I can demonstrate value that I bring to my employer.