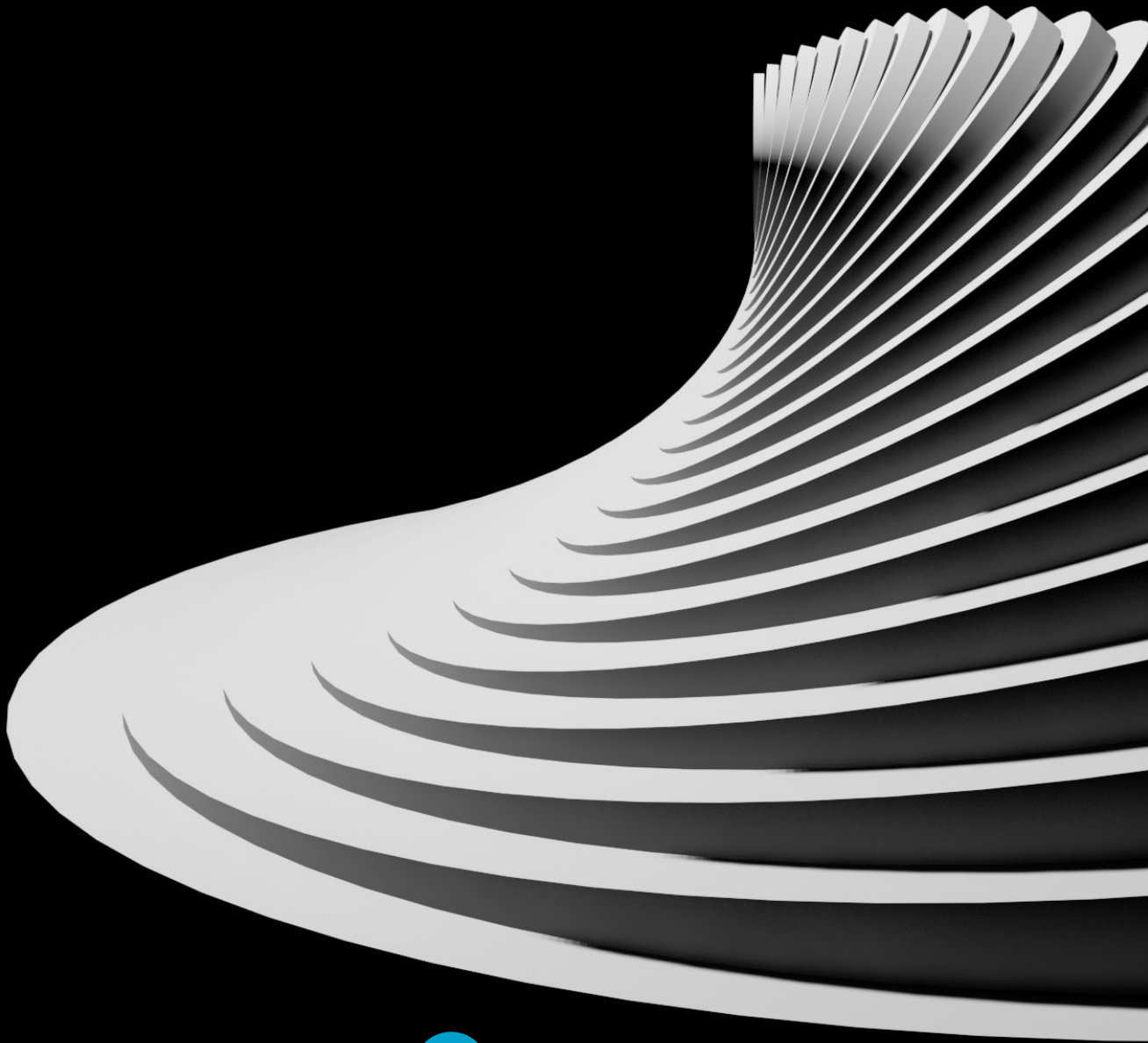
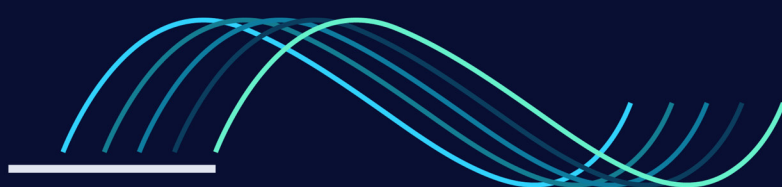


DIGITAL is the new IT FABRIC



DIGITALFABRIC® CONSULTING



DIGITAL FABRIC[®]

THE TI FRAMEWORK

APPROACH NOTE

BUSINESS. EXPERIENCE. TRANSFORMATION.

Your best B.E.T partner for operationalizing emerging technologies, building market narratives and devising digital Strategy.

End-users (consumers, businesses) and service providers (solution, product) often struggle with digital transformation. The usual cause of friction is that each initiative is conceived and governed in isolation, without a strategy to achieve it. The resulting fragmented solutions and products limit the business and add to legacy issues constraining business outcomes. According to a study conducted by leading research and analysis firms, around 80% of the digital transformation efforts need to be internally aligned, leading to delays, repeated investment requests and increasing complexity in achieving desired business outcomes.

The reason for this low success rate of digital business transformation initiatives is the absence of an enterprise strategy that oversees all business portfolios. Fragmented execution, ideation and value realization result in redundant effort and investment.

How DIGITALFABRIC® CONSULTING provides assurance and success to your business transformation endeavour

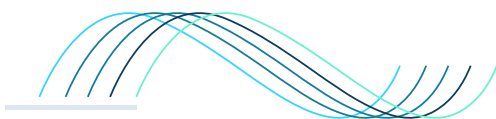
DIGITALFABRIC® CONSULTING, as an organization, prescribes and directs the institutionalization and operationalization of 5 primary components (**PEOPLE, PROCESS, PLATFORM, PRODUCT and PARTNERSHIP**) that ensure a sustainable approach to digital business. Successful delivery of customer experience and business outcomes requires these components to be fully integrated. Compromising on any one element will distort the entire business transformation goal.

The DIGITALFABRIC® CONSULTING team gives you a comprehensive toolbox to institutionalize your digital foundations – a combination of execution guidance and techniques that focus on the intrinsic and extrinsic factors that are concurrently driving your business and experience transformation. Using our approach, guidance and tools, you will effectively onboard the digital components that drive your business toward your goals. Business leaders welcome the integration of risk optimization, resource optimization, value realization and digital strategy management.

About the Founder

Ashwin Gaidhani takes a comprehensive approach to IT shared-managed services portfolio and digital business transformation initiatives. As an Industry analyst and SME in the field of enterprise services and transformative technologies, Ashwin comes with immense business technology experience especially revolving around emerging capabilities (AI-IA), work design methodologies and implementation frameworks.

He is an innovative leader who designs, describes and deploys strategy in a simple format to achieve the enterprise's IT transformation objective. Ashwin comes with more than **20 years of versatile experience in IT infrastructure and operations, domain consulting for ITIS & ITES, artificial intelligence (business) and automation (RPA) ecosystems**. He is a proven thought, task and action leader with quick decision-making ability to lead the path of service/business transformation, support and delivery optimization, integrating processes and tools by incorporating relevant frameworks, standards and best practices. Ashwin is also a highly qualified and experienced **ITIL expert with lifecycle experience in operations, delivery, consulting and advisory for large corporations, including end-user, ITSP and technology product companies**. He effectively partners with C-Level executives and tactical leaders to institutionalize digital business transformation and strategic initiatives.



ASHWIN GAIDHANI

FOUNDER – CEO & Distinguished Analyst & SME

Enterprise Services & Platforms

Digital Business Transformation



EVERYONE NEEDS THE SKY IN A JAR

- WE NEVER SAID ITS IMPOSSIBLE –
Just need a perspective

FOCUS ON THE ~~KEY~~ RIGHT ATTRIBUTES FOR THE DIGITAL

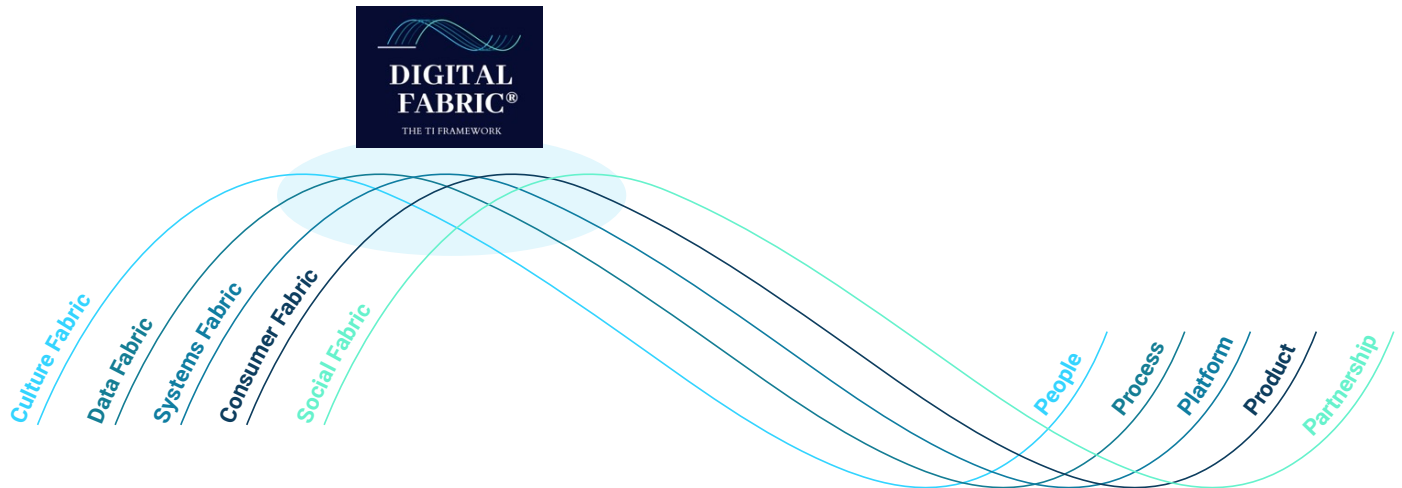
- PEOPLE – Competency & Skill
- PROCESS – Support & Service
- PLATFORM – Technology & Capability
- PRODUCT – Customer & Experience
- PARTNERSHIP – Ecosystem & Network

~~BUSINESS~~ INSTITUTIONAL CHALLENGES & PROBLEMS WE SOLVE

- Digital lipstick syndrome – Superficial and momentary.
- Unable to mark a starting point to begin the transformation.
- Digital business transformation – segmented understanding.
- Lacking thought, action and task leadership.

THE CORE IDEA

Aligning Key Aspects of Ecosystem – Work Design Constituents



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BUSINESS. EXPERIENCE. TRANSFORMATION.



OUR FOCUS AREAS



DIGITAL IS THE STATE OF DATA

Transforming (capabilities) the data in a format that systems can understand

INFORMATION IS JUSTIFIED DATA

Relating and narrating the data in a way that it helps you infer

METHOD OF DEALING WITH THE DATA

The process flow of the data from one system to another

PARTNER ECOSYSTEM

MEMBER



Participate and contribute to the knowledge forums – thought leadership – and events.

RESEARCH PARTNER

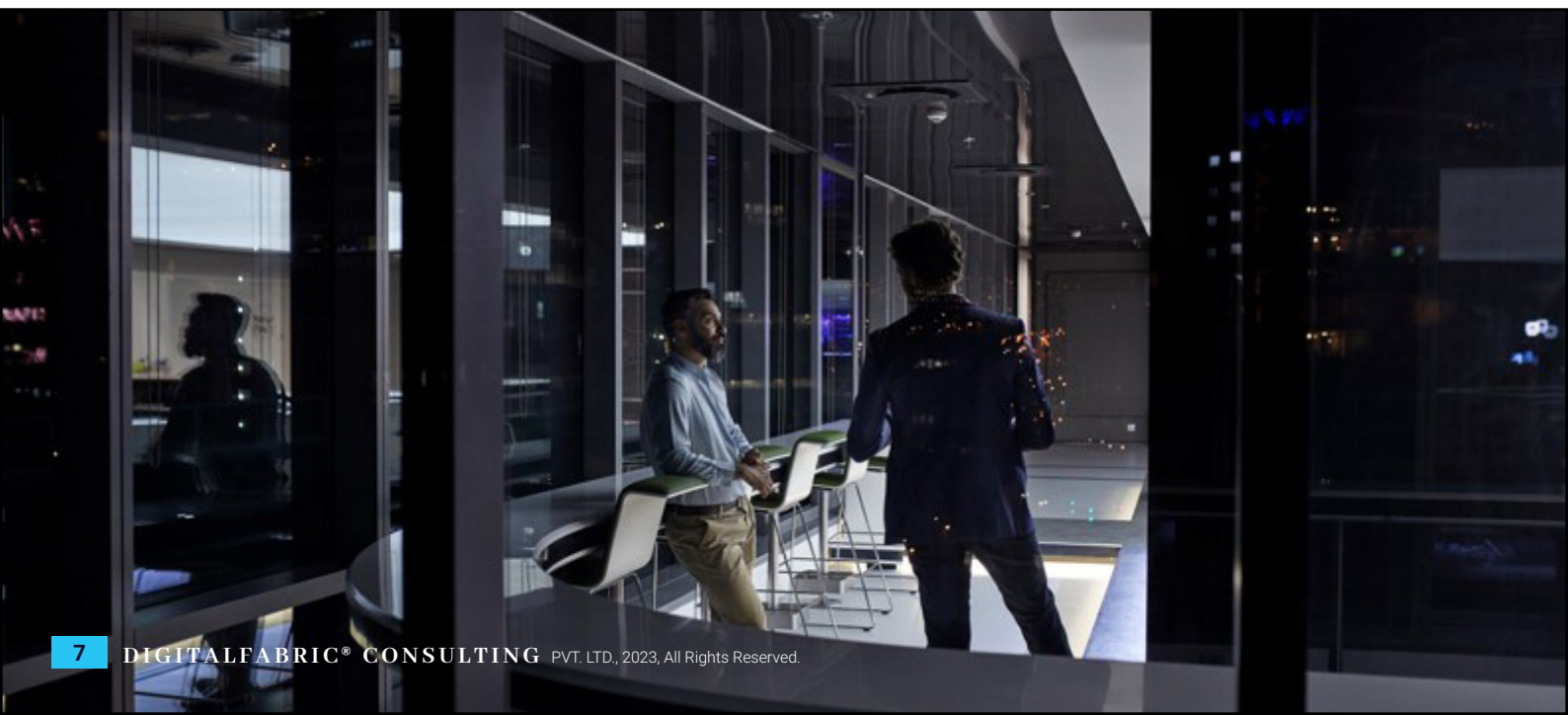


Comprehensive association to provide talent – knowledge and industry expertise to engage in research, advisory and consulting assignments.

VALUE PARTNER

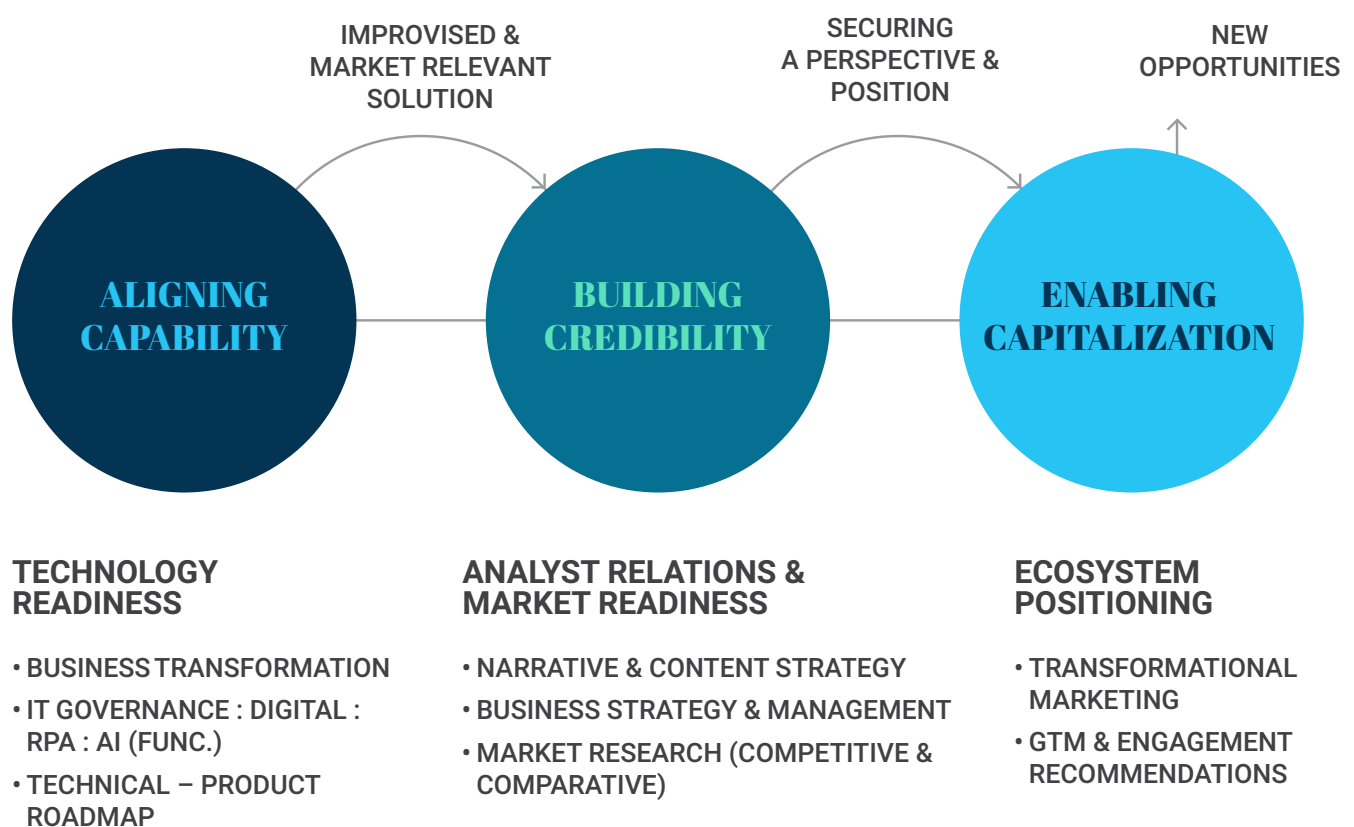


Innovation and entrepreneurship program partner delivering sessions on business strategy and outcome. Mentor startups and provide research and governance services to the entire T-HUB ecosystem.

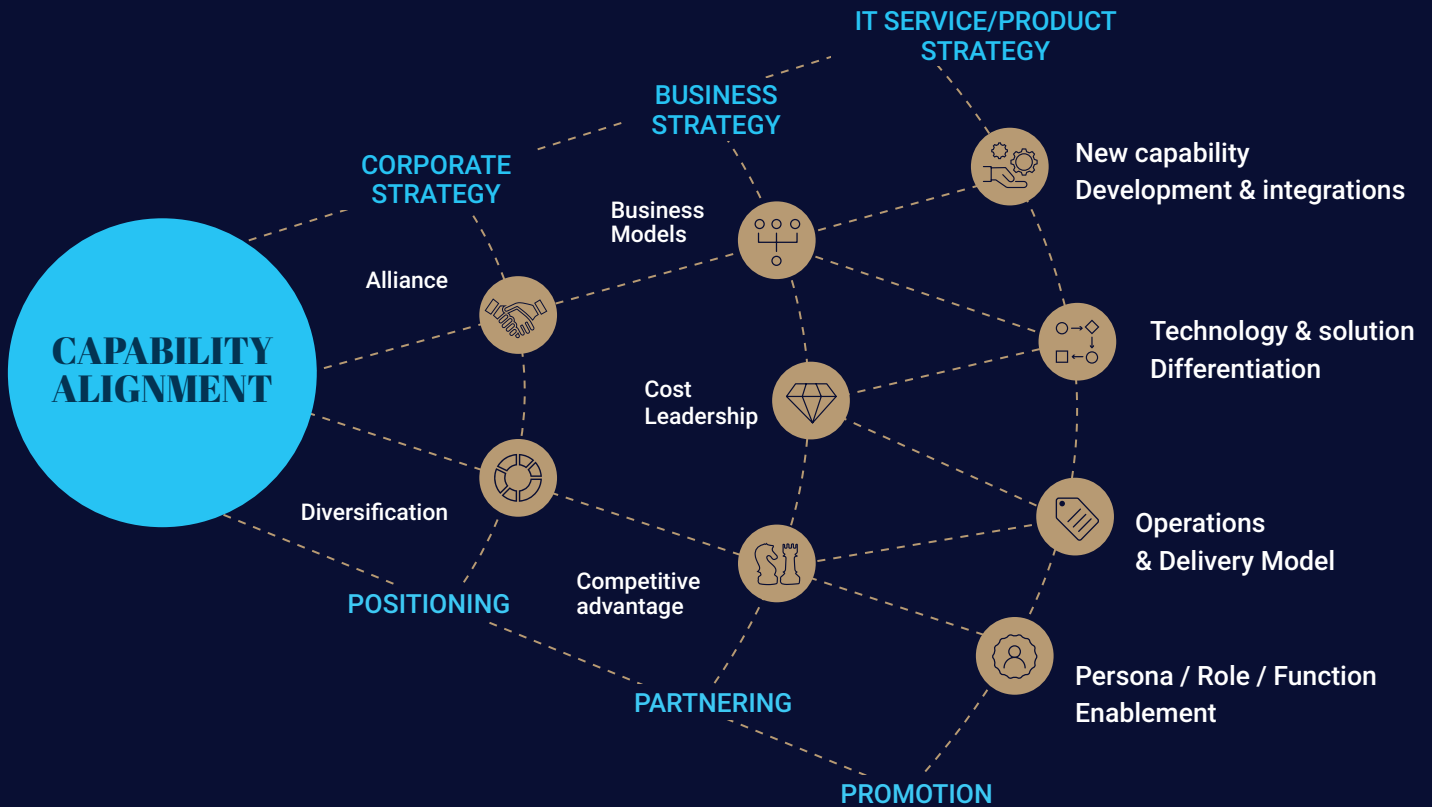




THE RIGHT ATTRIBUTES



WORKING ON THE RIGHT STRATEGY



ENGAGEMENT MODELS



**CONSULTING
ASSIGNMENTS**



SERVICE PACKAGES



SHORT TERM



RETAINER

WE SUPPORT

INDUSTRIES



Finance Accounting & BPO Services



Manufacturing & IoT



**MSP & GSI (Global system integrators)
GBS – Global Business services**



**ED-TEC
Education sector**

TECH - FUNCTION



Hyperscalers

Cloud Ecosystem (Aws: Google)



Emerging Technologies

Functiona & Applied Ai + Intelligent Automation



Enterprise Service Management

(Workflow Mgmt. Platforms: Workday: Servicenow)



Digital Engineering Services

(Products-Services-Processes: Design
+ Customer Experience & Engagement)



HOW WE POSITION OUR STRENGTHS TO SUPPORT OUR TARGET CUSTOMERS

CLIENT SEGMENT

GSI – GLOBAL SYSTEM INTEGRATORS

Service providers:
managed & shared
services organizations

PERSONA

COO, Chief Strategy Officers & teams

Marketing and communication: CMO

Service operations and delivery leaders

Service lines leaders and teams

ENTERPRISE CLIENT

Industry: business
verticals

PERSONA

Customer success leaders

Business process owners

Enterprise governance leaders

Technology heads and managers

TECHNOLOGY PROVIDERS

Platforms: capability
providers

PERSONA

CTO – digital transformation leads

Product Managers and owners

Transformation leaders

Technology heads and managers

DIGITALFABRIC® CONSULTING

INSTITUTIONALIZE ENTERPRISE CAPABILITIES

- AI-Automation onboarding framework
- COE set-up and roadmap
- Business case / use case formulation
- Storyboarding

BUSINESS STRATEGY & ROADMAP

- Product / Platform
- Service / Solution
- Process transformation

RESEARCH & ADVISORY

- Tech research support
- Analyst relations
- Benchmarking study
- Change management

WHAT SETS US APART

**DOMAIN
CONSULTANTS
WITH AVERAGE
EXPERIENCE OF
20+ YEARS**

**BUSINESS
LEADERS**

**TECHNOLOGY
EXPERTS**

INDUSTRY SME

**INDUSTRY
ANALYSTS**

10+
**INDUSTRY
REPORTS**

US

EU

GLOBAL

DIGITALFABRIC® LEADS AND DRIVES COMPETITIVE EVALUATION IN THE FOLLOWING AREAS

3 PLATFORMS

2 HYPERSCALERS

3 INDUSTRIES

2 SERVICES

TEAM DIGITALFABRIC®



MR. GAURANG PAGDI

Distinguished Analyst & SME
(FAO BPO Outsourcing)



MR. MIKE DURRIE

Distinguished Analyst & SME
(OCM & ESG)



MR. SHIRISH KULKARNI

Distinguished Analyst & SME
(Digital Engineering & Manufacturing)



**DR. TAPATI
BANDHOPADHYAY**

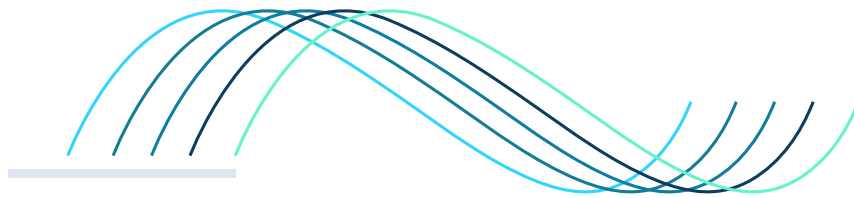
Distinguished Analyst & SME
(Hyperscalers & AI-IA)



MR. SAMIR KRISHNAN

Distinguished Analyst & SME
(Program mgmt - Alliances)





DIGITALFABRIC® CONSULTING

THANK YOU