DIGITAL is the new IT FABRIC
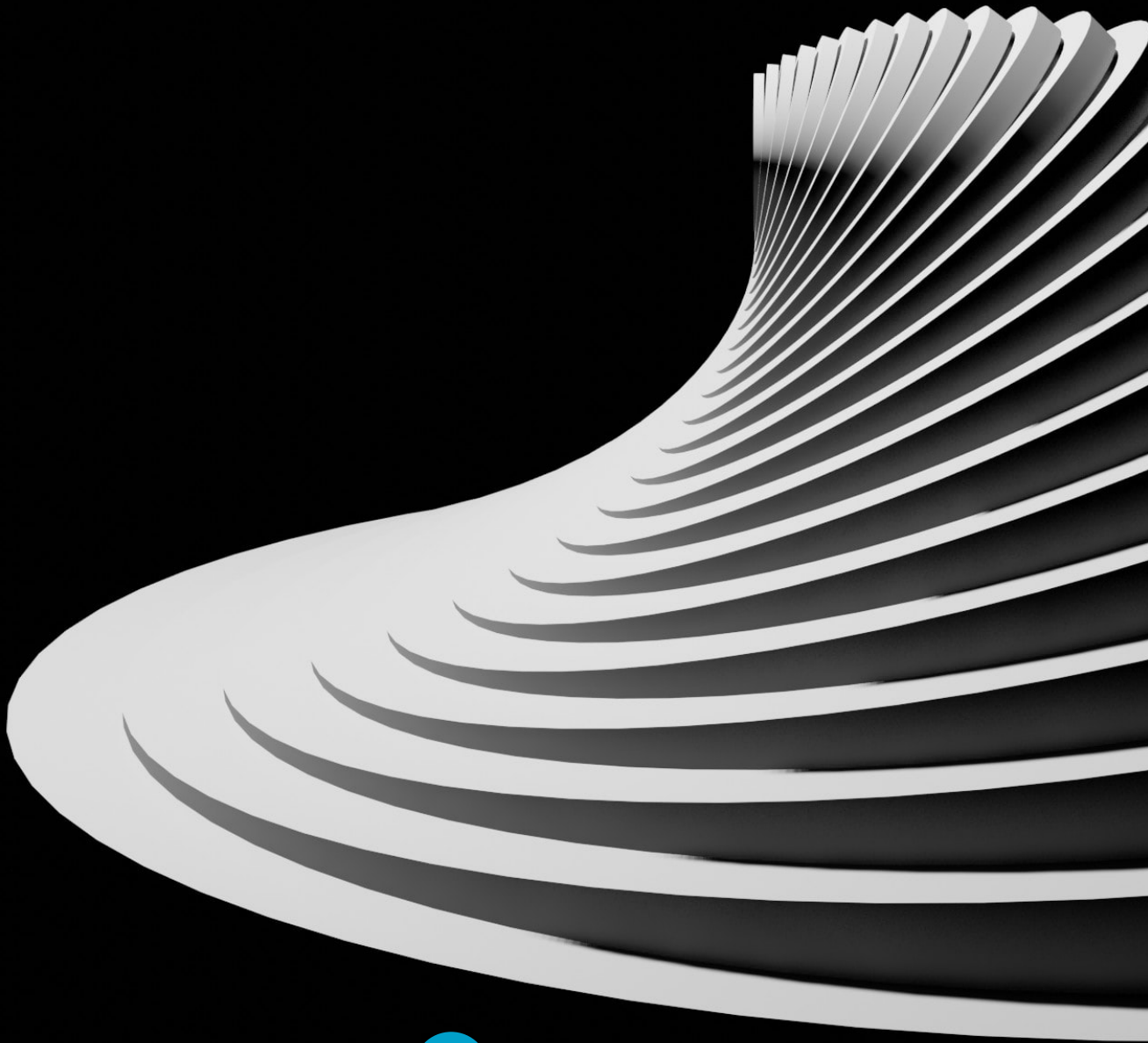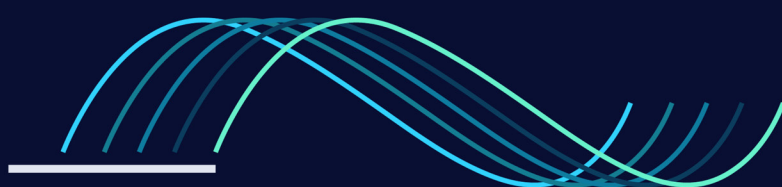
DIGITAL FABRIC®

THE TI FRAMEWORK

APPROACH NOTE

BUSINESS. EXPERIENCE. TRANSFORMATION.

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

End-users (Consumers, businesses) and service providers (Solution, Product) often become deadlocked as their digital transformations progress. 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 the legacy constraining business outcomes. According to a study conducted by leading research & analyst firms, around 80% of the Digital transformation efforts need to be internally aligned, leading to delays, repeated investment requests, and achieving desired business outcomes becoming more complex with time.

The reason for this low success rate of Digital business transformation initiatives is the need for an Enterprise strategy that oversees all business portfolios. This fragments execution, ideation and value realization, duplicating 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.

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

About the Founder

Ashwin Gaidhani has a comprehensive view of 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 an 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 a 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) Ecosystem.** A proven thought - task - 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. 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 initiative.
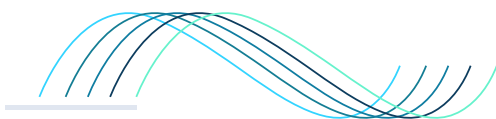
ASHWIN GAIDHANI

FOUNDER – CEO & Distinguished Analyst & SME
Enterprise Services & Platforms
Digital Business Transformation

DIGITALFABRIC® CONSULTING

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 – Task Leadership.**

THE CORE IDEA

Aligning Key Aspect Of Ecosystem – Work Design Constituents
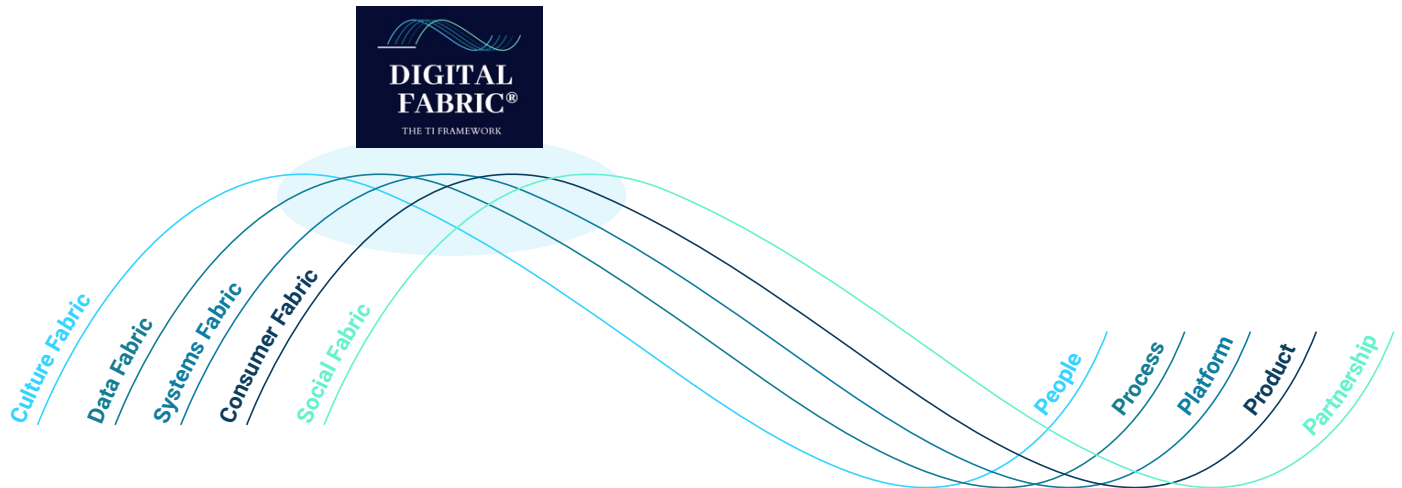
DIGITAL FABRIC®
THE TI FRAMEWORK

Culture Fabric · Data Fabric · Systems Fabric · Consumer Fabric · Social Fabric

People · Process · Platform · Product · Partnership

BUSINESS. EXPERIENCE. TRANSFORMATION.

DIGITAL   STRATEGY

BUSINESS	EXPERIENCE	TRANSFORMATION
CAPABILITY Change Management	**TECHNOLOGY** Change Management	**ORGANIZATIONAL** Change Management
(SKILLSET)	**(TOOLSET)**	**(MINDSET)**

OUR FOCUS AREAS

DIGITAL INTELLIGENCE

DIGITAL IS THE STATE OF DATA

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

BUSINESS STRATEGY

INFORMATION IS JUSTIFIED DATA

Relating & Narrating the data in a way that it helps you infer

ENTERPRISE GOVERNANCE

METHOD OF DEALING WITH THE DATA

The Process flow of the data from one system to another

PARTNER ECOSYSTEM

MEMBER

NASSCOM®

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

RESEARCH PARTNER

iSG®

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

VALUE PARTNER

t-hub
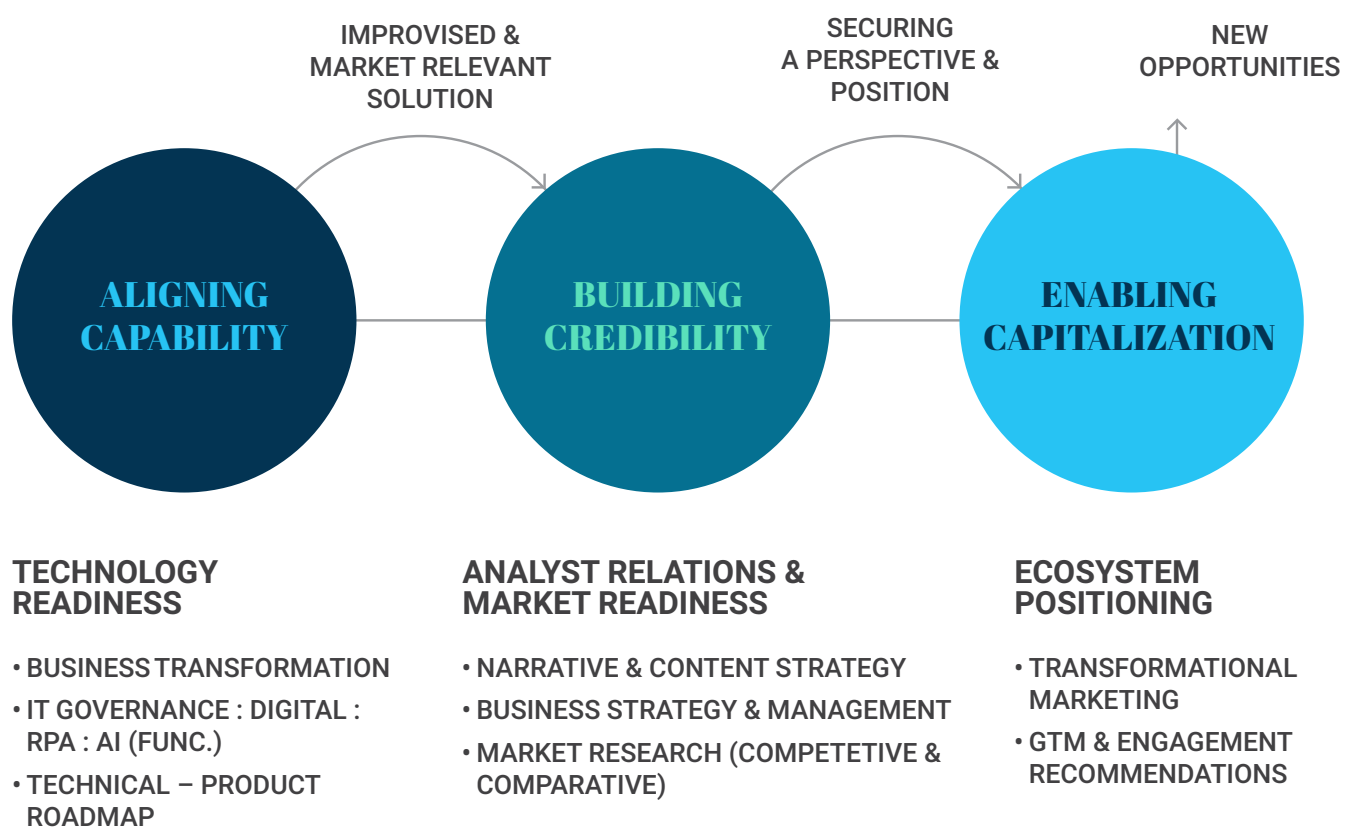CONVERGE. CONNECT. CREATE.
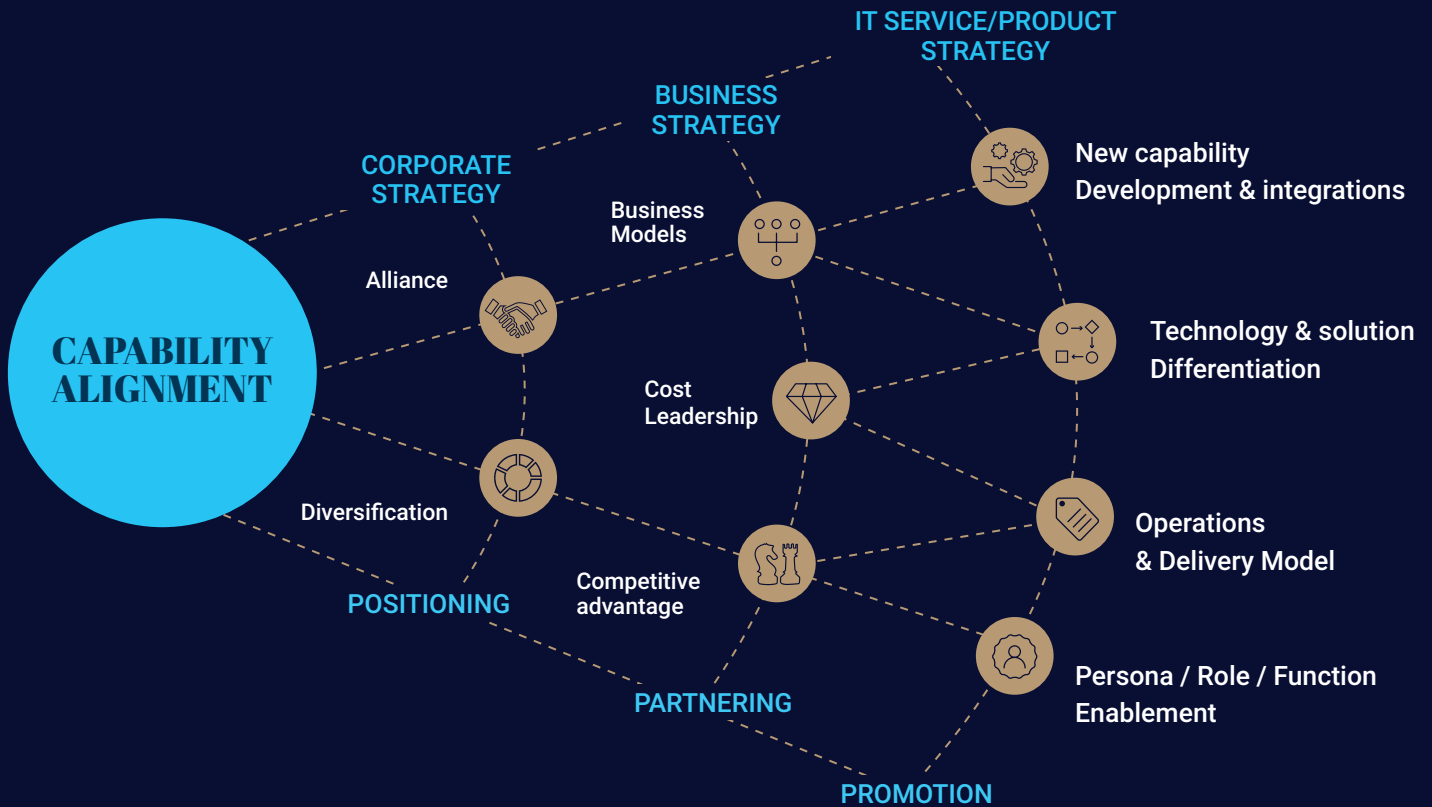
Rubrix
A T-Hub Program

LAB 32

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

THE RIGHT ATTRIBUTES

IMPROVISED & MARKET RELEVANT SOLUTION

SECURING A PERSPECTIVE & POSITION

NEW OPPORTUNITIES

ALIGNING CAPABILITY

BUILDING CREDIBILITY

ENABLING CAPITALIZATION

TECHNOLOGY READINESS

- BUSINESS TRANSFORMATION
- IT GOVERNANCE : DIGITAL : RPA : AI (FUNC.)
- TECHNICAL – PRODUCT ROADMAP

ANALYST RELATIONS & MARKET READINESS

- NARRATIVE & CONTENT STRATEGY
- BUSINESS STRATEGY & MANAGEMENT
- MARKET RESEARCH (COMPETETIVE & COMPARATIVE)

ECOSYSTEM POSITIONING

- TRANSFORMATIONAL MARKETING
- GTM & ENGAGEMENT RECOMMENDATIONS

WORKING ON THE RIGHT STRATEGY

IT SERVICE/PRODUCT STRATEGY

BUSINESS STRATEGY

CORPORATE STRATEGY

Business Models

New capability
Development & integrations

Alliance

CAPABILITY ALIGNMENT

Cost Leadership

Technology & solution
Differentiation

Diversification

Operations
& Delivery Model

POSITIONING

Competitive advantage

Persona / Role / Function
Enablement

PARTNERING

PROMOTION

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 HELPING OUR TARGET CUSTOMERS

CLIENT SEGMENT

GSI – GLOBAL SYSTEM INTEGRATORS

Service providers: Managed & shared services Organizations

PERSONA

COO, Chief Strategy Officers & teams

Marketing & communication: CMO

Service Operations & Delivery Leaders

Service lines Leaders & teams

ENTERPRISE CLIENT

Industry: Business verticals

PERSONA

Customer Success Leaders

Business Process Owners

Enterprise governance Leaders

Technology Heads & Managers

TECHNOLOGY PROVIDERS

Platforms: Products: Capability providers

PERSONA

CTO – Digital transformation leads

Product Managers & Owners

Transformation Leaders

Technology Heads & Managers

DIGITALFABRIC® CONSULTING

INSTITUTIONALIZE ENTERPRISE CAPABILITIES
- AI-Automation Onboarding Framework
- COE set-up & 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)
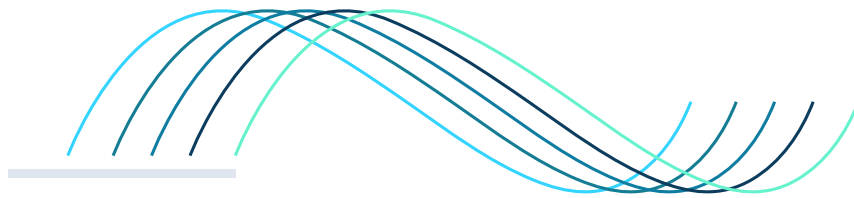

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MR. SAMIR KRISHNAN
Distinguished Analyst & SME
(Program mgmt - Alliances)

DIGITALFABRIC® CONSULTING

THANK YOU