

# Being authentic

in a

# Virtual World

# Importance of Technology in Outsourcing Services

Charudatta Pande

# Charudatta Pande

...



- India Partner - Expandeers And Managing Partner - Suhrud Consultants
- Ex IBM, SAP and Dassault Systems
- 50+ Business Transformation Projects
- Management Audit - MNCs and Indian Conglomerates
- Publications - 4 Books, SAP.com, Podcasts, magazines
- Conducted Sessions for more than 2500 companies
- Speaker, Mentor, Advisory Board Member
- Certified International Coach And Executive Coach

# Why ?

- Reach
- Talent
- Deliver
- Collect
- Optimise
- Value

# Challenges in Technology dominated World

- Demand and Supply
- Industry needs
- Rate of Change
- Human Behaviors
- Relationships

# Tools

- **Social Media**
  - Facebook / Instagram
  - Twitter / Tumblr / Quora
- **Content**
  - Canva / Presentation.AI / Gamma
- **Artificial Intelligence**
  - OpenAI / Deepseek / Perplexity



Opportunities  
are  
everywhere

- Artificial Intelligence and Machine Learning
- Data Science
- Enterprise Systems
- Process Automation
- Technology Infrastructure
- Industry 5.0

# Typical Project Life cycle

- Requirement Sign-off
- Project Planning and Monitoring
- Execution / Coding
- Testing
- Training and Implementation
- Maintenance and Upgrade

# Paradigm Shift

- Agile Methodology
- No code / Low code Platforms
- Process Automation
- Virtual Reality / Working
- Gamification
- Artificial Intelligence

# Opportunities

- ERP Implementation
  - SAP / Cloud / Open-source
  - Reports / Dashboards
  - Controls
- Audit / Statutory Compliance
  - Local / Outsourcing
- Global Expansion for clients

# Partnering with Technology

- Focus
- Learn
- Apply
- Correct
- Master
- Repeat

# DIGIT Framework

- Define your Processes
- Identify Top Challenges
- Generate Ideas to address the challenges
- Implement System
- Transform your business

# ASCOR Framework

- Assess your Working Capital Requirements
- Identify the sources of Working Capital
- Determine the cost of Working Capital
- Identify Opportunities for Optimisation
- Restructure to reduce need and cost of Working Capital

# What industry needs from YOU

- Mindset
- Enterprise
- Skills
- Attitude
- Qualification
- Personality

# My perspective

- Be authentic
- Build relationships
- Learn and Unlearn
- Be mindful
- Evolve
- Enjoy

# Thank you!

