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Ravi is a seasoned executive with deep experience in industry that has predominantly been in the consulting and outsourcing arena. He has been with IBM for a decade in North America followed by Birlasoft & Prolifics. He has experience in Sales, Alliance Management, Program Management and Global Delivery. He has done his masters from IIT Kanpur.

He has demonstrated ability to achieve business results for large and complex IT Services engagements involving complete IT Lifecycle of outsourcing with multiple technologies, multiple geographies and diverse industry verticals. He has extensive international experience to build, lead and manage geographically and culturally disparate teams. He has proven experience in setting up center of excellence(s) for niche technologies and domains. Has established global delivery center(s) in India and China for multiple organizations.

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GRAMENER OFFSHORE DEVELOPMENT CENTER

Gramener IT Services is a global delivery organization, with a special focus on building Offshore Development Center (ODC) for our clients. Our intent is to establish ODC to help scale our client's IT organization quickly without losing focus from their business objectives. ODC would also give our clients significant cost control. ODC will be a natural extension of client organization at our office and leverages our technical and delivery expertise & gives access to large talent pool that's associated with Gramener IT Services.

Gramener is particularly adept in creating Offshore Delivery Centers, while customers continue to focus on their core competencies for running their businesses. Built by professionals with over 100 years of combined international experience of outsourcing, Gramener brings to bear proven offshore methodology affordable to large and small customers alike.

Gramener's ODC Value Delivery

From initiation phase to steady state delivery excellence, Gramener has proven tools, methodologies and expertise to ensure low risk, high reliability and rapid scalability.

- ODC to act as client's own delivery center at offshore
- ODC builds deep competency in the required skills
- ODC brings predictability in Client's IT services operational costs
- ODC eliminates the need for heavy upfront investments by client
- ODC leverages Gramener's technology strengths
- ODC nurtures and retains domain and application knowledge with dedicated core team
- ODC provides 24*7 Operations

Gramener's ODC Framework & Governance

Governance Models, Program Management Discipline and Performance Assurance measures have been rust proofed through many customer engagements for seamless operation for full lifecycle in offshoring.

- ✓ Phase wise ODC implementation
- ✓ Ready to use infrastructure
- ✓ Physical Security & Information Security Controls
- ✓ Talent – **A**tttract, **N**urture, **R**etain
- ✓ Training, Enablement, and Competency Development
- ✓ Project Delivery Management & Governance
- ✓ Tracking & Control
- ✓ Various engagement models (Dedicated Team, JV ODC, BOT)



Gramener ODC Setup - Stage-wise Approach

Stage 1 - Initiate

Focus Areas

Discovery Sessions, Requirements, Establish one year road-map
Infrastructure setup (workspace, connectivity)
Build: Campus hires to be trained on target skills
Acquire: Lateral hires into projects playing mentoring & lead roles

Stage 2 – Setup Delivery & Operations

Focus Areas

Requirements management (Traceability matrix & change control)
Review rigor (code walk thru's & peer reviews)
Measurement & Monitoring (KPIs & SLAs)
Escalation mechanism (Customer & Internal teams)

Stage 3 – Delivery Excellence

Focus Areas

Project Governance
Program Management
Change Management
Cross-skilling & Up -skilling