

# Next Leap of Becoming Enterprise Partner



## The Metamorphosis of GBS

Ravi S Ramakrishnan

Presentation on 4<sup>th</sup> December 2023  
12<sup>th</sup> AGES Conclave Bengaluru

- 
- The background features a glowing blue globe with a network of white lines and dots overlaid on it. To the left, there is a vertical column of hexagonal icons containing symbols for a person, a stack of coins with a Euro symbol, a magnifying glass over a dollar sign, a line graph, a person with a gear, a smartphone with a dollar sign, a person with a gear, and a cloud. The text is centered over the globe in a bold, yellow font.
- **The LEAP**
  - **Enterprise Partner**
  - **Sustainable Differentiators**

# **The LEAP**

**Beyond Service & Capability to Value & Growth**

**Capabilities... Beyond GCC to Enterprise**

**Comprehend & Demonstrate – Not Assume**

**Shared Ownership for Strategy & Business Success**

**Enterprise Focus Beyond Functions +  
Strategic Opportunities**

# Deloitte Study & Analysis

(4625 Annual Reports)


According to the above Study & Analysis, the right combination of Digital Transformation actions can unlock as much as US\$1.25 trillion in additional market capitalization across all Fortune 500 companies.

But the wrong combinations can erode market value, putting more than US\$1.5 trillion at risk.

## The Takeaway:

Getting digital transformation right takes more than just ambition and bold investments.

# Enterprise Partner

A hand in a dark suit jacket holds a glowing yellow lightbulb. The background is dark and slightly blurred, showing the hand and the lightbulb as the central focus.

**Creating a Unified Enterprise as an Integrator for Business Transformation**

**Building Digital Enterprise with Disruption Leadership**

**Focus & Benchmark on Enterprise Capabilities**

**Beyond Function to Enterprise is Key**

**Foundational + Functional + Transformational Technologies**

# Enterprise Capabilities – The Sustainable Differentiators

**Unified  
Enterprise**

**Knowledge  
Data  
Talent**



**Digital  
Enterprise**

**Technology  
Operating Model  
Digital Change**

**Staying Ahead Needs Execution Excellence**

# Key Drivers

**GCC – Integrator & Orchestrator**

**Beyond Process & Tech to Data & Analytics**

**Digital Leadership & Digital Change**

**Operating Model Linked with Business**



# Key Indicators

**Don't Start Too Small**

**Pick Few Important Domains**

**Pyramid to Diamond Digital Talent**

**Data Engineers & Data Analyst Ratio**

**Granular Skills for Enterprise**

**Federated Data Architecture**



A hand is shown from the bottom, holding a dark blue rectangular sign. The sign features a white line-art illustration of a rocket ship in the center. The text on the sign is white and reads: "Start the", "Next Leap", and "To Becoming".

**Start the  
Next Leap  
To Becoming**

**Enterprise Partner in Action**