

Movers and Shakers -

Indian IT Industry

There is no denying the role of IT consultants to develop comprehensive IT strategies and design the road map for future IT architecture. They are well considered the Movers and Shakers of the Indian IT industry as they closely work with the System Integrators (SIs) and Solution Partners (SPs). Quite large organizations, they offer their services in different verticals and horizontal in the industry. In a competitive global marketplace, growing competitive global marketplace, companies leverage technology to help them sustain profitable business growth. The role of System Integrators lies in that they help solve production challenges by advising on and delivering the best solutions with the lowest amount of risk. It is necessary to understand the responsibility of the system integrators in order to understand the role of a system integration company and the benefits it brings to a customer. It is also essential to understand how its development process is different from that of a manufacturer. A true SI must understand the goals of the project along with the customer's vision and timeline to accomplish it.

In a growing competitive global marketplace, the role of a Solution Partner also increases. They offer industry expertise, strategy, advice on business optimization & development and ongoing 24/7 solution support to their customers. This they do after receiving specialized training from their principal vendors, which they carefully select based on their expertise and hence develop close working relationships with the customers as a priority. They are the backbone of the IT industry and their contribution to it can be best described and gauged in the form of some of the most important deployments they have made to customers from across different industry verticals and sectors.

VARINDIA, at regular intervals, has recognized their role and thereby presents a comprehensive list of some of the leading consultants/ SIs/ SPs who are creating ripples in the country's IT solution scenario today.

IT Consultants in India

Knowledge is power and the IPR of an individual/ organization. This power always comes at a premium. Incidentally, these are the exciting times for (knowledge/ consultancy) sector which is booming and indeed has great potential in India. Even during the not-so-well-economic conditions, consultancy companies are witnessing positive growth. The reason is not far to seek. With the increase in the complexities in technology and increased level of compliance, there has been demand for consultants. Generating new insights about the unmet needs and requirements and facilitation of the development of new products and services are the hallmarks of a technology consultant. There is no denying that technology is an important enabler of business transformation. Information Technology (IT), a knowledge-based

industry, has the overwhelming potential of becoming a growth engine of economy, resulting in the improvement of all sectors of the business. IT is a tremendous generator of employment and provides link between government and the people both in the urban and rural areas of the country. But the current economic climate presents considerable challenges. Most companies have seen their budgets squeezed as a result of cost pressures.

The key factors that are driving the growth in consulting are the advancements made in technology. Demand for IT consultants is increasing. IT consultants have to work with clients to analyze business technology by coordinating with the CTOs and CIOs to understand on the major investment decisions that affect their company's performance. Since consultants possess a good understanding of the

IT consultants help clients in various ways by:

- Implementing a lean approach in applications development and maintenance (ADM)
- Ensuring seamless service delivery by performing IT capability-gap analyses
- Applying best practices in demand management, as well as in vendor management
- Finding the performance analyses of service delivery models
- recognizing the need to better align IT to the organisation's needs
- Developing an appropriate IT strategy
- Sourcing and cost reduction
- Logistics and supply chain issues and regulatory and compliance