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Fulcrum Digital Consulting

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Our growth over the past 20 years has been fuelled by innovation in the products and services we deliver, passion for what we do, & dedication to adding value to our clients' business rather than simply taking orders. Fulcrum Digital Consulting is a new practice within our business, but contains / makes use of our wisest heads. Launched to coincide with our 20th anniversary, we offer technology-agnostic assessment, diagnostic / strategic planning services, & management of procurement & change across all areas of the IT portfolio including:



Enterprise architecture



Digital transformation and maturity



Security



Portfolio governance



Lean and agile IT services



Data, process and service integration



Data management



Cloud readiness (XaaS)



Managed services outsourcing



Technology innovation

Consulting Practice Team

Fulcrum Digital Consulting employs a number of Director and Board-level Consultants who work with clients at a senior level to help define IT strategy and operating models.

Consultants typically have over 20 years' experience in IT and have worked at Deputy IT Director level or above.

Our Consultancy Practice is led by a team with a combined industry experience of over 100 years.



Ganesh Natarajan

Dr. Ganesh Natarajan is the Executive for Fulcrum Digital. He is also the Executive Chairman and Founder of 5F World, a platform for Digital Start-ups, Skills and Social Ventures. He is also Founder of Global Talent Track and Skills Alpha and co-founder of two Indo-US Joint Ventures – Kalzoom Advisors and the Center for AI and Advanced Analytics.

Ganesh has received the Distinguished Alumnus Award of IIT Bombay and NITIE and has been recognized by EY and the Asia Pacific HR Forum for excellence in entrepreneurship and people-centric leadership. He has two successful CEO tenures over twenty-five years at APTECH and Zensar Technologies. Harvard Business School has written and teaches two case studies on his success through Vision Communities.



Krishna Ramaswamy

Krishna Ramaswamy is the Managing Director for Fulcrum Digital and brings 30 years of senior business leadership experience in the IT Solutions and Services industry. Most recently, he was the Global Head for Cognizant Interactive where he led the Life Sciences and Healthcare vertical. Prior to Cognizant, he worked with Zensar Technologies, where he led multiple strategic portfolios in leadership positions such as Senior Vice President and Head of Digital Business.

He has also played pivotal roles in growing and driving large strategic businesses in Application Portfolio Management, Application Modernization, Infrastructure Management and Strategy Consulting across industry verticals such as Manufacturing, Retail, Insurance, Life Sciences and Healthcare.



Vaibhav Tare

Vaibhav Tare, Head of Infrastructure for Fulcrum, possess 20+ years of experience working for large-scale global organizations. His responsibilities include leading IT Infrastructure design, development, implementation, migrations of large Data Centers, Cloud Environments and handling big transformation projects ranging up to \$10-15 MIL USD.

Prior to joining Fulcrum, Vaibhav was head of the Technology Solution & Pre-sales team (Cloud & Infrastructure Service - CIS) for Zensar Technologies. His expertise includes BAU delivery, translating business requirements into deployable solutions and providing subject matter expertise on Data Center, Cloud Computing, Virtualization, IT Infrastructure Enterprise Architecture and Management.



CP Jois

CP Jois joined Fulcrum as the Global Chief Technology Officer. Prior to that, he served as Chief Technology Officer at Ruffalo Noel Levitz. Other past roles include Chief Information Officer, Chief Technology Officer, Chief Architect, and Product Lead for companies like ACT, Career Education Corporation, Unisys, CapGemini, United Airlines & Wipro. He has dedicated the better part of his career to Aviation or Education. His career is an equal split between these corporate roles and consulting at the Big 4.

He brings experience with Fortune 500 organizations, has worked with clients in Aviation, Higher Ed, Transportation, Banking, Manufacturing, and has extensive experience in globally distributed software delivery having built software centers in India, Singapore, Malaysia and China.

Our Consultants have experience of working in HE and many other sectors, thereby providing insight into the unique challenges of the HE sector, along with the ability to bring ideas and ways of working from other sectors.

To ensure that there is a good “fit” between client and Consultant, the lead Consultant for an engagement is always identified to clients in advance, along with a resume highlighting relevant experience. A pre-engagement meeting serves to further consolidate the mutual understanding of expectations.

To arrange an exploratory meeting with one of our Lead Consultants, please get in touch...

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