FOR DATA & AI SERVICES FIRMS

Why PGC Digital for Data & AI firms



The SAP + Data + AI capacity partner behind your AI programmes, with a supply chain control tower case study.

PGC Digital · PradeepIT Global Consulting Limited · Data First. AI-Powered. SAP at the Core.

ABOUT PGC DIGITAL · WHO WE ARE

A founder-led SAP, data & AI group, built in Bengaluru since 2016



650+ professionals across the group

111 SAP practitioners

64+ AI specialists on the bench

120+ ITeS professionals

16 payroll countries

OUR JOURNEY

2016 Founded in Bengaluru

2024 Renamed PradeepIT Global Consulting

2026 Public limited company

Bengaluru HQ & delivery · **St. Petersburg, FL** · **Singapore**

QUALITY & RECOGNITION

- ✓ CMMI Level 3 · ISO 9001:2015
- ✓ Great Place to Work® Certified™ 2025–26
- ✓ India's Best Workplaces for Women 2024
- ✓ Fastest Growing IT Solutions Company, Millennium Brilliance Awards 2025

Group-level figures as of 2026, from the PGC Digital company profile. Leadership: Vinod Kumar Beli (Co-Founder & CEO) · Geeta P Ari (Co-Founder & COO) · Sunil Kumar (CFO).

ABOUT PGC DIGITAL · WHAT WE DO

One partner from strategy to long-term run



ENTERPRISE TECHNOLOGY
SAP & Microsoft Dynamics 365 ERP · cloud & digital transformation · IT infrastructure consulting

DATA & AI
SAP data on Snowflake & Databricks · ML · GenAI, agents and copilots

MANAGED & TECHNOLOGY SERVICES
Application support · talent & recruitment · IT-enabled services

HOW YOU CAN ENGAGE US

- Consulting & implementation
- Time & material
- Resource augmentation
- Managed services
- Application support
- Fixed-price projects
- Tech-enabled business services

SECTORS WE SERVE

- BFSI
- Manufacturing
- Retail & consumer goods
- Oil, gas & energy
- Healthcare & life sciences
- Telecom & tech infra
- Professional services
- Public sector

Mission: combine enterprise technology, data, AI and skilled talent to solve complex business challenges and deliver measurable outcomes.

SHARED VISION

Our shared vision and strategic partnership



What data & AI firms are building

Governed data foundations, AI and agents that move from pilot to production, with platform partners like Databricks and Snowflake, and measurable outcomes for every client.

PGC Digital's vision

To become a globally trusted technology transformation partner, helping enterprises build intelligent, scalable and future-ready businesses.

Our aim: be the **go-to SAP + Data + AI capacity partner** for data & AI firms, from one specialist to a full offshore centre.

Three targeted plays

① SAP data modernisation for AI

② Agentic revenue growth for FMCG / CPG

③ FDE + pod capacity for AI programmes

BETTER TOGETHER

Why PGC Digital + your firm?



YOU BRING

Platform depth, AI IP and enterprise clients

\+

WE BRING

SAP specialists in the same team as data and AI engineers

=

TOGETHER

SAP data keeps its business meaning all the way into the lakehouse and AI

0.8% of applicants hired at Fractal (1,514 of 195,707): AI and data talent is scarce

"Talent mix evolves – FDEs, AI specialists critical"

Coforge investor presentation, Q1 FY27

Sources: Fractal investor presentation; Coforge Q1 FY27 investor presentation.

PGC DIGITAL

Your SAP + Data + AI capacity partner



SAP + Data + AI in one team

S/4HANA, BTP, Integration Suite, CX and SuccessFactors next to Databricks, Snowflake, Informatica, GenAI and agents

Talent to execute

AI-vetted screening; offshore, onsite and nearshore; SAP-certified consultants, architects, AI and data engineers

Delivery you can audit

CMMI Level 3 and ISO 9001:2015; an 8-stage method from Discover to Optimise

Proven at global scale

SAP Commerce Cloud roll-outs on global and regional templates for Daikin (21 countries) and Goodyear (9 countries)

People who stay

Great Place to Work® Certified™ 2025–26; India's Best Workplaces for Women 2024

TRUSTED BY

Bosch · Samsung · Goodyear · Embitel · Daikin

KEY USE CASES & JOINT SOLUTIONS

Three plays we deliver with your firm

① SAP data modernisation for AI

SAP BW / HANA → Snowflake or Databricks → Semantic layer, KPIs → AI-ready data

② Agentic revenue growth (FMCG / CPG)

Price, promotion, assortment agents → P&L simulation → Human approval → TPM / CRM / ERP

③ FDE + pod for AI programmes

Intake → Build → Operate → Enable

A Forward Deployed Engineer sits with your client; a 3–9 person pod in Bangalore runs on a shared capacity view.

CASE STUDY · LEADING GLOBAL FOOD & BEVERAGE COMPANY

From “where is my truck?” to decision intelligence

A supply chain control tower on Snowflake and Cortex AI, delivered by a PGC Digital pod working with a Global Data & AI Partner.



CUSTOMER	ENGAGEMENT	PLATFORM
Global food & beverage leader	**Pod team with a Global Data & AI Partner**	**Snowflake + C**

CHALLENGE AND PROBLEM STATEMENT

Visibility was not enough



BUSINESS CHALLENGE

The company aimed for digitally connected, end-to-end operations: optimised inventory, automated processes and real-time visibility. But orders, stock, shipments, GPS, retailer and external data lived in different systems, so problems were seen only after they happened.

PROBLEM STATEMENT

Not "Where is my truck?" but: **"Will these 10,000 cases reach the right customers on time, at the planned cost, with enough inventory, and what should we do if something changes?"**

What made it hard

- **Fragmented data** across SAP, TMS, WMS, GPS, POS and weather feeds
- **Reactive work:** SQL to dashboard to Excel before anyone decided
- **Unequal priority:** customer value, SLA, promotion and margin change it
- **Linked decisions:** transport ties to demand, inventory and finance
- **Trust:** AI on governed, defined data, with people approving actions
- **Scale:** tens of thousands of shipments across four channels

THE SOLUTION

Connect the data, then turn it into decisions

Connect SAP, transport, warehouse, customer and external data into a governed Snowflake foundation, then use Cortex AI to diagnose, predict and simulate, so the supply chain team can act.



PGC Data Factory

- Ingestion: CDC, APIs, streaming
- Snowflake layers
- Seven business data products



PGC AI Factory

- ETA and delivery-risk models
- Cortex Analyst and Search
- Cortex Agents

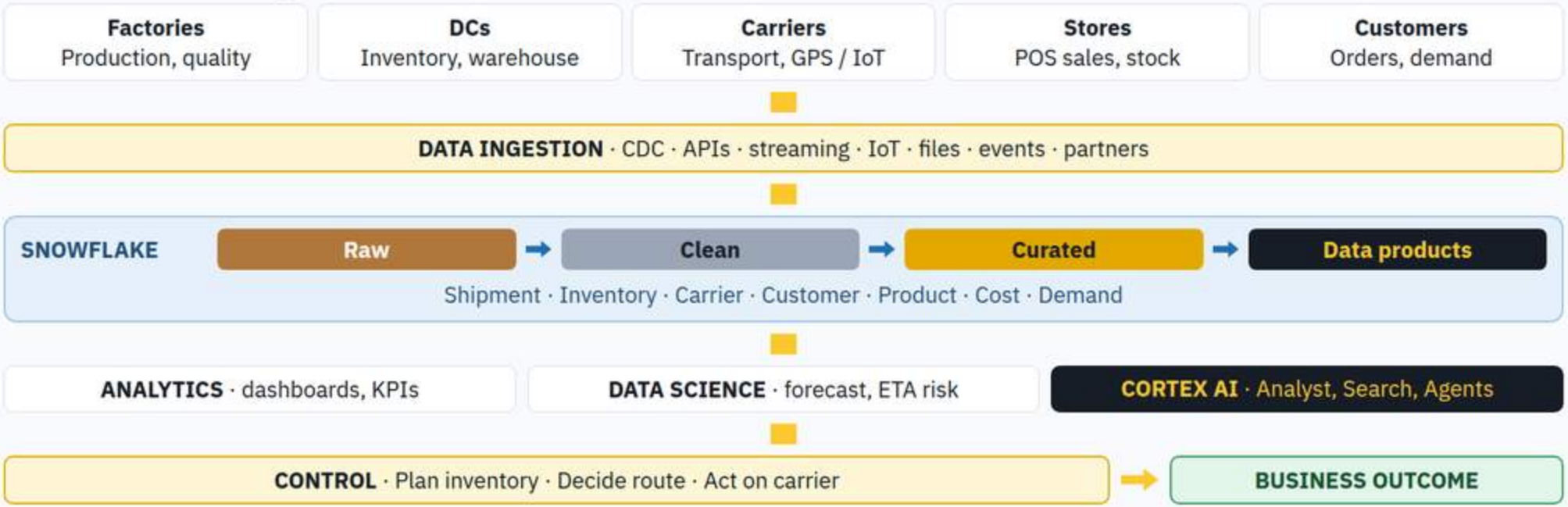


PGC Digital Ops

- Logistics control tower
- Supply chain copilot
- Executive view

ARCHITECTURE

From factory events to business outcome



FOLLOWING ONE SHIPMENT · ILLUSTRATIVE WALK-THROUGH

When data becomes a business problem



08:00

SAP

SHP-10025 created: 10,000 cases, Bangalore → Hyderabad, due 18:00

08:05–11:40

GPS

Tumkur, Chitradurga, Hospet: streamed into Snowflake

11:40

ETA 15:50

On plan

Signals

Road closure +2 h · history +45 min · carrier reliability −12%

ETA 18:35

Misses the 18:00 customer window

THE MANAGER ASKS CORTEX

“Which shipments arriving in Hyderabad today are at risk of missing their delivery window?”

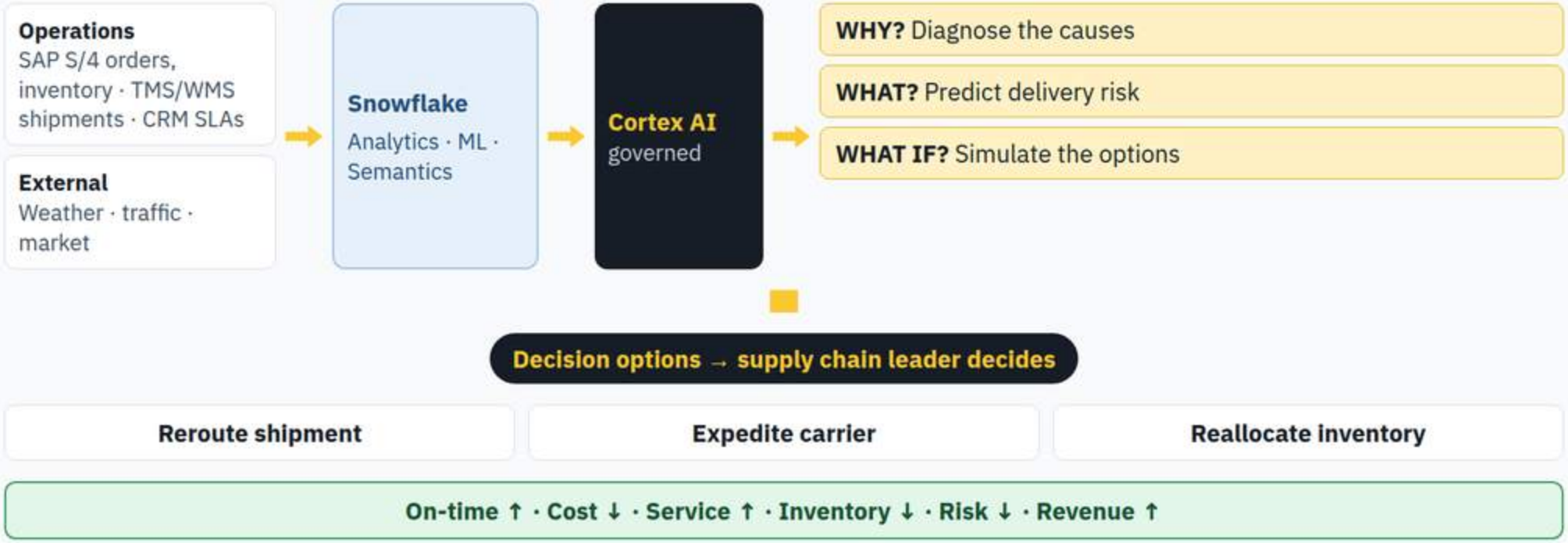
CORTEX ANSWERS

184 shipments today · **17 at risk**: 8 route congestion, 5 carrier delays, 4 warehouse departure delays

Illustrative walk-through used to explain the solution; not reported operational data.

THE DECISION CHAIN

Why? What? What if? Then a human decides.



WHAT ARE MY OPTIONS? · ILLUSTRATIVE

Not every late shipment matters equally



OPTION A

Stay on route

ETA 18:35 · penalty ₹X · service risk high

OPTION B

Change route

ETA 17:50 · extra freight ₹Y · service risk lower

OPTION C

Hub transfer

ETA 18:05 · extra handling ₹Z

The decision weighs: Customer value · SLA · Live promotion · Inventory · Margin · Penalty

Then it learns: Decision → Action → Actual ETA & cost → Customer outcome → Better next decision

Illustrative options from the walk-through. The authorised supply chain team makes the final call.

FROM BI TO AGENTIC AI

What the supply chain director now sees

TRADITIONAL BI
"Where is the shipment?" → dashboard → manager investigates

PREDICTIVE
"Will it be late?" → ML model → risk 87%

CORTEX AI · AGENTIC
"Why, and what can I do?" → GPS, traffic, weather, carrier, history, SLA → likely causes and ranked options

Without Cortex: analyst → SQL → dashboard → Excel → analysis → decision. With Cortex: one plain-language question to a governed answer.

SUPPLY CHAIN EXECUTIVE VIEW

Service level	**96.4%**
On-time delivery	**94.8%**
Stock-out risk	**3.2%**

CRITICAL RISKS

• High · Hyderabad	**17 shipments**
• Medium · Mumbai	**11 shipments**
• Medium · Chennai	**8 shipments**

AI INSIGHTS

Carrier ABC declining · Hyderabad route congested · 3 SKUs below safety stock

Executive view shown with sample values to illustrate the screen.

ENGAGEMENT · POD TEAM

One team: the partner leads, PGC's pod builds



Global Data & AI Partner — Engagement & solution lead · client relationship, scope, architecture sign-off

PGC DIGITAL POD

Pod lead / FDE Daily delivery, sprints	**SAP data consultant** S/4, TMS, WMS extraction	**Snowflake data engineers** Pipelines, layers	**Analytics engineer** Data products, semantics
Data scientist ETA and delivery risk	**Cortex / GenAI engineer** Analyst, Search, Agents	**BI & DataOps** Control tower, monitoring	**One team** Shared sprints and standards

DELIVERABLES & TECHNOLOGY

What the pod shipped, layer by layer

01
CDC, API and streaming pipelines into Snowflake

02
Raw → curated layers and 7 data products

03
ETA and delivery-risk model with a feedback loop

04
Cortex Analyst semantic model; Search over carrier reports and incident notes

05
Control tower and executive view

06
Supply chain copilot for plain-language questions



TECHNOLOGY STACK

Systems of record
SAP S/4HANA, TMS, WMS, CRM

Ingestion
CDC, APIs, streaming, IoT, partner files

Data foundation
Snowflake, governed data products

Intelligence
Snowflake ML, Cortex Analyst / Search / Agents

Experience & signals
Dashboards, copilot · GPS, weather, traffic, market

BUSINESS OUTCOMES TRACKED

Six numbers the supply chain team watches



On-time ↑
Deliveries within the customer window

Cost ↓
Freight cost per case

Service ↑
SLA attainment

Inventory ↓
Days of stock

Risk ↓
Shipments at risk

Revenue ↑
Orders saved

> **“We don’t just implement Snowflake. We connect SAP, supply chain, transport and external data into a governed foundation, then turn it into decision intelligence and operational agents.”**

WHO YOU WORK WITH

Our SAP + Data + AI team



LEADERSHIP

Vinodkumar Beli
Co-Founder & CEO · SAP CX architecture

Ravikumar Beli
CTO · solution architecture, pricing

Puneeth Kumar T R
Senior Director · delivery, all regions

Divya Marigowda
Senior Director · People Success

CAPABILITY LEADS

Santosh Suryavanshi
SAP S/4HANA migration, AMS

Krishna
S/4HANA Finance & Banking

Balaji S
SAP Security & GRC

Yuvraj
SAP CX, BTP, HXM, ERP · USA

Data & AI practice
Snowflake, Databricks, Informatica, GenAI and agent engineers working with the SAP leads

PGC Digital leadership and capability leads, October 2026.

SKILLS INVENTORY

Five Centres of Excellence, one team



SAP CoE

S/4HANA FI/CO, SD, MM · BW/4HANA · BTP · CX & Commerce · SuccessFactors · EWM

Niche: Datasphere, FSCM, Commerce global templates

Santosh · Krishna · Yuvraj

Data Engineering CoE

Snowflake · Databricks · Informatica · CDC and streaming · data products

Niche: SAP-to-lakehouse with SAP semantics kept

Data & AI practice

AI & Agents CoE

ML and forecasting · GenAI and RAG · Snowflake Cortex · Databricks Mosaic AI

Niche: Cortex Analyst and Agents, maker–checker agents

Data & AI practice

Security & GRC CoE

SAP GRC · roles and access · SoD · data and AI guardrails

Niche: SAP GRC, SoD and role design

Balaji S

Cloud & Managed Services CoE

AWS · Azure · Google Cloud · SAP AMS · application support

Niche: run SAP and data platforms to SLAs

Puneeth · Santosh

Designations in every CoE: Consultant › Senior Consultant › Lead / Solution Architect › Principal Consultant › Director

PODS BY CUSTOMER NEED

The right pod for Snowflake, Databricks and SAP



Customer need	Platform	Pod composition	Lead
SAP data to a control tower	Snowflake + Cortex	SAP data consultant, 2–3 Snowflake engineers, analytics engineer, data scientist, Cortex engineer	Santosh + Data & AI practice
SAP to lakehouse and ML	Databricks	SAP extraction (Datasphere / BW), Databricks engineers, ML engineer, DataOps	Data & AI practice
Finance and banking data for AI	Snowflake or Databricks	FSCM / banking consultant, data engineers, BI developer	Krishna
Governed, secure data and AI	Either	GRC consultant, access and SoD design, AI guardrails	Balaji S
Customer 360 and CX analytics	Either + SAP CX	CX / Commerce consultant, BTP integration, data engineers	Yuvraj · Vinodkumar
Fast pod ramp for a data firm	Either	FDE + 3–9 engineers from capability pools	Puneeth · Divya

Skills: S/4HANA, BW, Datasphere, BTP · Snowpark, Cortex · Delta Lake, Unity Catalog, MLflow · GenAI, RAG, agents. Pod sizes are typical.

NEXT STEP

Start with one decision, or one pod

1. Data & AI firms: send us your three hardest open roles
2. Enterprises: a one-hour workshop on your SAP and data landscape
3. Agree a 90-day pod or pilot with a scorecard you sign off



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OUR PROMISE · SAP

DATA FIRST. AI-POWERED. SAP AT THE CORE.

Talk to us

PGC DIGITAL

Enterprise Intelligence. Delivered.

SAP. DATA. AI. TALENT.

Since 2016, headquartered in Bengaluru, PGC Digital connects SAP, supply chain, finance and customer data into a governed enterprise foundation — turning it into trusted decisions, production-ready AI agents and business outcomes, powered by the talent to deliver and operate at scale.

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Singapore
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SERVICES

SAP Customer Experience (CX)
SAP Core, Finance & Engineering
Data & AI
Vertical Practices
Enterprise Operations & GCC
AI Capabilities & Talent
ECC → S/4HANA
SAP Security & GRC
Multi-country rollout

COMPANY

All journeys
Hire talent
Payroll & compliance
Engagement models
AI: Value to Autonomy
Data & AI practices
Case studies
Insights
Get your plan
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