



Book Of Impact

The KPI Partners GCC Impact Playbook

Real Stories of Accelerating Data, AI, and Business
Transformation Across Global Capability Centers



Why GCC Growth in India Demands a New Playbook

- India's GCCs have crossed a threshold. What began as cost-efficient delivery units are now expected to own global products, drive AI adoption, and produce measurable business outcomes
- The goalposts have moved. Boards are no longer asking how much was saved. They are asking what was built, what was automated, and what competitive edge was created
- Legacy platforms, fragmented data estates, and skill gaps in AI and cloud are the three barriers standing between GCC leaders and the mandate they have been handed
- The centers that break through these barriers in the next 18 months will define the benchmark for the decade



The Challenges Shaping Every India Center Today



Data and Platform Fragmentation

Siloed data across legacy systems and disconnected cloud tools makes analytics slow and untrusted. AI initiatives stall because the foundation is not ready.



AI Stuck at Proof of Concept

Fewer than 20% of AI pilots reach production. The bottleneck is the data infrastructure, not the model.



Talent Pressure at Every Level

Skill gaps in AI, data engineering, and cloud make it hard to staff and retain the capability modern workloads demand.



Migration Risk and Timeline Pressure

Moving off Oracle, Informatica, or legacy BI carries real risk: data loss, disruption, and blown timelines without the right tooling and expertise.



Board-Level Accountability for Outcomes

India centers must now produce ROI, not utilization reports. GCC leaders are expected to demonstrate innovation, not just execution.

How KPI Partners Helps GCCs Win



Enterprise AI and GenAI

GenAI copilots, agentic workflows, and predictive ML from strategy to production in 90 days. Enterprise-safe, finance-validated, deployed at scale.



Data Platform Modernization

Accelerated migration off Oracle, Teradata, Informatica, and legacy BI to Databricks, Snowflake, Microsoft Fabric, and AWS. 2x faster timelines, 85%+ TCO



Data Engineering and BI Services

Scalable pipelines, modern data warehouses, and governed semantic models delivered in weeks. Trusted analytics your organization actually acts on.



Data Products Accelerator

Pre-built analytics for Oracle Fusion, Workday, SAP, Salesforce, and Dynamics 365, deployed in weeks. Business outcomes, not Gantt charts.



Build-Operate-Transfer for GCC Capability

We build your India capability pod, operate it to maturity, and transfer it cleanly: people, IP, and runbooks intact. No handoff drag,

GCC Impact Stories



Global Semiconductor Manufacturer: Unifying Enterprise Analytics with Microsoft Fabric

Revenue: Semiconductor Equipment Manufacturing | ~\$18.4B+ revenue.

GCC Footprint: Engineering and analytics teams across Finance, Supply Chain, Quality, and Field Operations.

GCC Context: Consolidate fragmented analytics and build a governed, AI-ready data platform for global operations.

Business Challenge: Disconnected tools across Azure Synapse, SSIS, and legacy ETL slowed decision-making across manufacturing, supply chain, and finance. Fragmented governance and inconsistent data ownership blocked AI readiness.

KPI Partners' Solution:

- Migrated to Microsoft Fabric with a Bronze-Silver-Gold Lakehouse ingesting data from SAP, Dataverse, CRM, Synapse, and APIs into a single source of truth
- Applied RLS, CLS, and RBAC governance, deployed optimized Power BI semantic models, and established CI/CD automation for trusted reporting

Business Impact:

- 60-80% improvement in report and dashboard load performance
- 40-50% reduction in manual intervention through notebook automation
- Governed, AI and GenAI-ready foundation with built-in lineage and security controls



Global Life Sciences Enterprise: AI-Augmented DevOps Platform on AWS

Revenue: Life Sciences (Clinical Development, Biopharma, Analytical Instruments) | ~\$42.9B+ revenue.

GCC Footprint: Platform engineering and DevOps teams across drug discovery, clinical trials, and LIMS.

GCC Context: Own and scale a compliant DevOps platform across 8+ product teams in a highly regulated environment.

Business Challenge: Manual release processes averaged 7-8 hours per cycle. Deployment failure rates ran 15-20%, MTTR was 4-6 hours, and compliance evidence collection required 15+ person-hours per audit cycle.

KPI Partners' Solution:

- Full DevOps transformation on AWS using CodePipeline, CodeBuild, CloudFormation, and CDK with AI-assisted development via Amazon CodeWhisperer and compliance embedded into the CI/CD pipeline
- Self-healing automation via AWS Lambda and EventBridge, full-stack observability with CloudWatch and X-Ray, phased rollout across 8+ product teams

Business Impact:

- 60-70% reduction in release lead time: from 7-8 hours to approximately 2 hours
- Change failure rate reduced from 15-20% to below 10%, achieving DORA High Performer status
- MTTR cut from 4-6 hours to under 1 hour; compliance evidence preparation fully automated



Global Renewable Energy Enterprise: Oracle EBS, SQL Server, and Salesforce to AWS

Revenue: Renewable Energy | ~\$1.47B revenue.

GCC Footprint: Data engineering teams driving enterprise-wide cloud migration across finance, supply chain, and operations.

GCC Context: Retire legacy SSIS workflows and build a unified cloud platform for timely financial and operational decision-making.

Business Challenge: A fragmented on-premises ecosystem spanning Oracle EBS, SQL Server, and Salesforce produced data availability windows of 12-24 hours, delaying financial reporting and operational decisions globally.

KPI Partners' Solution:

- Migrated all sources to a unified AWS platform using AWS DMS, Amazon AppFlow, and S3 with a governed Redshift analytics foundation orchestrated via Amazon MWAA
- Retired all legacy SSIS workflows and implemented zero manual production deployments through CloudFormation-based automation

Business Impact:

- 60% improvement in data availability: landing time reduced from 12-24 hours to 4-6 hours
- Complete elimination of manual production deployments
- 6-month break-even on cloud investment



Leading Automotive Aftermarket Retailer: AI-Powered Demand Forecasting and Supply Chain Optimization

Revenue: Automotive Aftermarket Retail | ~\$9.09B revenue.

GCC Footprint: Data science and analytics teams supporting demand forecasting and supply chain planning across 5,000+ stores.

GCC Context: Build AI and ML forecasting capabilities to drive supply chain optimization across a multi-tier retail network.

Business Challenge: Existing approaches lacked the granularity to measure true promotional impact across thousands of SKUs at store, regional, and company levels, making accurate pricing and inventory decisions impossible at scale.

KPI Partners' Solution:

- Harmonized retailer and market datasets and trained multivariate regression models with parametric controls to isolate true sales lift from gross lift
- Deployed an interactive scenario planning simulator enabling business teams to model different pricing levers

Business Impact:

- ROI improvement of greater than 10%
- Granular, accurate promotional impact measurement across thousands of SKUs
- Scalable forecasting foundation at store, regional, and company level



Global Industrial Manufacturer: AI-Powered Supply Chain Intelligence on Snowflake

Revenue: Industrial Manufacturing (Engine and Power Solutions) | ~\$34.1B revenue.

GCC Footprint: Supply chain planning and data engineering teams supporting global inventory operations.

GCC Context: Transform fragmented manual supply chain planning into an intelligent, real-time decision support system.

Business Challenge: Supply chain decisions depended on SQL expertise, static dashboards, and manual data consolidation. Transfer-versus-buy calls were made on incomplete data, and supplier lead times were pulled manually from contracts and emails.

KPI Partners' Solution:

- Snowflake Cortex-powered natural language planning assistant with automatic SQL translation via a semantic layer standardizing days of supply, stockout risk, and transfer costs
- Cortex Search for retrieval of unstructured supplier contracts, orchestrated through Cortex Agents to route queries across structured and unstructured data

Business Impact:

- Significantly faster supply chain insights, eliminating dependency on technical teams
- Improved decision accuracy combining real-time inventory data, cost factors, and policy constraints
- Reduced expediting costs and excess inventory through early stockout risk identification



Global Technology and Supply Chain Leader: Modernizing Customer Analytics with Adobe CJA and GCP

Revenue: Technology Distribution and Supply Chain Services | ~\$50B+ revenue

GCC Footprint: Data engineering and analytics teams driving customer journey analytics modernization across global channels

GCC Context: Replace a legacy analytics platform with a unified, AI-ready foundation delivering real-time insights across all touchpoints.

Business Challenge: Legacy Adobe Analytics created fragmented customer views and performance bottlenecks at scale. Near real-time event forwarding into GCP was not possible, blocking predictive analytics initiatives.

KPI Partners' Solution:

- Migrated to Adobe Customer Journey Analytics with unified cross-channel view and real-time event forwarding into GCP
- Integrated AI modeling in GCP for predictive analytics, replacing siloed reporting with a governed, scalable foundation

Business Impact:

- 40% reduction in operational costs
- 100% improvement in reporting timeliness: report refresh cycles reduced to 4 hours
- 360-degree view of customer interactions achieved across all channels



Global Food and Beverage Leader: Scaling SAP BOBJ Reporting Capability Through Expert Staff Augmentation

Revenue: Food and Beverage | ~\$91B+ revenue

GCC Footprint: BI and reporting teams across finance, sales, and supply chain

GCC Context: Restore reporting velocity and scale enterprise BI capacity to meet growing business demand across global functions.

Business Challenge: A global food and beverage leader's India GCC was unable to keep pace with rising demand for enterprise reports across finance, sales, and supply chain. Decision-making was delayed, business stakeholders were waiting on critical data, and the cost and time required to hire certified BOBJ talent internally made rapid scaling impractical.

KPI Partners' Solution:

- Embedded certified SAP BusinessObjects specialists directly into the GCC's BI team, restoring reporting throughput without disrupting existing delivery commitments
- Delivered on-demand expertise across report development, universe design, and platform maintenance, giving the business faster access to the insights it needed

Business Impact:

- Critical reporting backlog cleared, restoring stakeholder confidence and decision-making velocity
- Business teams regained timely access to finance, sales, and supply chain insights
- GCC scaled its BI capability on demand without long hiring cycles or permanent headcount cost



Global Fashion and Apparel Brand: Building an Enterprise Data and Analytics Platform for a New India GCC

Revenue: Retail / Apparel | ~\$1.5B revenue

GCC Footprint: Data engineering, analytics, and BI teams transitioning support from EMEA and APAC into India

GCC Context: Establish the India GCC as the centralized analytics hub, replacing fragmented regional IT operations with a scalable, governed data platform.

Business Challenge: A global apparel brand's newly established India GCC inherited inconsistent data processes, manual reporting workflows, and no standardized pipelines across regions. Finance teams spent significant time on manual FOB analysis, delaying cost decisions and limiting the GCC's ability to demonstrate early value.

KPI Partners' Solution:

- Built an end-to-end data platform with incremental ingestion pipelines, dbt-powered data models, and CI/CD automation
- Automated the finance FOB analysis workflow end-to-end, integrating data preparation directly into Power BI and eliminating manual spreadsheet processing

Business Impact:

- Finance teams gained faster, more accurate cost insights, improving planning and decision-making velocity
- Manual reporting effort significantly reduced, freeing the GCC to focus on higher-value analytics delivery
- Scalable, governed data foundation established to support the GCC's growing enterprise analytics mandate

Your GCC's next breakthrough starts with one conversation.

How We Fit Your GCC Talent & Solution Needs

KPI Partners' different engagement models provides partners, a wide range of capability enablement that can fit their operating model providing flexibility to select the combination of models to accelerate your digital enablement.

Staff augmentation Models

Permanent staff

- We bring the staff to suit existing staff
- KPI shall govern, train and upskill

Temporary staff

- Freelance resources
- On-boarded for agreed period of time bound project

POD

- Hire and build team(s) as per customer specifications
- Accountable for managing development and operations of engagement

BOT

- **Build:** onboard talent, build scalable products from day one
- **Operate:** scale the teams as you grow while we operate and manage the teams
- **Transfer:** transfer the IP, and talent and intelligence seamlessly

Solution based Models

- We will evaluate to understand requirements
- Build solution approach
- Enable our technical expertise Work aligning to SLA, KPI ,cost

Enterprise AI Lab: POC in 90 days

A focused lab engagement that takes a GenAI or agentic AI use case from concept to a working, measurable proof-of-value in 90 days. Built for GCCs that need to demonstrate AI impact to global leadership, fast.

90

Days to POC

1

Use case focus

3

Outcomes defined



TALK TO
A KPI PARTNERS SPECIALIST



Simplifying Data,
Scaling Enterprise AI.