

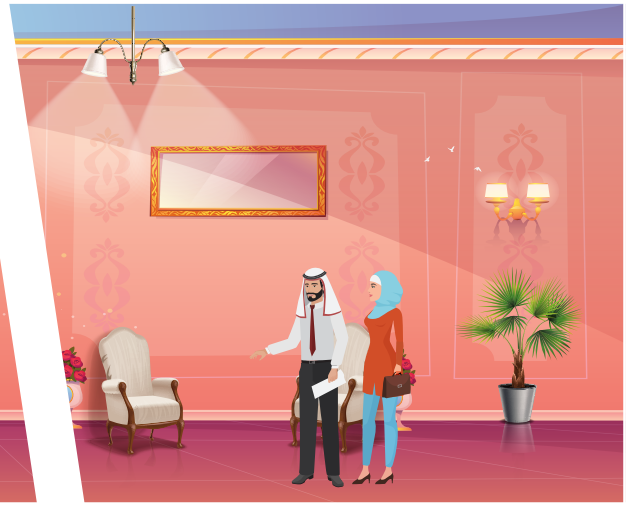
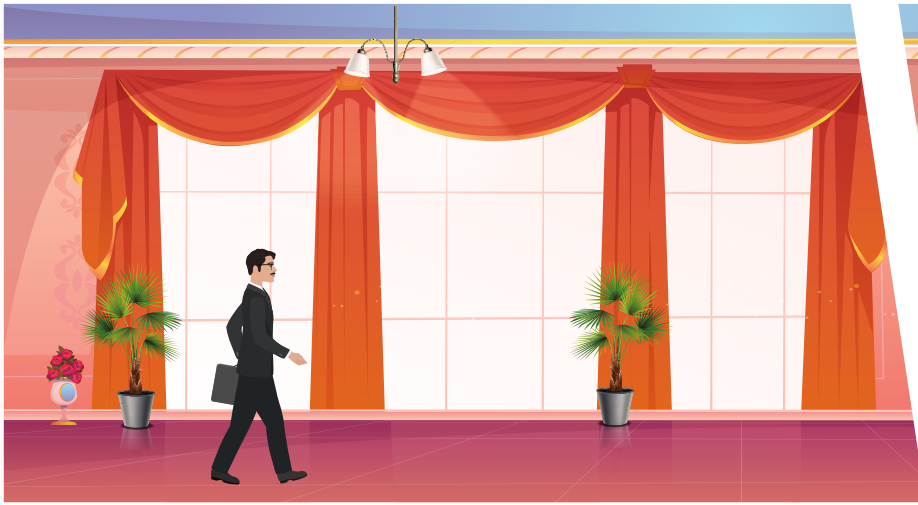
Conquering the Digital Dunes







Hello, I am Atul Alase
from LTI.
I will take you through the
story of how LTI and
Injazat are partnering to
accelerate digital
transformation in the
Middle East.



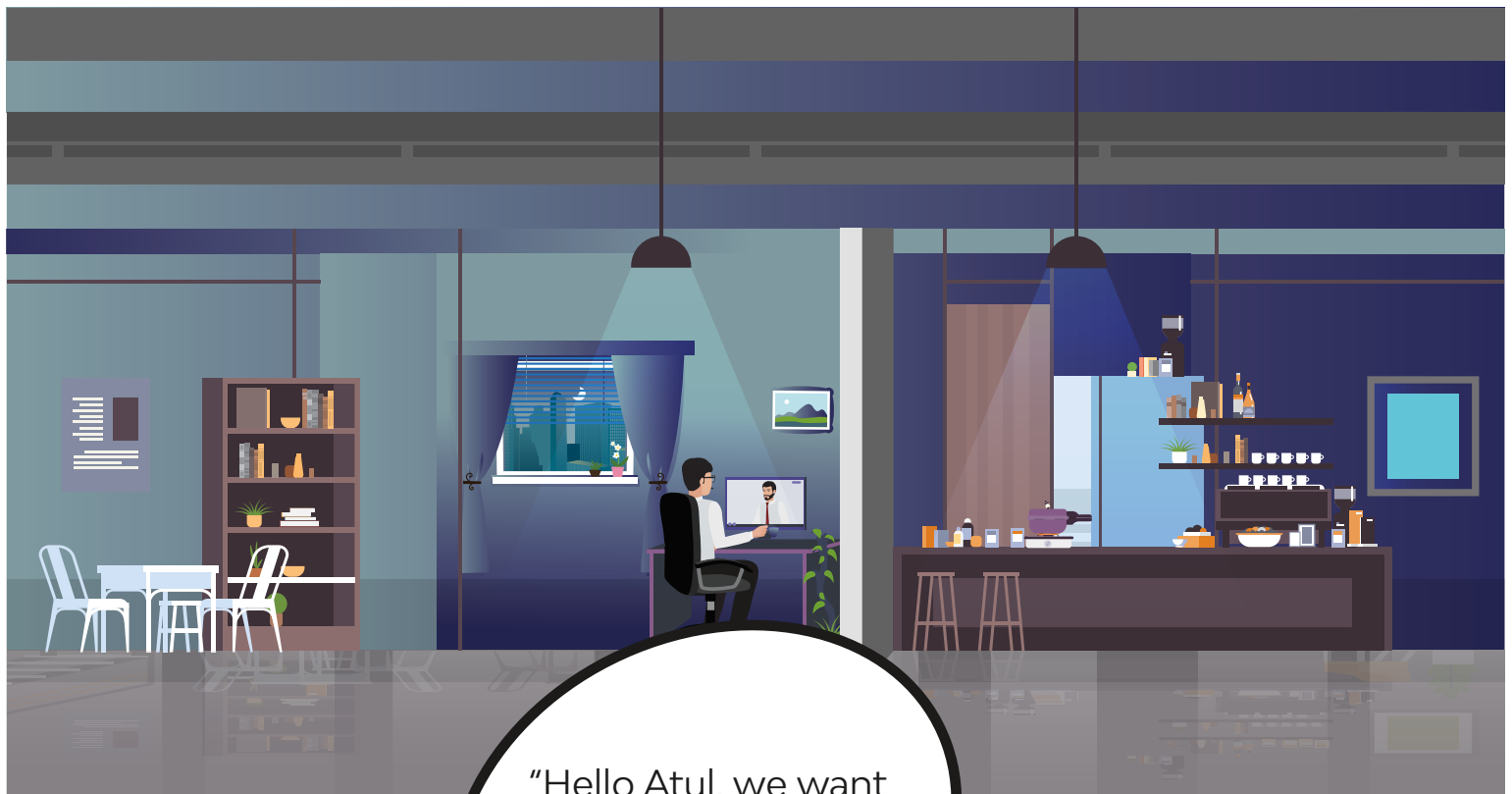




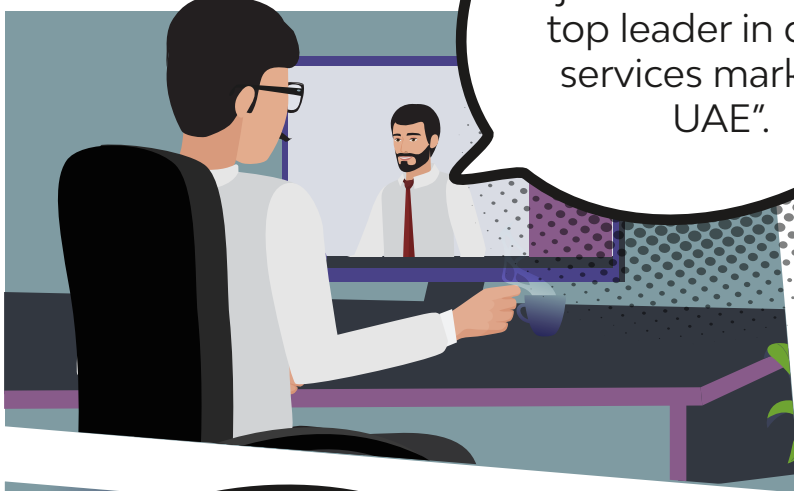
What's the first thing
you do when you win a
large, strategic
engagement?
Celebrate, of course.



That's precisely
what I did when LTI
won the prestigious
engagement with
Injazat.



"Hello Atul, we want Injazat to become the top leader in digital services market in UAE".



"Sure, we do believe that we can make this happen for you".



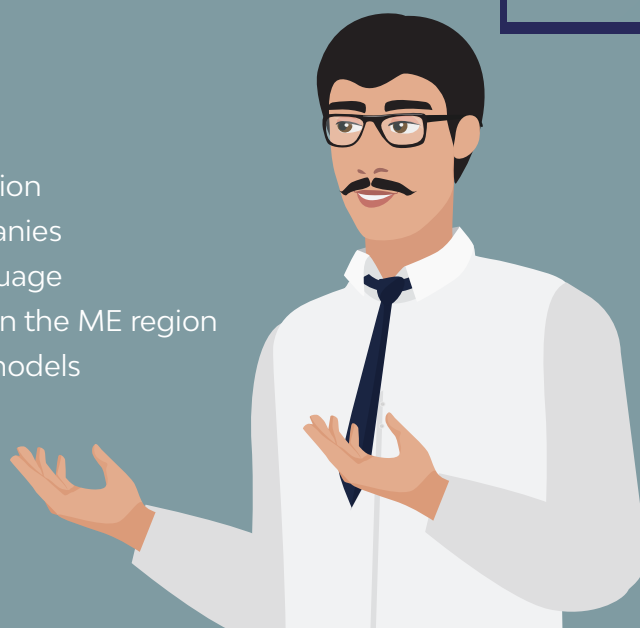



We expect an upside from cloud projects, ERP and digital transformation projects, and a joint go-to-market in the Middle East with LTI.

Several major players were screened and evaluated, but eventually, LTI was the preferred partner of choice.

Injazat saw value in LTI because of our:

- L&T heritage and engineering DNA
- L&T's strong presence in the middle east region
- Experience in working with major ME companies
- Ability to embrace the local culture and language
- Investment in client, technology, and space in the ME region
- Experiential connects and innovative work models
- Client centricity

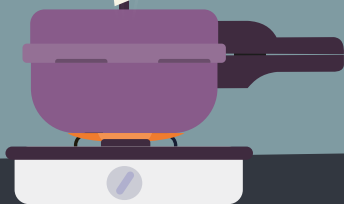




Little did I know, it was just the start of a bruising process that would take two more years. This is a story of determination, resilience, and many, many video calls.




2018





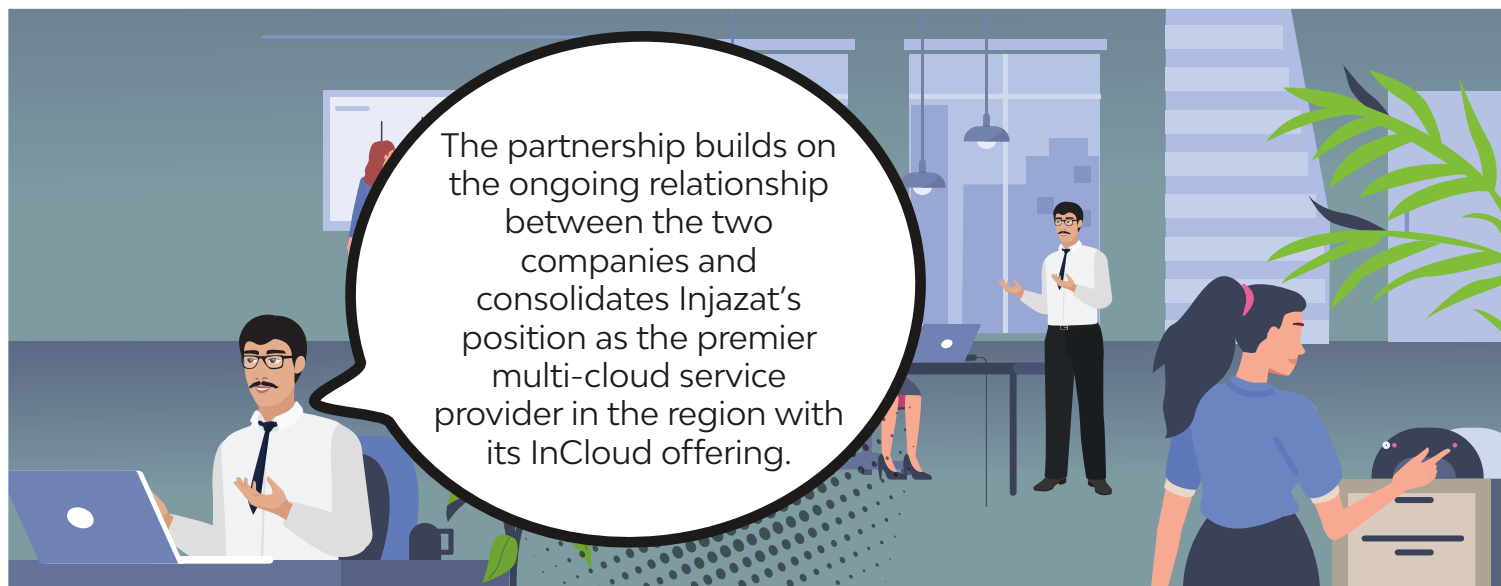
The struggle was not over yet. Because of the pandemic, everything was more difficult. Trying to convince the client remotely with endless video calls wasn't easy.





Instead of local,
let's go offshore.
Flexible and
efficient."

Sounds good!



And that's how LTI established itself as a digital and cloud transformation partner with Injazat in UAE.

I am glad to be part of this gutsy story of resilience and faith. Faith to outdo and evolve. Faith to solve for our customers, always.

Experience more such success stories.
Do tell us which one is your favorite.

Connect with us at
info@Intinfotech.com