

Rajkumar Meenakshisundaram

Your Strategic Partner for Solving GCC Challenges



1. Meet Raj: Driving Transformation & Creating Value - Where It Matters

Credentials that Deliver:

- Chartered & Cost Accountant (India), CMA & CFM (USA)
- Certified in Digital Transformation (ISB Hyderabad), Independent Director
- 28+ years across Cognizant, Shell, SCB, Maersk, Agility & Consulting roles
- Principal Consultant, Sumedhas Value Sourcing Pvt. Ltd.

Why Rajkumar?

- Cost Strategist: Optimizes costs through automation and redesign.
- Transformation Leader: Elevates shared services to business partnering
- Talent Architect: Builds high-performance, future-ready teams, ownership driven
- Digital First: Drives data-led decisions through Six Sigma, RPA and analytics

2. GCCs at an Inflection Point: Rising Costs, Low Strategic Impact

The Reality GCCs Face:

- Soaring Costs: Indian GCC staff costs surged from 65.9% (2020) to 76.2% (2024)
- Missing Strategic Value: Limited innovation and business alignment
- Talent Tug-of-War: Costly hires in AI, data, cybersecurity with minimal returns
- Maturity Gap: Only 8% of GCCs are top performers; 66% are average, 6% underperforming
- Risk of Stagnation: Without transformation, GCCs face irrelevance

(Source: Business Standard, 15 June)

3. Solving Today's GCC Challenges: Rajkumar's framework

<i>Challenge>Ideal state</i>	<i>Strategic Response</i>
<i>Rising Costs> Optimal costs</i>	Automation, process reengineering, outcome-based costing - Delivered sustainable savings across functions.
<i>Low Strategic Maturity>Value adding partner</i>	Shift from transactional execution to strategic business support – Elevated GCCS up the value chain
<i>Talent Pressure>Ownership driven talent</i>	Leadership development, upskilling programs, retention initiatives - Boosted morale, productivity, and built high impact teams.
<i>Weak Business Alignment> Shared goals</i>	Insight-driven decision making, initiative-taking stakeholder engagement - Secured trust and strategic alignment.
<i>Efficiency Gaps> Efficient and Effective</i>	Continuous improvement, digital enablement, Six Sigma methodologies

4. Real-World Impact: What Stakeholders Say

Leadership in Action:

- "Raj was resilient during 2020. Demonstrated true leadership." — SVP Finance, Agility
- "Internal customers noted significant improvement." — Global CFO, Agility
- "His professionalism helped finalize integration swiftly." — EVP Finance, DSV Panalpina

"I had the pleasure of working with Raj while I was the Global CFO for Agility GIL. Raj was hired to lead our global shared services centre in Chennai, India, and he arrived into a pretty big challenge. We were in the middle of a global finance transformation project, where we were migrating our country businesses from a legacy accounting system into Oracle financials, and simultaneously migrating certain functions into the global shared services center.

Raj inherited a Global SSC that had various challenges - inconsistent performance to the business, a lack of management creditability in fulfilling its commitments, strong growth expectations in support of our transformation project. Raj jumped in to address all of these issues, and did an excellent job of building creditability with the local and regional CFO community, standardizing a lot of the service execution and significantly improving the implementation and on-boarding of new countries into the SSC.

Raj successfully navigated a number of challenges and displayed an excellent level of transparent communication and personal engagement with key stakeholders. He is a high quality leader and I strongly recommend him for a leadership role. "– **Mike Bible, International C-suite Executive** |

(Global CFO, Agility – Past, CEO IDC Logistics - Current)

Peers and leaders describe Raj as:

- ✓ A rare combination of big-picture thinker and detail-oriented executor.
- ✓ A catalyst for change with a calm demeanor and inspiring leadership presence.
- ✓ A grounded, collaborative mentor who brings clarity, humility, and spiritual maturity to the workplace.

Conclusion: A Trusted Advisor for Future-Ready GCCs

Rajkumar is uniquely positioned to help GCCs navigate today's toughest challenges:

- Optimal cost that delivers high impact and value
- Unlocking maturity and innovation & building future-ready, resilient, scalable teams
- Strengthening business partnerships for long-term success

Enabling a seat at the table with the business for the GCCs as a trusted partner

Talk @ +91 9840764537 / 9363634537

Write @ - rajkumar@sumedhas.com , tsmraj@gmail.com

Connect @ www.linkedin.com/in/rajkumar-meenakshisundaram-588b522