



RighIT Solutions: Delivering Excellence through a Unique Partnership Model

A multitude of professional services organizations today are heavily engraved into identifying the key differentiator that would create a positive impact on their businesses. Conventionally, a lot of their focus is bestowed upon the generic approach of service or product optimization or technological incorporations to automate the operations. However, crucial elements that significantly create the difference in the credibility of an organization are the company culture, the work-force, and the vision driving it forward. Embarking on an entrepreneurial venture with this ideology in mind, Manish Bhansali (Managing Partner and CEO, RighIT Solutions) and Ruby Sandhu (Managing Partner and President, RighIT Solutions) marked the foundation of RighIT Solutions. Witnessing closely the unwarranted mass layoffs of large corporate firms where employee factor gets overshadowed by the cost factor, the founders of RighIT decided to create a firm with an employee-centric culture, accompanied with one of industry's best benefit packages and profit sharing model for its Senior Partners. No doubt that RighIT is featured as one of the Top Places to Work. Ruby Sandhu says, "Our company was created on a motto of happy employees equal to happy customers. We stand unique because we take care of our people and have the ability to attract top talent".



Ruby Sandhu, Managing Partner & President

With their core strength in ERP sector (Oracle, SAP, PeopleSoft, Salesforce, and Workday), the founders and the partners of the company bring their strong domain expertise in helping their clients to strategically plan and discover the best available ERP solutions, innovate core operations, optimize their ERP capabilities, and provide seamless implementation of these solutions. The company has also formed a strong alliance with Equinix as a partner for its cloud offering as Equinix provides a very unique interconnection architecture for the client organization while strengthening RighIT's partnership

portfolio from a cloud offering standpoint. The company also extends its services to provide cybersecurity implementations for its clients. Recently, by acquiring reselling rights for a leading cybersecurity company called Paladion, the company is facilitating high-end security implementation for its clients focusing highly on application level security and providing clients with actionable plans that help reduce risk and costs while increasing compliance. RighIT is currently engaged with a Fortune 25 company in the cybersecurity space doing a Breach Assessment exercise leveraging the Paladion suite of products.

Leveraging its robust partnership model, RighIT completed one of the most successful global implementations of Oracle Leasing and Financial Management for a multi-billion dollar global company. The project was sizeable and was highly successful and was delivered efficiently in an Onsite/Offshore model with less than 10 consultants in a record time. Despite of the speculations and predictions of leading industry players estimating the time period of the project like this to take more than two years, RighIT accomplished the goal within the time period of 12 months and well within the budget. The company after setting an incredible example is planning to use this model and template for other major engagements and its future Oracle ERP clients.

The RighIT started off its technical offshore operations in India last year and later also expanded its stronghold to Canada through a major client engagement. The company currently serves a significant part of the North American market encompassing some of the large Fortune 1000, Fortune 100, and Fortune 25 companies and plans to spread its reach into South America in the near future. **CA**

With over 20 years of industry experience in the ERP space, the duo built RighIT Solutions around a central idea of establishing a 'Partnership based firm'—an idea of an organization with stakeholders comprising of senior industry professionals, leveraging their combined experience to provide best-in-class consultancy services for ERP implementations to clients worldwide. With the help of this unique model the company garnered success within a short span of two years with over 16 clients and a work-force of 50 and continues to expand its prominence growing beyond ERP services to form partnerships in IT services, Data Analytics, Cloud, and Cyber security domains. Sandhu states, "Our clients have never viewed us as a vendor providing consulting services but more as a trusted partner, working with them hand-in-hand has highly attributed in developing the company's roadmap and attracting the top talent in the industry."

Top 25 ERP Solution Providers - 2017

Today, companies look to leverage the ever-present reach of the internet. CIOs expect to access data without restrictions of time and location. As the reluctance to embrace cloud has faded in recent times, the current crop of ERP solutions is more mobile and cloud-based. Integration of social media aspects into ERP systems have made them more out-reaching. While, these new trends of ERP are much appreciated by the clientele, ERP systems are still expected to be 'flexible' enough to meet the changing needs of a business enterprise and 'independent' enough to be integrated and detached whenever necessary without affecting other functions within a business corporation.

ERP covers a vast array of functions therefore any enterprise implementing these solutions into their business system can choose to be specific in their approach. While, a number of solution providers choose to cater to large MNCs, many choose to only serve specific industry verticals or provide ERP products specifically designed to meet the needs of an enterprise with a specific budget. With a vast number of vendors to choose from, the task of deciding on a solutions provider can be an overwhelming one.

Therefore, the current edition of CIO Applications presents "Top 25 ERP Solution Providers 2017" to help business corporations to find their ideal business partner. The organizations featured are some of the most prominent ones in the industry, chosen on the basis of their comprehensive range of offerings, infusing cost-effectiveness and inducing operational efficiency. The aim of this proposed list is to help SMEs and corporations find a befitting ERP solution provider, that helps in achieving their set business goals.

Company:

RighIT Solutions

Key Person:

Ruby Sandhu
Managing Partner & President
Manish Bhansali
Managing Partner & CEO

Description:

Provides management, technology, and strategy consulting firm delivering market-leading results to customers in the Commercial and Public Sector industries

Website:

righitsolutions.com