

# INNER **REVIEW**

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*Accelerating Businesses*

CONSULTANT  
*of the Year 2021*



MR.  
**RAJESH  
SABOO**

Founder & CEO

ideas **4** Transformation



# ideas 4 Transformation



**Mr. Rajesh Saboo**  
Founder & CEO

The world has come a long way in terms of technology. Where technology has made life easy, it has also made competition difficult. The dynamics of the tech industry demands innovative transformations that can create a dent in the universe. In the era of digitization, being updated with the newest technologies can help businesses to steer. i4T is a whole big family of passionate people striving for the only purpose, 'The Transformation'

i4T is the brainchild of Mr. Rajesh Saboo (Founder & CEO), an ace and eminent leader instrumental in the growth of every organization (Future Group, Raymond Limited, Ashok Piramal Group, Aditya Birla Group & Wadia Group) with which he has associated.

A technocrat with 34+ years of industry exposure in IT, retail, manufacturing, supply chain, logistics, and business services, Rajesh has instilled all his prowess in i4T. Under his aegis, i4T has secured a clutch in the industry, as

one of the reliable firms that operate as a highly professional partner for retail consultancy.

i4T offers solutions, products, and services for capturing, analyzing, and transforming business needs by using technology innovations and analytics models. Their offerings are ingenious and highly adaptable at the same time, and they have made it possible with their relevant partner ecosystem.

The key esteemed customers of i4T are Burger King, Devyani International Ltd (Pizza Hut, KFC, Vaango & Costa Coffee), Sapphire Foods (KFC, Pizza Hut), Burman Hospitality (Taco Bell), Metro Brands (Metro, Mochi, Crocs), Vishal Mega Mart, YUM Group, Future Group and Columbia Sportswear, to



**Proud of I4T Brand**

name a few. I4T developed Software products & Mobile Application have a unique offering for problem-Solving and business expectation at the CXO level. Leveraging the partnership & their Retail understanding, i4T offers top-class business solutions for large & small retailers, shopping malls, warehouses, and much more.

## Products & Services

Being updated with the new and modern technological advancements is the need of the hour for any business today. Understanding this well, i4T continues to innovate and upgrade their solution offerings, that can cater to every need of every business in all verticals. i4T truly dominates the industry with its position as a leader in the techno-led business consulting space. Its sole aim is to provide products and services that are unique, differentiated, and standing up to their legacy in the technology domain by offering new-age techno-powered AI-based solutions.

i4T's differentiated plethora of services and products include:

- ▶ People Counting Solutions using Footfall Devices
- ▶ Video Analytics using CCTV & AI Device
- ▶ Android based Retail POS Solutions Mobile App. - Retail KPI Sales, Inventory & People







**Corporate Office : Thane**

- ▶ Self Ordering Kiosk Solutions / Endless Aisle
- ▶ Magic Mirror for Fashion & Beauty
- ▶ Digital Signages , In-door Navigation
- ▶ Shopping Mall Management & Automatic Daily Sales Reporting Solutions for Revenue Sharing Agreement
- ▶ Integrated Managed IT Services, Infrastructure for Retail Stores
- ▶ Digital: Omni Channel Solutions for QSR & Cloud Kitchen
- ▶ Trace & Track: Fixed Asset & Inventory Audit Software, Infrastructure & Services (RFID & Mobility)

## **Climbing New Heights Consistently**

Every successful company has its ups and downs, and the road for i4T was also one with its fair share of hurdles and achievements, but one thing that remained consistent was their unwavering spirit and their aim to provide the best to their clients. Like every business, they also faced challenges in attracting good talent, once attracted, they could retain them and offer good services. Another major challenge they tackled well with is to maintain the cash flow and growth plan aligned. And this continued to be an issue for the company during these pandemic times as well.



## Life & Business Partners

### Rajesh & Manju Saboo

#### Founder's Corner

Mr. Rajesh, an industry veteran, has been influencing Business Transformation, Innovative Technology Solutions adoption & Change Management agent in leading corporate houses like Future Group, Raymond Limited, Ashok PIRAMAL Group, Aditya Birla Group & Wadia Group. He has had an enriching 34+ years of Industry exposure in Information Technology, Retail, Manufacturing, Supply Chain, Logistics, and Business Services.

In 2016, Mr. Rajesh established i4T, a firm with a vision to transform different business verticals with technology innovation. Before starting i4T, Mr. Rajesh was part of the Senior Management Team of Future Group, working as Sr. Vice President - IT Services, responsible for the Technology & Communication needs of the entire group for Retail & Supply Chain. He was also part of the Leadership team of Strategic Way Forward vision in Raymond Limited and Future Group.

He has won many industry awards and accolades for Transformation initiatives leading to Business transformation, cost optimization, business operation effectiveness, and technology innovation from independent houses like IDG, IDC & CORE.

This year 2021 has been a great start to i4T being recognised by independent media houses like Silicon India (Top 10 Promising Retail Consultants -2021) and Enterprises World (The Most Admired Companies of the year 2021).

Rajesh is a firm believer in Simplicity & Speed in all spheres of life and has embarked journey of being integral part of Retailers Technology transformation initiatives.



## Staying Ahead in the Competition, Always

The workplace is one of the fundamental factors that businesses' productivity relies upon. Offering legitimate rewards and acknowledgments, the organization guarantees that its employees get full kudos for their savvy work and get inspired to innovate more. i4T also arranges different training for the team to learn, grow and achieve.

i4T's unique and innovative solutions were not only technologically and cognitively ahead but, to this date, are far more advanced and sophisticated than any other company in the space. They have established themselves as a one-stop solution for all problems and services related to retail, mall, and warehouse management solutions. Their solutions are user-friendly, easily accessible, providing their clients with a sense of familiarity and confidence, working for their growth and development, and instilling loyalty and faith in i4T.

### **i4T' unique leadership position in IT Managed Services for QSR (Restaurants)**

i4T provides proactive solutions, monitoring & proactive management with integrated Service Excellence, taking end to end accountability and enhancing customer satisfaction bringing cost benefit & continuous improvement.

At i4T we pay utmost attention to IT management of infrastructure, as IT in today's world acts as a back bone of any organization. We at i4T have expertise in IMS and help our clients better manage IT infrastructure with ease, helping clients to focus on the other important activities of the organization that would generate more revenue and end customer satisfaction.



**Rajesh with Prerana, Mamta & Dhanshree**

### **Customized IT Managed Services Model for Retailers**

- Dedicated Support Model
- Shared Model: Per Store / Site
- Call Basis Model
- Project based Model

### **Services Offered**

- Stores, Warehouses & Offices Physical Support





- Service Desk & Remote Support
- Retail POS Migration
- New Store Opening
- Asset Management
- Data Centre & Network Management
- Store Facing Application Support

## **I4T' unique advantages for the Customers**

- I4T is having Pan India Presence (Direct Presence Cities – 35 & Network Presence Cities – 45)
- Trained Engineers capable of handling variety of scenarios

- Engineers equipped with i4T Mobile App. for Services Management
- 16\*7 Support Window
- Knowhow of Retail/ QSR Operations
- Serving approx. 2000+ Stores, Warehouses & Offices

Our Core objectives for Business needs are -Resultant Design Principles for long term, sustainable low cost model, capability to create capabilities, group sourcing hub, Solution driven, provide talent through opportunity and environment to create an unique and valuable business which leads to reduced cost and capital expenditure, increased control and compliance, enhance customer experience revenues.

## **The Future Proceedings**

Today, as new technology is rising with every new dawn, businesses need to adopt advanced and modern technologies to accelerate their business processes. If a business still relies on traditional practices, it might be holding its growth back.

Keeping this in mind, i4T continues to innovate and upgrade their solution offerings that can cater to every need of every business in all verticals. Under the 360-degrees visionary leadership of Mr. Rajesh Saboo, i4T is taking a step ahead in the market with



**Rajesh in Future Look !!!  
with Mentor's book  
"It Happened in India"**

- ▶ Consolidating the Solutions and Services
- ▶ Focus on Customer-Driven Solutions
- ▶ Focus on Value-added Services
- ▶ Re-design People Structure to Matrix Organization
- ▶ Increase City Presence
- ▶ Partner with Engineering & Management Institutes for inducting Fresh Talent
- ▶ Customer base consolidation and penetrate more Services
- ▶ Partner Ecosystem Consolidation

- ▶ Onboarding Mentors & Consultants
- ▶ Re-Organization for Growth
- ▶ PMO driven New Services
- ▶ People 1st Approach
- ▶ Focus on Make / Assemble in India

i4T knows that Innovation is the calling card of the future and strives to keep innovating.

**By combining i4T's Retail, Technology & Infra capabilities, and unparalleled understanding of the Indian consumer – we could jointly create Retail Magic !”**



**Work Smart , Enjoy & Celebrate Smallest Opportunities.**