

# 'We are pivoting to AI as a cornerstone of our new strategy'

*LTIMindtree aims to evolve into a \$10-billion organisation by blending organic growth, with a significant pivot towards artificial intelligence. Debashis Chatterjee, CEO and managing director, in an interview with Padmini Dhruvaraj, discussed the company's strategic focus areas and goals amidst a challenging macroeconomic landscape. Excerpts:*

**How strong is your current deal pipeline, and what trends are you observing in terms of new deals and client interests?**

Our current deal pipeline is robust, particularly with a strong emphasis on large deals. We continue to observe a high volume of cost takeout and vendor consolidation deals, which reflect the current priorities of our clients. Additionally, we are noticing a small uptick in high-priority transformation deals, indicating a growing interest among clients in strategic changes that drive long-term value. AI-led deals are also gaining trac-

tion, with ongoing discussions about embedding these solutions into larger engagements. While the scale of AI-led deals is still emerging, their integration into broader projects is a promising trend.

**How are you ensuring growth given the poor macro conditions in the US and Europe?**

We are proactively managing growth despite the challenging macro conditions in the US and Europe. We closely monitor the evolving situation and its potential impacts, ensuring that we remain responsive and adaptable to any significant changes in the business environment. Our balanced portfolio enables us to leverage our competitiveness in vendor consolidation initiatives and cost-efficiency programmes, which are crucial in this climate. We recognise the rebound in discretionary spending and are strategically positioned to benefit from shifts in spending priorities.



**How are you seeing AI linked large deals? Are you seeing any standalone deals?**

We are observing that AI is becoming increasingly integral to our clients' strategies. From polling our top 100 clients, nearly 85% are actively engaged with AI in some capacity, indicating its pervasive impact on virtually every aspect of their businesses. Most of our current deals focus on preparing enterprises for AI adoption, which translates into numerous projects related to data engineering, data lineage, governance and platform development. While standalone AI deals are emerging, the majority currently integrate AI into larger engagements, reinforcing the importance of this technology in our overall strategy.

**Looking ahead, what are the key challenges and opportunities you foresee for LTIMindtree in the global market?**

Among the challenges, we must navigate macroeconomic uncertainties. Additionally, incidents of cybersecurity

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breaches remain a critical concern for the business ecosystem, highlighting the need for robust security protocols.

**What outcomes have you observed from your expansions into regions like the Middle East and Brazil?**

Our expansions into these regions have yielded significant outcomes. In Saudi Arabia, we recently opened our regional headquarters in Riyadh, marking a key milestone in our expansion strategy for the Middle East. This move is bolstered by our new joint venture with Saudi Aramco, which aims to deliver IT

services across the Middle East and the MENA region.

**Following your ambitious target of reaching \$10 billion by 2030, can you elaborate on the shorter-term goals and milestones that will help achieve this?**

Our aspiration is to evolve into a \$10-billion organisation, although pinpointing a precise timeline is challenging due to the uncertain macro environment. In the shorter term, our focus will be on several key milestones. These include the successful ramp-up of past deals, securing new MSAs (master service agreements), and capitalising on vendor consolidation opportunities where we are favourably positioned.

Our portfolio is now better balanced, allowing us to consolidate during downturns and capture discretionary spending when it returns. Additionally, we are pivoting to AI as a cornerstone of our new strategy: Everything in AI, AI in Everything, and AI for Everyone.