



Mohan Subrahmanya

Country Leader & Executive Director
Insight Direct India Pvt. Ltd.



As GCCs in India evolve from cost centers to innovation hubs, how is Insight enabling them with end-to-end capabilities—from cloud transformation and modern infrastructure to scalable, agile operations?

Insight India contributes as a Global Capability Centre (GCC) and serves as an important hub for Insight's global innovation.

The center focuses on cloud transformation and modernization, enabling multi-cloud solutions across Microsoft, AWS, and Google, along with application modernization. In order to speed up digital transformation at scale, the center is also being reinforced with AI, security, and scalable infrastructure services. Initiatives for cross-skilling and ongoing learning further give India teams the ability to produce creativity, efficiency, and agility. By doing this, Insight is enabling its India GCC to transform into a genuine innovation hub, which is essential to furthering the business's global AI-first strategy.

What sets Insight apart from competitors in the global market, and what can we expect from the company in the next one to two years—especially in terms of cybersecurity, responsible AI, and talent development?

Insight is poised to become an AI-first solutions integrator with

global capabilities in cloud, data, infrastructure, cybersecurity, and managed services via top technology partners. We distinguish ourselves by seamlessly bridging strategy with execution, turning advanced technologies into measurable business impact and lasting value for clients worldwide.

In the next one to two years, a significant focus will be laid on increasing the security resilience of AI implementations and advancing accountable AI governance, which includes establishing Centers of Excellence, enhancing validation and embedding ethics in new solutions. Organization-wide, continuous learning programs will drive AI literacy which will include incorporating tools like CoPilot and ChatGPT in hiring and day-to-day work to create a future-ready workforce that can harness the full potential of AI-enabled enterprise. ■

At Insight, our AI-first vision shapes how we innovate globally. India plays a key role in this journey. The India offices operate as a Global Capability Centre (GCC) with a focus on building and scaling AI-driven solutions for businesses around the globe. We are embedding AI into every layer of the business to make it practical and scalable. We are modernizing operations, unlocking data value, and driving measurable results. Our goal is to integrate AI into every business layer, empowering clients to achieve efficiency, agility, and innovation. Transformation is most visible in software development, sales and client engagement, and enterprise operations through AI-powered tools and automation.