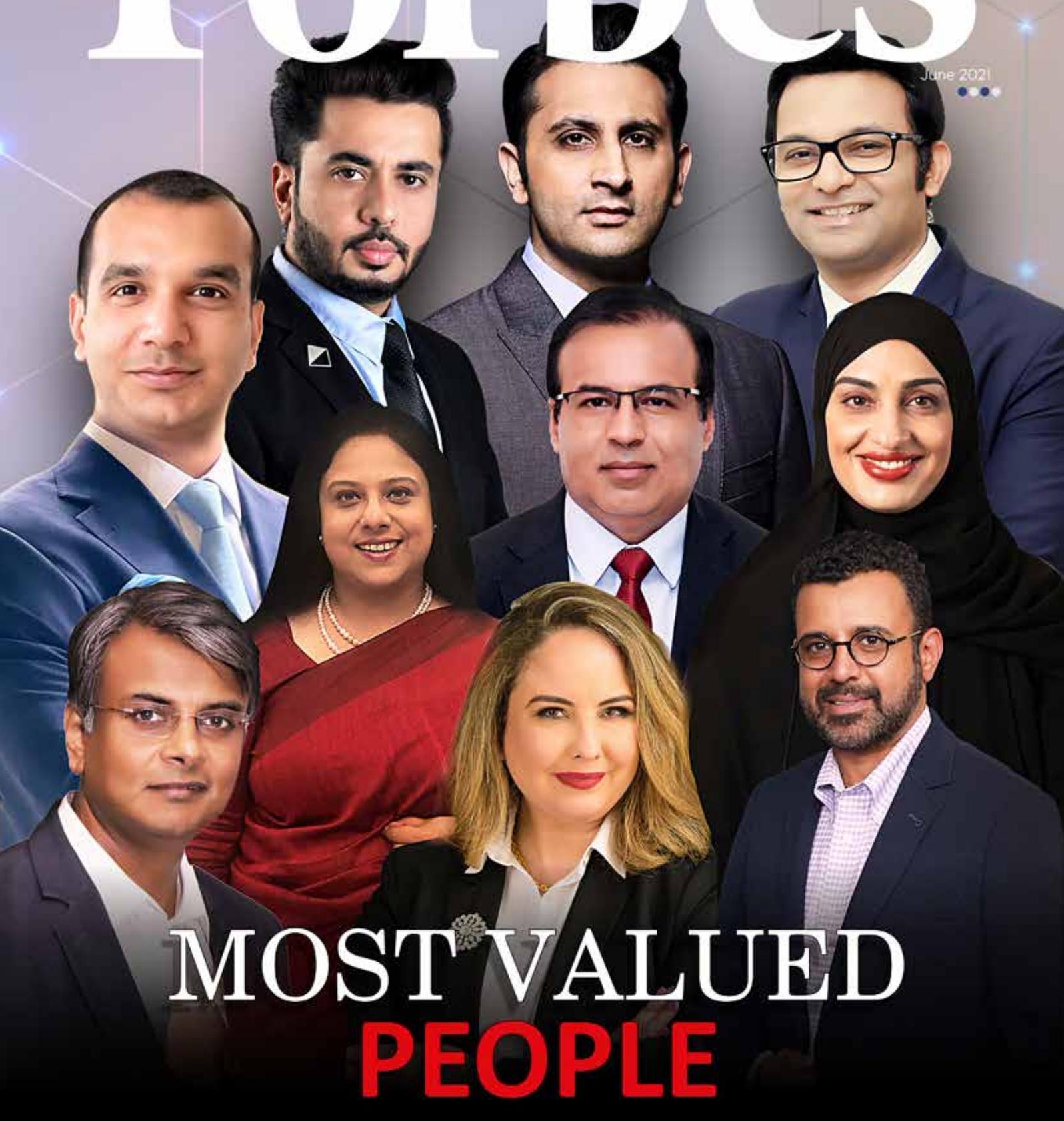


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Grace

Grit and the golden touch of Feroz Khan

Feroz Khan is a towering man who juggles nick names and personalities effortlessly. From being endearingly called “Pappu mechanic” as a child for his ability to take apart all machines and fix them better than before, to being admirably addressed as a “geek techie” while a digital professional – Khan’s journey is what history is made of. The founder and CEO of DigiFlynt has traversed an interesting path – from studying in a small town at Gomia in Jharkhand, India, to now spending sunny days at beaches and balmy evenings at Burj Khalifa and Dubai Marina. His grit glitters bright, and he is a gentleman with the touch of Midas.

Khan is a graceful and compassionate individual who wants to propel digital transformation in India and his current career is spiralling him towards becoming a global thought leader in the field of technology. Socially applauded for being generous, Khan has kept his middle-class values intact and strenuously worked over the last 23 years in varied roles, verticals and industries and finally the successful establishment of DigiFlynt in 2021. But the journey has just begun for the man who swears by long drives with family and soulful ghazals as well as Hindi music.

Khan began with enterprise technology and now stands a stalwart in digital and emerging technology. He has a graduate mechanical engineering degree and a post-graduation degree in business administration. He is also a SAP, SFDC, PMP and ITIL certified professional.

Khan started his career as an engineering trainee with an oil company doing maintenance of heavy machineries and equipment. In his own words – one half of his career, 12 years, were spent in domains such as oil and gas, consumer goods and retail-led technology and the other (till now) has been consulting across various industry verticals. He has been involved in strategy and management at consulting firms like BCG and KPMG where he performed excellently in digital and emerging technologies and leading digital transformation projects for various banking and financial services.

A man who never fears rolling up his sleeves and getting his hands dirty in the game, consulting was the biggest turning point and, according to him, the best years of his career till now. Herein, he advised multiple clients, transformed



FEROZ KHAN
Founder and CEO, DigiFlynt

organisations and mentored many a young consultant with the biggest learnings from his youth on how to see out tough situations and become self-dependent.

The initial years wherein he would be clad in a boiler suit perspiring and greased as a maintenance person, a chance meeting with clients from the South East Asia left him thinking. He approached his manager and found that these suited and perfumed men, who had left him so impressed, were consultants of the SAP software. This is the point his career turned and, as the cliché goes, the rest is history.

This was the second phase of his professional studies, when he took a break from work and did his SAP PLM SCM course. He went on to learn ABAP coding, moved into technology and became a tech thought leader.

It would be fair to say that Khan's career has been brilliant. He started his corporate career at Reliance which he left as a Senior Manager. He then moved to PepsiCo as General Manager, Head SAP Operations and was soon a Vice-President (Head, Enterprise Solutions) at HCL Technologies Ltd. The next move was to the Boston Consulting Group (BCG) as a Partner and Director followed by a stint at KPMG India, as Partner and Head of Digital Advisory. In January, this year, his dream venture DigiFlynt took shape. After years of observing and implementing for others, he now helms his own company.

Having authored four books already, Khan decided on the name DigiFlynt after considerable deliberation. With his expertise in the digital domain came the first part of the name. His confidence and determination that leads to rock-solid planning, strategy and making gargantuan projects operational comes the word Flynt. Thus was named DigiFlynt that took roots in Dubai. Khan's motivation was to develop untouched geographies that had huge potential for growth, and he trained his vision on West Africa. Within a very short time, an expert team, development centres, tools, processes and technologies came into effect and the company formed subsidiaries in India, Togo and Gabon, with multi-million dollars project in the latter two nations as well as Dubai. DigiFlynt is, at present, transforming multiple countries digitally. Khan has moved beyond working for a company and enterprise, and is now in the realm of transforming nations. The company will soon also launch its own digital wallet and banking services in the Central African region and is confidently facing the future.

With sturdy operations in countries like UAE, Gabon, Togo and India, DigiFlynt is now aiding significantly towards the development of various West African countries. Through its digital technologies and products, DigiFlynt is helping countries improve their GDP through revenue collection. The company has developed its own IP-based VAT and personal income tax



collection and management solutions. DigiFlynt's main contributions are in government sectors like taxation, ports, healthcare, immigration, among others. The company has various functions such as business strategy, e-governance, customer experience, data engineering and technology enablement.

Such is the company's commitment to the society that it proudly did its maximum hiring in the COVID-pandemic period when most corporates were off-loading employees as cost cutting. DigiFlynt maintained its reputation of being a big employer even during the world crisis.

As an engineer, Khan's life was full of learnings and this is the base of his edifice as a business leader. Even as a child, he knew that it was not about exam scores but the knowledge that one garnered along the way. Khan retains his childlike eagerness that helps him be innovative and creative and thus take superior business decisions. Khan personally scrutinises all his projects granting DigiFlynt the finesse and expertise it enjoys as a company.

Khan is motivated by leaders like Elon Musk and Marc Benioff – their actions and innovations. Extremely flexible with his ideas, Khan is known to mix traditional beliefs, ancient philosophy with modern ideals. A believer that degrees help people sharpen their knowledge and skills initially, Khan feels experience is what makes a leader stand apart as their career advances.

Guided by positive emotions, Khan is known to follow what he preaches thus setting the tone of his company amongst his employees – a man who sincerely believes in empathy instead of doling out sympathy.

Khan firmly believes the future is digital, especially with the influx of artificial intelligence and machine learning. The change management will nevertheless be a daunting task for business, society and people. The key to digital success is when it becomes an easy part of daily life.

The thought leader takes pride in two main contributions to the business world during his 23-year career — one is designing and developing a software which was used for managing and maintaining the assets of a refinery and petroleum depot and eventually got sold to an IT company as a significantly valuable packaged product. The second was starting and spear heading a digital advisory practice during his consulting tenure. The success helped him to confidently start DigiFlynt which got multi-million dollar worth of contract.

DigiFlynt's immediate plans are to expand the business to reach a target of 1 billion USD revenue and a branch banking operation. Till then, Khan who is an avid learner, wants to learn the French language and read books by Jim Highsmith.