SALES DECK · PGC DIGITAL

Meet Sappy

The Spirit of Possibility

Every great transformation begins with a possibility. Data first. AI-powered. SAP at the core.

People. Possibility. Progress.



Sappy name and character: IP registration in progress

The face of our shared ambition

Sappy is the hero mascot of PGC Digital. He stands for the belief that technology should empower people and simplify complexity, and for our journey **from India to the world**.

You will meet him on our website, in our proposals, in your project portal and in every handover: one guide, one voice, one next step.



Intelligence
Data first, AI-powered

Ambition
Built for the world

Collaboration
People and partners together

Progress
Outcomes you can measure

Born in Bengaluru, built for the world

2016

Founded in Bengaluru; public limited company since July 2026

3

Entities: Bengaluru HQ and delivery centre, subsidiaries in Singapore and the USA

8

Sectors, from manufacturing and retail to BFSI, energy and public sector

OUR VISION

To become a globally trusted technology transformation partner, helping enterprises build intelligent, scalable and future-ready businesses.

Enterprise complexity slows every business user



Too many screens

Sellers, buyers and finance teams hop between CRM, ERP, email and spreadsheets to answer one question.

Data nobody trusts

The same customer or part saved under several names, so reports, AI and service all start from doubt.

Routine work by hand

Status updates, reminders and follow-ups eat the time people need for customers and decisions.

Every challenge here is a possibility waiting for a guide.

Three capabilities, six areas

Enterprise Technology

- Enterprise Applications & ERP (SAP, Microsoft Dynamics 365)
- Cloud & Digital Transformation

Data & AI

- Data & AI
- IT Infrastructure & Technology Consulting

Managed & Technology Services

- Talent & Recruitment Services
- IT-Enabled Services



Data first. AI-powered. SAP at the core. We fix the data, add AI where it pays, and keep the enterprise core clean.

With you at every step, from first idea to growth



Discover

Find the real problem and the data behind it



Plan

Scope, roadmap and a business case



Build

Fit to standard, clean core, tested



Run

Go-live, support and managed services



Grow

AI, automation and new markets

Three offers customers ask for most



SAP CX

- Sales & Service Cloud V2 and global rollouts
- Engagement Cloud, campaign to cash
- Clean-core extensions on SAP BTP



ECC to S/4HANA

- Readiness check and path decision
- Data migration and testing
- Continuous development and AMS



Data & AI

- Master data you can trust
- BW to cloud data platform and BI
- AI assistants and agents for business users

Delivered as consulting and implementation, managed services or skilled teams, whichever fits.

From guided to autonomous, one step at a time

LEVEL 1 · LIVE

Guide

Asks two or three questions and takes the user to the right page, service or form.

LEVEL 2 · NEXT

Assist

Answers in context, summarises an RFP, drafts an email or brief. The user sends.

LEVEL 3 · NEXT

Co-pilot

Prepares the action in SAP, WhatsApp or email. A person approves with one tap.

LEVEL 4 · VISION

Autonomous

Handles routine updates, reminders and scheduling within guardrails; people own exceptions.

Human ownership · Audit trail · Data stays in your tenant · Escalation to a named person · Kill switch

Level 1 runs on our website today; levels 2–4 are our roadmap, delivered per customer.

Same guide, same voice, same next step



Website
Ask Sappy, guided journeys

WhatsApp
Quick answers, follow-ups

Email & LinkedIn
Signature, banner, posts

Decks
Sales and pitch stories

RFP & scope
Response, vision & scope

Delivery & support
Portal, status, service

A customer recognises how we work before reading our name, and never has to start the story again.

09 · HOW WE ENGAGE

Seven ways to work with us

01
Consulting & implementation

02
Fixed-price projects

03
Time and material

04
Resource augmentation

05
Managed services

06
Application support & maintenance

07
Tech-enabled business services

Not sure which? **Ask Sappy** on our website.

A Sappy-led engagement

AUTOMOTIVE · GLOBAL

CRM V1 to Sales & Service Cloud V2 rollout

Pilot-country scoring, clean data transfer, wave cutovers, guided selling for field sales.

Outcome: [to confirm with client approval]

FMCG · INDIA

Trade-to-cash with AI assistance

One customer and product master, distributor follow-ups drafted for approval, faster claims.

Outcome: [to confirm with client approval]

MANUFACTURING · EUROPE

ECC to S/4HANA with managed support

Readiness check, path decision, data migration and testing, then AMS after go-live.

Outcome: [to confirm with client approval]

Illustrative patterns. Client names are withheld; references and measured outcomes are shared on request, with the client's permission.

Certified, recognised, accountable

CMMI Level 3
Process maturity

ISO 9001:2015
Quality management

Great Place to Work®
Certified, Dec 2025 – Dec 2026

Best Workplaces for Women
India, 2024 (GPTW India)

Millennium Brilliance 2025
Fastest Growing IT Solutions Co., Bengaluru

SAP partner
SAP at the core of what we build



12 · NEXT STEP

Bring us one possibility

Pick one process that slows your business users. In a short discovery we map it, show where Sappy guides, assists and automates, and agree the first step.



Vinod Kumar Beli, Chairman and Managing Director

🇺🇸 +1 (732) 784-4063 · 🇬🇧 +44 07861 958510 · 🇮🇳 +91 81054 78242

🇺🇸 Vinod.b@us.pgcdigital.ai · 🇮🇳 Vinod.b@in.pgcdigital.ai



OUR PROMISE · SAP

DATA FIRST. AI-POWERED. SAP AT THE CORE.

Talk to us

PGC DIGITAL

Enterprise Intelligence. Delivered.

SAP. DATA. AI. TALENT.

Since 2016, headquartered in Bengaluru, PGC Digital connects SAP, supply chain, finance and customer data into a governed enterprise foundation — turning it into trusted decisions, production-ready AI agents and business outcomes, powered by the talent to deliver and operate at scale.

+91 99000 85366
info@pgcdigital.ai
Investor relations →

COUNTRIES

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SERVICES

SAP Customer Experience (CX)
SAP Core, Finance & Engineering
Data & AI
Vertical Practices
Enterprise Operations & GCC
AI Capabilities & Talent
ECC → S/4HANA
SAP Security & GRC
Multi-country rollout

COMPANY

All journeys
Hire talent
Payroll & compliance
Engagement models
AI: Value to Autonomy
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Case studies
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HEADQUARTERS

Bengaluru, India
208, 2nd Floor, Brigade Gardens, 19 Church Street, Bengaluru 560001

USA

St. Petersburg, Florida
PGC Digital America · St. Petersburg, FL 33702

DELIVERY OFFICES

USA · Germany · India · Vietnam · Singapore
Hiring and payroll guides for the 8 countries listed above



Vinod Kumar Beli
Chairman and Managing Director
+1 (732) 784-4063 · +44 07861 958510 · +91 81054 78242
Vinod.b@us.pgcdigital.ai · Vinod.b@in.pgcdigital.ai · **LinkedIn**



Geeta Ari
Whole-time Director
Geeta.a@pgcdigital.ai · LinkedIn

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