

SEASIA GROUP — GCC / GIC ORCHESTRATION – FOOTHILLS OF THE HIMALAYAS

# Own your GCC. We already own everything around it.



**25 YRS**  
**Delivering**  
**since 2001**



**CMMI L5**  
**Certified since**  
**2012**



**2M+ SQFT**  
**Owned +**  
**Partner cluster**



**PLATINUM**  
**Green certified**  
**campus**

A GCC/GIC orchestrator — consulting-grade advisory, 25 years of CMMI Level 5 delivery, and a 2M+ sq ft destination ecosystem anchored by our own platinum-certified campus in Mohali.



01 / THE MARKET MOMENT

# GCCs stopped being a cost decision. They became a continuity decision.

[ 01 ]



## Visa economics flipped

Higher U.S. H-1B costs pushed multinationals to build deeper in-market capability instead of rotating talent through visas. The GCC is now how global work continues.

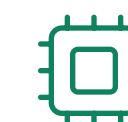
[ 02 ]



## The mandate expanded

GCCs now own engineering, data, and product decisions - with global P&L and CXO roles sitting inside them. The bar is "run a function," not "staff a desk."

[ 03 ]



## AI changed day one

A modern GCC must deliver governed, AI-native workflows from launch - not bolt AI onto a traditional delivery center three years in.



02 / THE GAP

## Every GCC partner today is missing one thing.

BUILDS & OPERATES

### ANSR • COFORGE

Subscription & BOT models on leased or client-funded space

### SEASIA GCC

Owned campus • 25-yr delivery record • CMMI L5 process spine

ADVISES ONLY

### ZINNOV • DELOITTE

Strategy, benchmarking & tax structuring - execution handed off

*(No one advises from owned infrastructure)*

ASSET-LIGHT

OWNS INFRASTRUCTURE

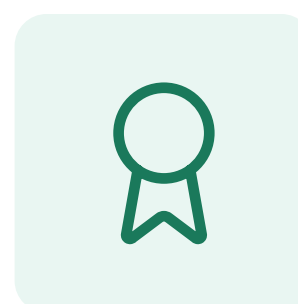
**The whitespace:**  
an operator that owns what everyone else rents or advises around.

**SEASIA GCC is the GCC/GIC orchestrator that advises, builds, and operates — and owns the destination it all runs on. Not leased. Not partnered-out. Not advisory-only.**



### **The campus is ours**

2,000-seat platinum-certified green campus in Mohali IT City - freehold, not a lease on someone else's real estate.



### **The process is certified**

CMMI Level 5 since 2013, ISO 27001/9001 - a process spine older than the GCC boom itself.



### **The model has been lived**

Independent since inception in 2001, running Saber Corporation's GCC as our first client - and holding that delivery through its acquisitions by EDS (2007) and HP (2009).



03 / THE OFFER

## Launching North India's next GCC/GIC destination — the foothills of the Himalayas.

**2M+**

**SQ FT ECOSYSTEM**



Our owned campus plus a curated cluster of infrastructure partners across the tricity.

**3**

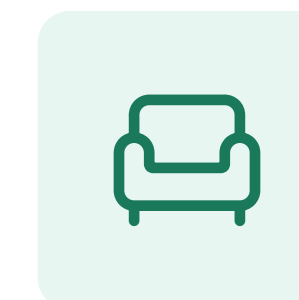
**CITIES, ONE CLUSTER**



Our owned campus plus a curated cluster of infrastructure partners across the tricity.

**2,000**

**OWNED ANCHOR SEATS**



Our owned campus plus a curated cluster of infrastructure partners across the tricity.

- **The destination play**

**The destination play:** what Bengaluru was to the first GCC wave and Hyderabad to the second, the Himalayan-foothill tricity is to the next – Tier-2 economics, Tier-1 connectivity, and one orchestrator who owns the anchor asset and has assembled the ecosystem around it.

03 / THE TIER-2 MOAT

## India's Tier-2 cities are the untapped GCC frontier.

*The first two GCC waves crowded into four metros. The value has moved - and most GCC partners aren't built to follow it.*

[ 01 ]



### Untapped Talent Depth

Deep STEM pipelines and a reverse-migration wave of experienced metro professionals returning home - talent that never enters Tier-1 hiring funnels.

[ 02 ]



### Structural Economics

30-50% lower operating cost and attrition far below metro rates - not a discount that erodes, a structural advantage that compounds.

[ 03 ]



### Tier-1 Saturation

Bengaluru, Hyderabad, Gurgaon and Pune are dense with 1,700+ GCCs competing for the same talent - costs escalating, infrastructure strained, poaching endemic.

CONSIDERED BY GEOSTRATEGY:

MOHALI TRICITY · JAIPUR · AHMEDABAD / GIFT CITY · INDORE · COIMBATORE · KOCHI-TRIVANDRUM



**Why this is a moat, not a location choice:** every major GCC partner built its playbook, partner network, and talent machine for the metros. We've operated from Tier-2 India for 25 years - the local hiring networks, the partner cluster, and the delivery record can't be replicated on a timeline that matters.



06 / SOUTHEAST ASIA

## The specialist corridor — it's built into our name.

*For enterprises building a multi-country footprint, we orchestrate GCC/GIC setup across Southeast Asia's core hubs — advisory, entity, talent, and operations.*

PHILIPPINES

### Manila • Cebu

English-Fluent Talent At Scale — Customer Operations, F&A And Shared Services Powerhouse

VIETNAM

### HCMC • Hanoi

The Region's Fastest-Growing Engineering Base With A Compelling Cost Curve

MALAYSIA

### KL • Penang

Multilingual Shared Services, Mature Infrastructure, Strong Government Incentives

INDONESIA

### Jakarta

Southeast Asia's Largest Talent Pool With Domestic-Market Scale For Consumer Plays

THAILAND

### Bangkok

Regional Operations Hub With Manufacturing And Engineering Adjacency

SINGAPORE

### Governance Node

Entity, Treasury, And Regional-HQ Seat — The Control Tower For An APAC Network

 **India + SEA, one orchestrator:** run engineering depth from India and language/market coverage from Southeast Asia — without managing two vendor stacks.

07 / ORCHESTRATION

## Anchor in Mohali. Extend anywhere.

01 / ANCHOR



### Start on the owned campus

Your core GCC/GIC lands on our platinum-certified Mohali campus — fastest start, deepest control, CMMI L5 governance from day one.

02 / EXTEND



### Scale across India's Tier-2 map

Add spokes in Jaipur, GIFT City, Indore, Coimbatore, or Kerala through our partner cluster — same contract, same process spine.

03 / DISTRIBUTE



### Distribute across Southeast Asia

Layer in Manila, HCMC, KL, Jakarta, Bangkok, or a Singapore governance node as your footprint matures — one orchestrator throughout.



**What “orchestration” means here:** strategy, entity setup, talent, infrastructure, compliance, and AI-native operations — advised, built, and run by one accountable partner across every destination, instead of a stack of vendors per city.

08 / PEDIGREE



Quikcard



SWARAJ  
SWARAJ ENTERPRISE



TRACKNINJA

adani



WE SEI  
RESTAURANTS



Schneider  
Electric



NTT  
docomo



DrFirst  
Unite the Healthiverse

facebook

Galetti



koodo



SAMSUNG



08 / PEDIGREE

# One campus. One process backbone. Three capability layers.

*Not three agencies sharing a logo — one accountable delivery organization.*

## Seasia Infotech

STRUCTURAL

The core engineering delivery engine — 25 years of CMMI Level 5 delivery, running GCCs for clients like Saber, EDS, and HP since 2001.

## Bugraptors

QUALITY SYSTEMS

Dedicated QA and testing, embedded into delivery from day one — not bolted on after the build.

## Mooglelabs

INTELLIGENCE

The AI/ML and Agentic AI layer, including the ISLC™ governance framework for auditable, AI-native workflows.



10 / THE ASSET

# SEASIA GCC — Mohali IT City

*Owned. Platinum-certified. Built for scale.*

## Ownership



Fully Owned Campus — No Lease, No Landlord Risk, No Capacity Ceiling Set By Someone Else's Terms

## Certification



Platinum-Certified Green Building — Sustainability Structurally Built In, Not Offset After The Fact

## Capacity



2,000 Plug-And-Play Seats With Owned Expansion Headroom As The Center Scales

## Resilience



100% Power Backup And High-Speed Fiber — Operational Continuity Without Shared Dependencies

## Location



Airport-Adjacent In Mohali IT City — Global Connectivity On A Tier-2 Cost Base

## Cost Position

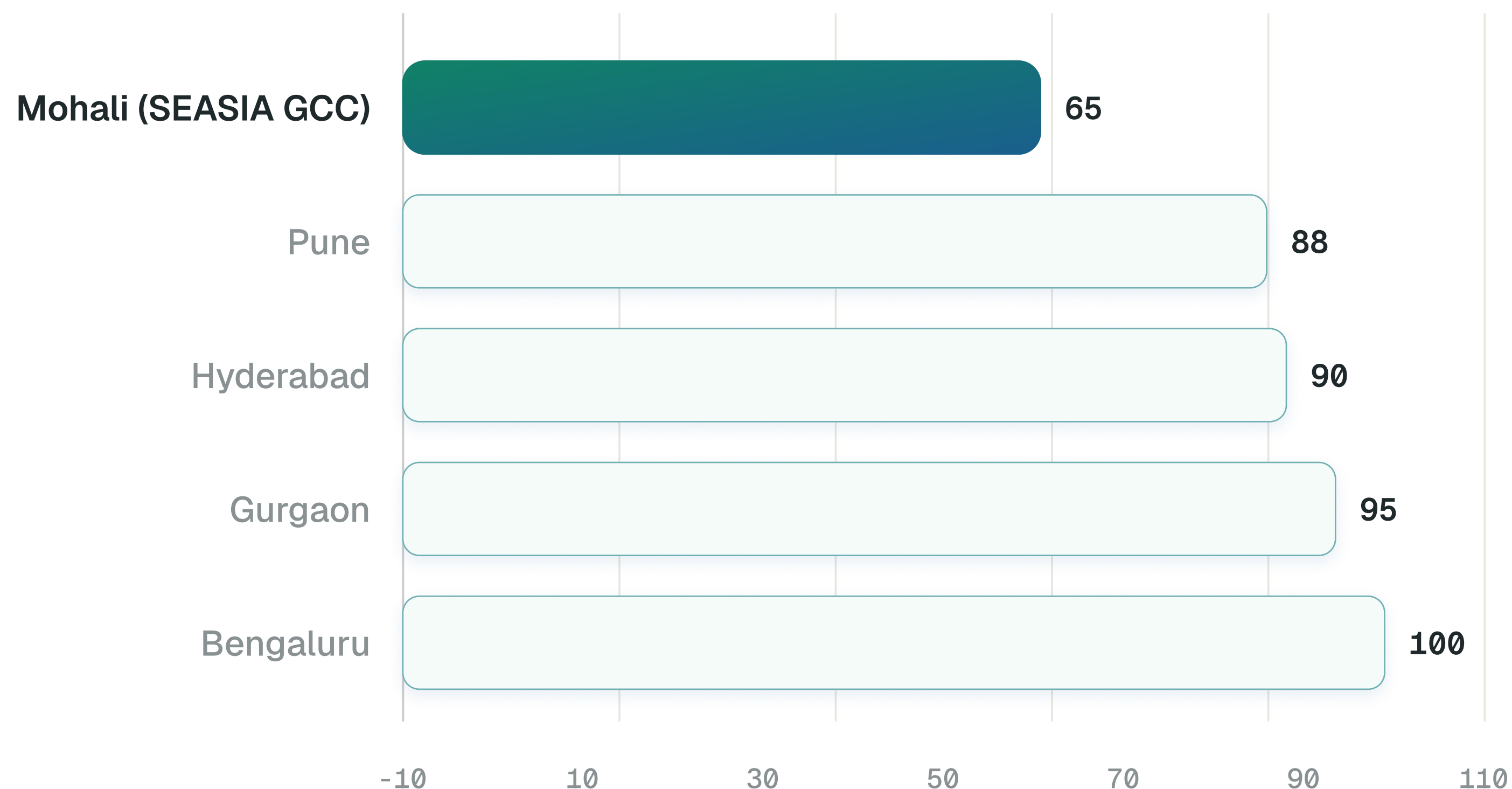


30–50% Lower Operating Cost Than Bengaluru, Gurgaon, Or Hyderabad



Every engagement model in this deck runs on this asset — which is why none of them carry re-negotiation risk at transfer.

## A structural 35-point cost advantage.



### What the index means in practice

Tier-2 talent economics with Tier-1 connectivity - the airport is minutes away.

Lower attrition than metro hubs: a stable, hometown-anchored workforce with 25 years of local employer history.

–Savings that fund capability, not just margin - the delta pays for the AI-native build-out.



## Process maturity that predates the GCC boom.

[ 01 ]



### Foundational Process Layer

- CMMI Level 5 — certified 2013, held through recertification
- ISO 27001 information security & ISO 9001 quality certified
- 25 years of audited delivery discipline, forged running US clients' GCCs
- Data security and IP protection as the founding brief, not a retrofit

[ 02 ]



### Operator Scale Build Muscle

- Every AI agent action is bounded, logged, and governed
- Covers code generation, test creation, documentation, deployment
- Compliance and architecture rules enforced structurally — not by policy alone
- Wraps your existing tools and workflows; no forced re-platforming



Competitors are traditional operators bolting AI on. SEASIA GCC layers AI governance onto a certified process spine.

## Institutional maturity. Startup metabolism.

The rigor buyers expect from a global firm moving at the speed the GCC market now demands.

[ 01 ]



### Consulting Grade Advisory

Strategy, location, operating-model and business-case rigor at the standard set by global advisory firms but we stay accountable through execution.

[ 02 ]



### Operator Scale Build Muscle

End-to-end orchestration of entity, talent, infrastructure and compliance at the scale of the category's largest builders.

[ 03 ]



### Startup Decision Speed

Founder-led, single-P&L decisions pilots live in 45 days, no committee lag between commitment and ground-breaking.

[ 04 ]



### CMMI L5 As The Floor

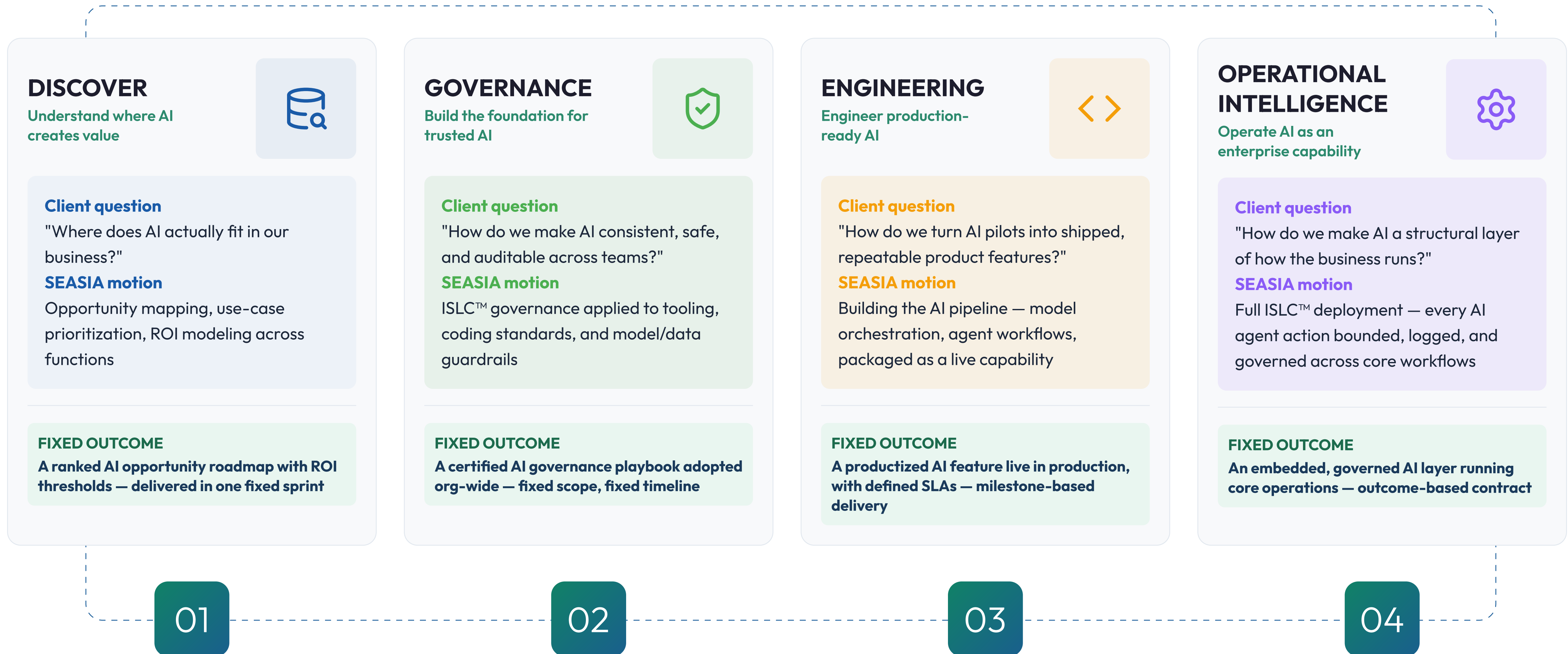
Every engagement inherits a certified process baseline held since 2013 dynamism without discipline is just risk.

## GLOBAL ORCHESTRATION

Delivery corridors across North America, Europe, and APAC — with Southeast Asia as a specialist strength, built into our name.



## Four fixed-outcome ways to engage SEASIA on AI - not open-ended consulting hours.



Every Stage Is Fixed-Scope And Fixed-Outcome — Not Time-And-Materials Consulting Hours. Clients Enter At Whichever Stage Matches Their AI Maturity And Can Move Up The Ladder On The Same Contract, The Same CMMI Level 5 Process Spine, And The Same Accountable Team Throughout. Risk In Asset-Light BOT Models.



# Why SEASIA GCC wins the evaluation.

|                          | ADVISORY FIRMS<br>(Zinnov · Deloitte) | ADVISORY FIRMS<br>(ANSR · Coforge) | SEASIA GCC                     |
|--------------------------|---------------------------------------|------------------------------------|--------------------------------|
| Infrastructure           | None — Strategy Only                  | Leased / Client-Funded             | Owned Platinum Campus          |
| Execution Accountability | Ends At The Report                    | Strong, Vendor-Dependent           | One Group, One Campus, One P&L |
| Process Certification    | Advises On It                         | Varies By Account                  | CMMI L5 Spine Since 2013       |
| AI-Native Delivery       | Thought Leadership                    | Bolted Onto Delivery               | ISLC™-Governed From Day One    |
| Cost Base                | N/A                                   | Tier-1 Metro Heavy                 | Mohali: 65 Index Vs. BLR 100   |
| Transfer Risk            | N/A                                   | Real-Estate Renegotiation          | None — Asset Already Owned     |

# Launch your GCC on infrastructure that's already built, owned, and certified.

Mitigate risk, secure strategic assets, and scale your technology pipeline within a trusted, battle-tested operational architecture.

[ 01 ]

## Site Visit

Walk the Mohali campus and meet the leadership bench

[ 02 ]

## Model Workshop

Map your function to EOR, BOT, Virtual Captive, or Hybrid

[ 03 ]

## Pilot In 45 Days

A working team on the accelerator track before capital commitment