


**BEST PLACE
TO WORK**

HYTECHPRO: TRANSFORMING THE WORLD DIGITALLY

NEERAJ GARG
CHIEF OPERATING OFFICER, HYTECHPRO

Established in 2003, HyTechPro is an IT services company that assists organizations in digital transformation by equipping them with next-generation IT solutions. They are a one-stop-shop for all their client needs with a strong focus on Microsoft Technologies, Salesforce, and Financial Force. The company works as a strategic partner that proactively offers advice on what strategy is best to integrate all the silo systems and provide a holistic view of the customer. Their 7C digital transformation framework helps in achieving this. It includes continuous integration, monitoring, customer feedback, business planning, testing, deployment, and collaborative development.

HyTechPro has a subsidiary in the US called Aplusify that focuses primarily on associations and non-profits. They also have a business unit called AblyPro that provides financialforce services to their enterprise clients. The company is committed to customers' success from start to finish. Their input helps make their solutions stand out from their competitors. They offer managed services that help their clients to have a flexible resourcing model, competitive prices, and 24*7 support.

ABOUT THE COO

Neeraj Garg is the Chief Operating Officer at HyTechPro. He has over 20 years of experience in working with organizations worldwide to develop IT strategies that directly address business problems. He formulates technology plans which are engaging and complex-free. At HyTechPro, he is responsible for overall business strategies, deliveries, sales, and marketing. He works with a multi-talented team of 350+ to help customers drive digital transformation within their organization. This enables the team to be more innovative, agile, and customer-centric.

LEADING BY VALUES

The company believes in providing value to all its clients by being transparent with them. This not only helps them succeed in their business but also builds trust. "When our clients grow in their business, we grow along with them. We are committed to making our customers succeed which is why we only commit to something we can deliver. We

"Create more leaders within your company who can take ownership and take it to newer heights. Appreciate your employees as they are the backbone of your company. Treat them as you treat your customers."

believe in complete transparency with our clients and we deliver what we promise. Today, we have become a one-stop-shop for them," says Neeraj.

Over the years, the company has built trust with clients. Most of the business comes through references due to the trust and belief that their existing clients have in them. The company helps its clients to educate themselves about the latest technology in the industry and how they can leverage that for their own benefit. They conduct educational webinars for them to understand the ever-changing dynamics of the industry. They also help them define the roadmap for their future and become their development partners rather than mere vendors.

HyTechPro understands the organization's objectives and business processes to be able to apply Salesforce solutions. "We ensure that our team keeps on upskilling themselves and getting certified. At HyTechPro, we believe in providing opportunities for our employees to learn and grow in their career," he says.

Some employees have been working with the company for the last 15 years. These employees have upskilled and cross-skilled themselves. This has helped them as well as the company grow manifolds. "Due to this reason, our employees have developed trust in us. We provide flexibility and give full leverage to our employees to take ownership and deliver their work. In our organization, we believe in creating leaders," he states.

TECHNOLOGY MATTERS

Today, technology is evolving rapidly. Each technological improvement helps create stronger generations of technology. To stay ahead of its competitors, the company is using automation like DevOps which helps organizations automate repetitive tasks without having to worry about errors. It provides faster development cycles and continuous service delivery. He says, "With our latest technologies, we help our clients to innovate and make their processes better. We focus on continuous feedback and improvement approaches to improve processes and technologies. We provide value to our clients by providing them the best of solutions."

HyTechPro acts as a digital transformation partner to organizations that help them transform digitally. In the coming years, the company is optimistic of 100% growth year-on-year.

Neeraj Garg concludes by saying, "Try to create more leaders within your company who can take ownership and move your company forward. Appreciate your employees as they are the backbone of your company. Treat them as you treat your customers."