

Data Analytics, Mobile Applications Development and Cyber Security for Commercial and Government Agencies



Rao Nageswara
President & CEO
Global Data Solutions Inc.

CEOCFO: Mr. Nageswara, would you tell us about Global Data Solutions?

Mr. Nageswara: Global Data Solutions (GDS) as a company has eight-year record of accomplishment of providing best in class:-

- IT services
- Market Research & Analytics
- Engineering Services
- Technology Staffing
- Custom Application Development

We provide information technology solutions to commercial and government clients.

More about GDS

- Incorporated in 2007
- Prime contractor for US NAVY SeaPort-e
- U.S. SBA 8(a) Certified
- MBE Certified by State of ILLINOIS (CMS)
- MBE Certified by Wisconsin Department of Admin
- MBE Certified by National Minority Supplier Development Council (NMSDC®)
- Microsoft Certified Partner
- Inc. 500/5000 Company Awardee: 2015, 2014
- Listed in Mid States MSDC-MBE Spotlight entrepreneurs for May 2015
- Doing Business with State Of Michigan, Ohio, IL and Wisconsin
- Part of GDS's profits goes to Non-Profit Org, which supports children

with disabilities

CEOCFO: What types of projects do you typically work on?

Mr. Nageswara: In terms of IT, mostly we work on custom programming for web and mobile application development. In addition to the Mobile application, we also do enterprise level applications, such as innovative (cutting-edge) technologies.

In terms of research and analytics, we majorly involved into data analytics.

Apart from this, we cater services in Engineering services and Technology staffing.

CEOCFO: Many government agencies appear to be outdated in their technology. How are you able to introduce the newest concepts and get them accepted?

Mr. Nageswara: We provide cost effective solutions to our customers, our process flows like; when we receive RFP (Request for proposal) from Government or any clients then we do research on the actual requirements and as per the requirement, we provide cutting edge technology and the most feasible solution for where they actually need to upgrade. We provide a reusable code where we can able to use some similar components with the enterprise applications in various programs, in order to bring the cost down. This would allow us to meet the government requirements and make the end user happy with the updated technology.

CEOCFO: Do you typically have ongoing projects or design project and then move on?

Mr. Nageswara: We develop applications from scratch for our clients. We gather client requirements and most of the time the client would provide us the requirements that they need for a particular solution. Then we transform the requirements

into a system understandable format, design the application, and present it to the client. Once they approve it, we will develop the application and present it to the client.

CEOCFO: How do you address the security issue?

Mr. Nageswara: Security is a big concern now. We have an in-house setup for the security solutions and we do research based on the particular security concerns of the client or government. They may need hostile security or a second level security. We do research and implement them onto the solution.

CEOCFO: How is business?

Mr. Nageswara: Business is going well. For any small business, it is challenging to sustain longer, but we are balancing the compliance requirements of various states. The nature of our business causes us to be involved with various states, and we are required to comply with each state's requirements, apart from the Federal Government regulations. For the second time we got listed in the Fastest Growing Companies of the Inc. 5000 list

CEOCFO: You are opening an East Coast office in Virginia. Why is this the time?

Mr. Nageswara: In April 2015, for the first time in our company's history we got into a federal government opportunity, which is a Navy SeaPort-e program, where we are required to meet various parameters for federal opportunities. The East Coast office mainly focused on providing solutions for the government market, where our marketing team can approach government authorities and develop our small business opportunities. We will also reach out to commercial clients as well. The East Coast has many opportunities, and we have chosen Virginia, because it is a hub for both commercial and Federal Government project opportunities. Eventually our corporate office moved to Virginia.

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CEOCFO: Would you tell us about the global nature of your business?

Mr. Nageswara: We have an offshore development partner in India, who focuses on commercial clients. The major challenge is that customers are expecting very economical and cost effective solutions to take care of their business. We have chosen offshore as a hub to leverage that and meet the demands of clients requirements with upcoming technology. We do this without compromising any data requirements, because we have a secure solution in place. We have a growing client base in India, especially in the mobile technology space.

CEOCFO: You work in many different industries. Are there areas where you see room for more growth or new industries that you might enter?

Mr. Nageswara: Definitely, the pharmaceutical and healthcare has a great deal of scope where their systems need to update for the upcoming challenges, such as the various diseases. Once could be with data analytics. In the pharmaceutical, healthcare, as well as in engineering services side, the future is going to be driven by data analytics. Even with hybrid cars, there is huge data available with the customers, but they do not know what to do with it. What we do is to collect data and provide them with various customized reports where the customer can look at it and analyze how they can proceed with their business, and that is what the end user is really looking for. That will also help them to lower their operating expenses.

CEOCFO: What surprised you as GDS has grown and evolved as a company?

Mr. Nageswara: What surprise me are the economic challenges in our country, the trend in the market and using the existing workforce. Our employees are our assets and the reason that we have achieved our growth.

CEOCFO: What might be different a year from now at GDS?

Mr. Nageswara: We have expanded our base and we are focusing on the key areas of data analytics, mobile applications and cyber security. Then there is a plan with the data and soon we will be coming up with our own internal tools, which focused with our offshore partner. Another important thing that we developed a world-class product called MyGlobalAds.com, which is a commercial solution that helps the community to buy, sell and trade their daily needs at no

cost. We developed and targeted this solution for global user but as of now, it is available for USA. We have implemented this past year, once we have a scalable portal, and then we will expand it for the worldwide use. It is a unique solution with mobile capabilities and now mobile is key for any customer and person, where we are trying to catch their attention from our portal.

CEOCFO: *If someone were searching online for you, what words or phrases would they key in to find Global Data Solutions?*

Mr. Nageswara: They can find us with the Key – IT service provider or with our name itself “Global Data Solutions”. First, they would look at the past performance that we have. Most companies would look for advanced technology where they would have a stable database, and they keep changing the portal or user interface according to the customer needs. These are the key solutions for which the customers are contacting us.

CEOCFO: *Why choose Global Data Solutions?*

Mr. Nageswara: Reliability, because we do what we say. Our marketing team is required to present information to the customer. When they ask us to present a proof of concept (POC), we are sure that they will find more that what we present to them. That is the key for our marketing. We do not build the customer for any initial work, because we are sure that they will be satisfied.

Interview conducted by: Lynn Fosse, Senior Editor, CEOCFO Magazine



Global Data Solutions Inc.

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