

# “OUR ABILITY TO OFFER SPECIFIC, CUSTOMIZABLE SOLUTION WITH COMPLETE TECHNOLOGY SUPPORT GIVES US A STRONG EDGE”

## Q&A with Al Limaye

A serial entrepreneur and a leader in the field of technology, Al Limaye has always aspired to apply technology to find solutions to problems. As the founder and president for Logistic Solutions, Inc., a certified minority business enterprise founded in 1990, Al Limaye has turned it from a small start up into one of the fastest growing private companies in the US. It has received numerous recognitions, including being listed 25 on Deloitte & Touche list of the fastest 50 technology companies in New Jersey. Al Limaye brings with him years of experience including two MS degrees in computer science and mechanical engineering and managerial experience working with AT&T and Lucent Technologies prior to forming his own company.

**In addition to managing businesses, Al Limaye also serves on several boards, including the Pace University's Ivan G. Seidenberg School of Computer Science and the Middlesex County Chamber of Commerce in NJ where he spearheaded its Information Technology Committee. Al Limaye also served as an Executive Board member of TiE, a global network of entrepreneurs and professionals heading its expansion in New Jersey.**

In reaching back to his community, Al Limaye has often mentored young entrepreneurs as part of Middlesex County College, TiETriState and other forums. In addition, Al Limaye founded [www.adopt-a-company.org](http://www.adopt-a-company.org), a novel way to help victims of 9/11. Mayor Bloomberg and NY Economic Development Corporation used this platform to enable 85+ major companies help 400+ small companies who were victims of the attack.

He is a recipient of the Business Leader of Year award in NJ and the “Outstanding 50” best Asian American businesses award. His leadership and commitment to innovation continues to be key factors in his success. Al Limaye has MS in Computer Science from NJIT and MS in Mechanical Engineering from Concordia University, Montreal, Canada and is a recipient of three Patents.

### Excerpts from the interview:

*Could you please tell us about the healthcare business of LSI? What are your focus areas and how is your business expanding in this sector?*

We have organically grown into the healthcare business through the guidance from our mentors. We were fortunate enough



**In an interview with The Indian Express, North American edition, Al Limaye spoke about his business, work, life and his guiding philosophy.**

to be mentored by two large pharmaceutical companies, which have been invaluable in providing strategical support and helped in opening doors for LSI to demonstrate our value-add in achieving our business objectives. By working with them, we understood the industry, need and identified technology to solve the business problems. Our experience in-turned helped us leverage relationships with other pharmaceutical and healthcare companies – thereby enabling business growth.

In so doing, we are now playing a more central role in healthcare industry as a whole and driving business performance. Our wins didn't end with just one or two or within healthcare, but with few more large F500 companies from other sectors like Insurance, Banking, Telecom, Media, etc helping us to hit high seven-digit revenue last year in some deals. The exponential growth has also resulted in gaining many accolades like SAP North America Partner of the year Award and Merck Economic Supplier Inclusion of the year award in 2016.

*Could you please talk about LSI as a corporate entity – its many functions and focus areas?*

Logistic Solutions Inc, a company incorporated in 1990, has more than 20+ years' experience in the business. We are known as a Software Services company. As a Certified Minority business enterprise and a Corporate Plus member of NMSDC, LSI has deep technology and domain expertise in industries like Healthcare, Life Sciences, Pharma, Telecom, Banking and Insurance.

Our top four lines of business functions are: Software Reselling, Tail Spend management, Product Development and Consulting/ Staffing Services.

Our prime focus is to 'solve business problem' with technology expertise. Our approach towards the niche area where the problems persist gives a competitive edge by

being the only or among few suppliers to provide such unique offerings.

Our philosophy of 'touching the untouched problems' helps us to

learn, adapt and grow.

*How and why you started this company? What is the guiding philosophy of your business?*

Like father, like son, as they say, my dad was in business, So am I, that way I call it as gene factor; however it took its shape from my past job, where I was working as a contractor for a top MNC in US, and once my boss said on a positive note that- 'I wish, I hire more talented resources, like You!' and that's when it blossomed, and my response was in-turn a business proposal to become a manpower supplier in solving his problem by providing the right resources of his need.

So from then on, our guiding Philosophy is always: "Listen to your Customer, Focus on their Pain areas, Build relationships, and solve their business problem. They will like you"; and to stay in the race – keep "Challenging yourself to changing needs", by which we will learn and adapt to evolving technology growth

*Being a Preferred Partner for SAP, how is the LSI building and helping SAP in its growth in healthcare industry?*

LSI is a Gold Partner and the Only MBE VAR (Value Added Reseller) of SAP. Given our established connections in the Healthcare industry, we helped SAP enter and make significant associations. LSI is the only SAP VAR, SAP has worked extensive-

ly within this sector. As a team LSI works closely with technology professionals in SAP including various AE, GADs and its senior management focusing on solving the customer demands.

LSI and SAP have jointly sponsored booths for SAP healthcare products at Merck and BMS IT Forums. Also we were the only organizer of SAP healthcare seminars jointly with SAP on various Healthcare events and conferences. LSI is a proud sponsor of "Called to lead diversity summit" hosted by Jenn Morgan at SAPPHERE 2016 & 17 with SAP and sponsor for "SAP woman forward" in 2016. As a part of DA4S & PHRMA committee, have sponsored to many DA4S events, to help SAP gain strong foot prints with large stakeholders.

Our ability to offer specific, customizable solution with complete technology support from procurement to Implementation gives us a strong edge in maintaining relationships within the sector. Given our ability and expertise, our customers help us to also connect with their Prime Suppliers to enable Tier-II connections and thereby we led ourselves and SAP a wider reach Our focus to not only get a contract signed but a strong reference thereby growing by every connection.

*What is the significance of LSI-SAP association for the Healthcare industry?*

Traditionally, Healthcare as an industry is technologically behind, which is a known factor that impacts the ecosystem on whole as a chain reaction. Together with SAP, as Gold partner and reseller, LSI offers a range of products and value added services to the entire Healthcare ecosystem. LSI offerings cover all operational and functional areas in the sector related to caregivers, hospitals, patients, scientists etc. With strong focus over patient life cycle management, hospital management and real time data analysis LSI has a wide range of solutions for various challenges and on-going business needs. In specific, with cutting edge technologies like SAP HANA, Mobility, IS-Healthcare, Business objects, LSI can help any organization grow in healthcare spectrum by making any software, platform or services available to meet their demand or challenge and create a Value add, at best quality and better pricing.

*What are your plans for expansion of the company in the future?*

Our growth so far has been consistent over the years as we grew by experience and learnings – 'on what we did right to be here and what we didn't do right, to get there!'

Our future plan is to grow exponentially in all our existing lines of business by developing more and more relationships, leverage them and grow. We aim not only to make profits but to give back. Having that said, we have been doing some specific offerings as a part of Corporate Social Responsibility (CSR) and we wish to expand the CSR arm potentially in the years to come by solving larger social needs with the help of technology and adding value to the community we operate.