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India swears by Bajaj Electricals as a company. But not everyone will be aware of the effort that goes into running this company. Pratap Garge, Vice President and CIO has been on the forefront of technological innovation at Bajaj.

A strategist is one who has the ability to look at the

big picture, and act accordingly. A definition fit for Pratap Garge, the IT Head of Bajaj Electricals. For this IT man, who started his career with a software consultancy firm, IT is not the only focus of his activities. He has been involved in other critical activities like driving the performance of the organization with the Balanced Scorecard project. "I worked on the Balanced Scorecard project for our company, along with Hewitt Associates as the strategic partner to help us devise the same," states Garge. "I handle that

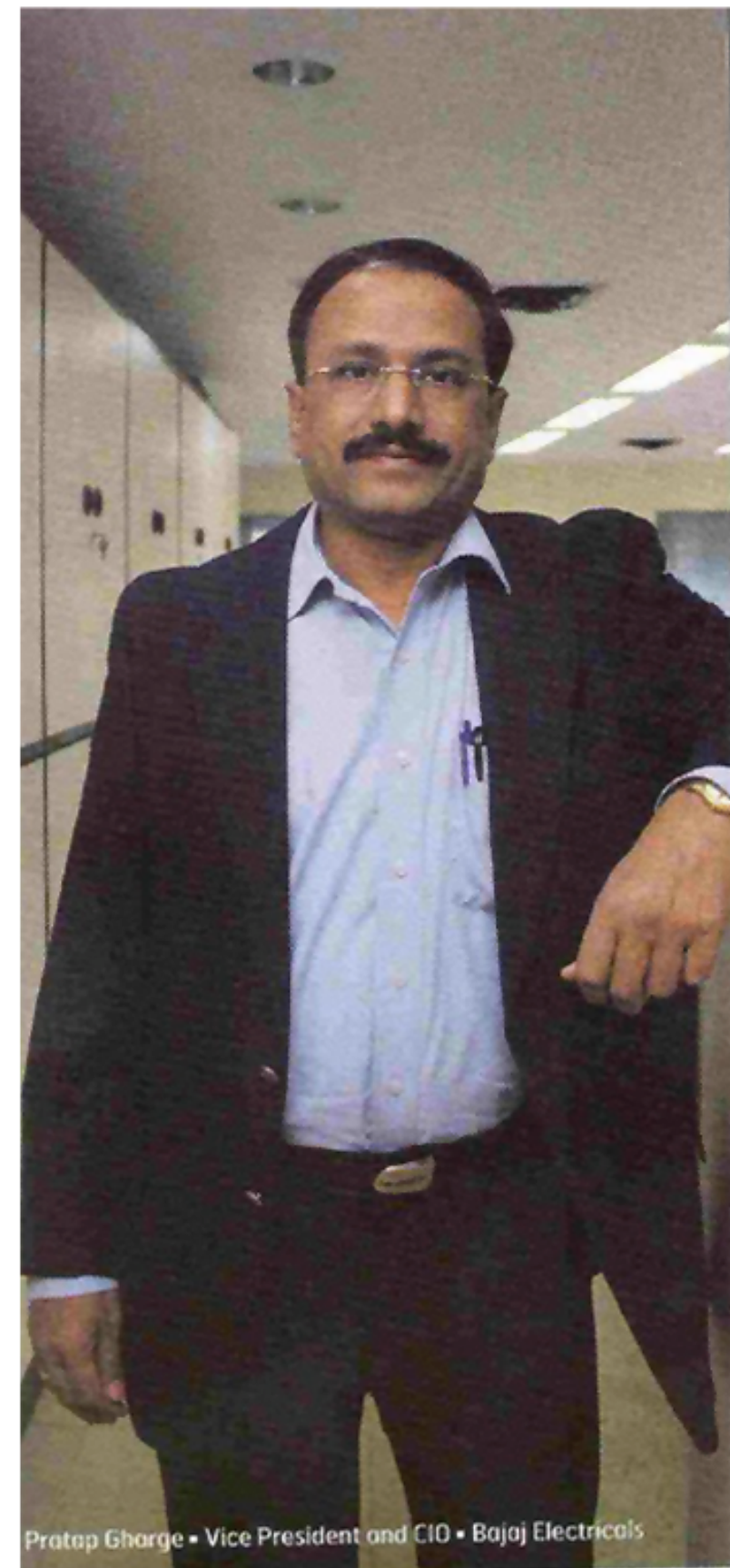
The Strategist

portion of the strategic initiative for the entire company, to drive the performance of the organization," he adds. Additionally, he is working on devising software metrics for performance tracking. "I have been contributing to our company in the area of performance management by driving this initiative myself, though it is not in my area of operation," says Garge.

No wonder then, that this visionary is involved in the business planning meetings for almost all of the company's business units, where business strategy is discussed and key decisions are taken. Currently, he is also in the process of evaluating ERP and CRM options to replace Bajaj's legacy ERP software platform. "I am part of the strategic evaluation committee. This will be a big decision for the organization in terms of reaching business goals and making the organization future proof with respect to a software platform," he signs off. ■

TOP PROJECTS AT BAJAJ ELECTRICALS

Pratap Garge and his team have deployed some significant projects for Bajaj Electricals. These include developing the company's Intranet and Extranet (for Dealers & Suppliers) portals, customized ERP and business process improvements. "The intranet and customized ERP proj-



Pratap Garge • Vice President and CIO • Bajaj Electricals

ects were significant for us, as the entire workforce is using these applications, which work on a single database instance in centralized mode across 20 branches, 6 depots, 900 employees, 200 dealers and 100 suppliers," beams Garge. The projects were undertaken by the company's in-house development team of 12 people.