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INTERVIEWS

Compusoft Advisors: Powering Industry Transformation with AI and Microsoft Enterprise Solutions

CXOtoday News Desk 1 week ago



CXOtoday has engaged in an exclusive interview with Devesh Aggarwal, CEO, Compusoft Advisors

Devesh Aggarwal, CEO, Compusoft Advisors

Q1. Compusoft Advisors has made its presence felt in the global market. Which regions are you particularly focusing on for growth?

At present, our growth strategy is strongly focused on **APAC and the ANZ region**. These markets are undergoing rapid digital transformation, and organizations are actively looking for ways to optimize operations, reduce costs, and adopt AI-driven enterprise solutions. With our expertise in Microsoft Dynamics 365, Azure, Power Platform, and AI-enabled applications, we see a strong opportunity to support businesses in these regions in driving efficiency, agility, and innovation.

Q2. Which industries are showing the highest demand for your solutions, and how is CompuSoft addressing those needs?

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We see strong demand across manufacturing, construction, healthcare, IT/ITES, professional services, and retail. Each of these industries faces unique challenges, and that's where our tailored solutions come into play:

Construction: AI agents such as Smart Concrete Delivery Scheduling (optimizing delivery timelines and reducing material waste), Labour & Equipment Optimization (enhancing resource planning and utilization), and Site Evaluation & Feasibility Agent (automating inquiry handling, proposals, and follow-ups) help improve project outcomes, safety compliance, and cost control.

Healthcare: AI-powered solutions streamline hospital workflows, enable better scheduling, and support predictive analysis for improved efficiency. They also enhance patient engagement and ensure smoother care delivery journeys.

Manufacturing: Predictive maintenance and AI-driven supply chain optimization reduce downtime and improve operational efficiency. Intelligent production planning also ensures agility in meeting market demands.

IT/ITES & Professional Services: AI agents streamline workflows, automate repetitive tasks, optimize resource allocation, and provide enhanced client interaction—helping firms deliver faster, more accurate, and value-driven services.

Retail: AI enables personalized customer engagement, demand forecasting, and inventory optimization. Additionally, store operations optimization, fraud detection, and omnichannel integration empower retailers to stay agile while improving margins and customer satisfaction.

By combining Microsoft enterprise applications with custom Copilot solutions, CompuSoft ensures that offerings are industry-specific, problem-focused, and future-ready—helping organizations achieve higher efficiency, lower costs, and sustained growth.

Q3. With AI adoption becoming mainstream, how is CompuSoft positioning itself in this evolving space?

AI is no longer optional — it's becoming **core to business strategy**. At CompuSoft, we position ourselves not just as implementers of AI, but as **AI transformation partners**. Our approach spans from conducting AI workshops and readiness assessments to building custom AI agents that address industry-specific problems — be it predictive

safety monitors for construction, patient flow managers in healthcare, or automated approval systems in IT/ITES and professional services.

We believe the real value of AI lies in **co-creation with businesses**, ensuring technology adapts to their challenges instead of forcing them to adapt to technology.

Q4. How do you balance scale with personalization while serving diverse clients?

That balance is one of our strongest differentiators. With over **25 years of experience** in enterprise applications, we've built scalable frameworks and accelerators that allow rapid deployment. But we never stop at "one-size-fits-all." Our Functional and Technical teams study each client's processes, culture, and industry demands before tailoring solutions. For instance, the personalization needed for a **professional services firm's client engagement system** is very different from a **manufacturer's supply chain automation** — and we make sure those nuances are respected. This ability to combine **global scale with local relevance** has been a key factor in our long-term client relationships.

Q5. You mentioned CompuSoft's entry into the ANZ market. How do you plan to establish trust and credibility there?

Trust in new markets isn't built overnight — it's earned through **consistent delivery and strong partnerships**. Our strategy in ANZ is threefold:

1. **Partnerships** – Collaborating with Microsoft and local partners to create a credible ecosystem.
2. **Proven References** – Showcasing our track record of delivering successful projects across APAC, highlighting use cases from manufacturing, healthcare, IT/ITES, construction, and professional services.
3. **Localized Approach** – Bringing global expertise but adapting solutions to **ANZ-specific regulations, business practices, and industry challenges**.
This approach allows us to blend **global credibility with local trust**, ensuring clients see us not as outsiders but as true partners in their transformation journey.

Q6. What message would you like to give to young professionals aspiring to build a career in technology and advisory?

For young professionals, my message is clear: **focus on problem-solving, not just technology delivery**. At Compusoft, every project starts with understanding the client's **problem statement**. Our Functional and Technical teams then analyze the challenge deeply and **customize solutions to fit the industry's needs** — whether it's construction, healthcare, IT/ITES, or professional services.

This is the mindset future professionals must adopt:

- **Empathy first** – Understand how businesses work and where they struggle.
- **AI as a collaborator** – Learn how to guide and interpret AI agents in real-world contexts.
- **Agility and adaptability** – Technology will keep evolving; your ability to stay curious and flexible will keep you relevant.
- **Relationship-building** – Trust and collaboration with clients, partners, and teams multiply the impact of any technology you deliver.

If you embrace these principles early, you won't just be delivering technology — you'll be shaping industries and driving meaningful transformation.