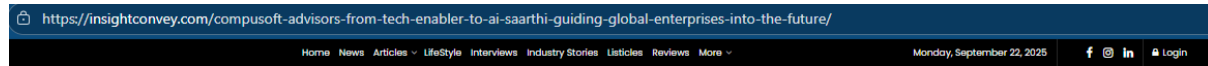




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Compusoft Advisors: From Tech Enabler to “AI Saarthi” – Guiding Global Enterprises into the Future

In conversation with Mr. Devesh Aggarwal, Founder and Director, Compusoft Advisors

Insight Convey by Insight Convey – September 19, 2025



Exclusive Interview

Mr. Devesh Aggarwal
CEO



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Mr. Devesh Aggarwal, Founder and Director, Compusoft Advisors Compusoft Advisors: From Tech Enabler to “AI Saarthi” – Guiding Global Enterprises into the Future

Since its inception in 1997, **Compusoft Advisors** has evolved from a technology solutions provider into a trusted advisory partner driving AI-powered business transformation across industries. Over nearly three decades, the company has anchored its growth on three strategic pillars — deep domain expertise, continuous innovation, and customer-centricity — values that continue to define its journey today.

In this exclusive interview, we explore Compusoft Advisors’ transformation story — from its rebranding as “*Your Trusted AI Saarthi*” to its global expansion in APAC and ANZ, its pioneering work in AI agents and Copilot-enabled applications, and its commitment to

embedding sustainability into enterprise-scale digital transformation. The conversation sheds light on the strategic decisions, cultural shifts, and impactful implementations that have guided Compusoft Advisors' path, as well as the leadership's vision for the next 3–5 years in shaping responsible, AI-led growth.

Compusoft Advisors has evolved significantly since 1997. What strategic decisions and values do you believe have been most pivotal in guiding this long-term transformation?

Our journey since 1997 has been anchored on three strategic pillars: **deep domain expertise, continuous innovation, and customer-centricity**. Early on, we decided not just to implement enterprise technology but to **become advisors to our clients' business transformations**. This shift helped us move beyond being solution providers to trusted partners. Over the years, investing in **Microsoft technologies, AI-driven platforms, and talent development** has enabled us to stay ahead of market shifts. The consistent values of **trust, empathy, and long-term relationships** have been pivotal — these have guided every engagement, from SMBs to large enterprises across industries like manufacturing, healthcare, IT/ITES, and professional services.

The recent rebranding to 'Compusoft Advisors – Your Trusted AI Saarthi' marks a clear shift toward advisory-led, AI-powered transformation. How has this influenced your internal culture and client engagement?

The rebranding was more than a change in identity — it was a **mindset shift**. Internally, it has fostered a culture where teams think as **AI enablers and problem solvers, not just implementers of technology**. We encourage our people to co-create with AI, experiment with Copilot Studio, and design industry-specific AI agents for real-world scenarios, whether it's **patient care optimization in healthcare, compliance monitoring in financial services, or project management in professional services**. For clients, "AI Saarthi" resonates deeply — it positions us as **guides who walk alongside them** in their AI transformation journey, ensuring they adopt AI in a way that fits their business culture, goals, and growth roadmap.

Your global expansion particularly into APAC and ANZ coupled with regional delivery hubs, signals ambitious growth. What operational or organizational challenges have you faced while scaling globally?

Expanding into APAC and ANZ has been both exciting and challenging. Each region comes with its own regulatory requirements, customer expectations, and industry nuances. One of the key challenges we encountered was ensuring consistent service delivery while accommodating local business practices. To address this, we are establishing regional delivery hubs and investing in upskilling local talent, blending their market knowledge with our global expertise. Another challenge was maintaining cultural alignment across geographies — ensuring that Compusoft's values of trust, innovation, and customer-first approach remained consistent everywhere. By building agile teams, strengthening partnerships, and focusing on advisory-led AI solutions tailored for industries like healthcare,

professional services, manufacturing, IT/ITES, and construction, we've been able to scale while staying close to our clients' needs.

CompuSoft is building AI agents, Copilot-enabled applications, and domain-specific bots. Could you share an example of a particularly impactful implementation and its measured business outcomes?

One impactful example is in the **healthcare sector**, where we built an **AI-powered patient flow management agent** integrated with Microsoft Cloud for Healthcare. The solution streamlined appointment scheduling, reduced patient wait times, and provided predictive insights for staff allocation. The measurable outcomes were a **20% improvement in operational efficiency** and a **15% increase in patient satisfaction scores** within six months. Similarly, in **professional services**, our Copilot-enabled applications have automated compliance reporting, cutting manual effort by 30%. These results show that AI agents and copilots are not just experimental tools — they drive **tangible business impact across industries**.

Sustainability has been integrated into your Azure and Microsoft Cloud services to embed ESG metrics into workflows. How do you balance environmental responsibility with enterprise-scale digital transformation?

We believe sustainability and digital transformation are not competing priorities but **complementary objectives**. By embedding ESG metrics into business workflows, we ensure enterprises don't treat sustainability as a "tick-box exercise" but as part of their operating DNA. For example, our solutions allow manufacturing clients to **track carbon footprint across supply chains**, while professional services firms can **compare sustainability data across peer organizations**. On the enterprise side, we leverage Microsoft Cloud for Sustainability to provide real-time insights, helping businesses make informed choices that **balance growth with responsibility**. Our philosophy is clear: **responsible digital transformation is sustainable transformation**.

Looking ahead, to growing regions like the APAC, ANZ, and maintaining innovation in AI what's your vision for CompuSoft over the next 3–5 years?

Over the next 3–5 years, our vision is to be recognized globally as a **leading AI advisory and implementation partner**, with APAC and ANZ playing pivotal roles in that journey. We will continue to invest in **industry-specific AI agents, Copilot Studio solutions, and domain accelerators** that reduce time-to-value for customers. For APAC and ANZ, where businesses are increasingly seeking **cost optimization and agility**, our focus will be on **advisory-led engagements**, enabling clients to adopt AI responsibly and at scale. We also see ourselves building **stronger partner ecosystems with Microsoft** to extend our impact. Ultimately, our goal is to **blend innovation with empathy**, ensuring that AI solutions are not only advanced but also aligned with local needs, regulatory landscapes, and cultural expectations.