



LEAVE-BEHIND

Not another slide factory. Builders on WhatsApp.

When the shortlist includes a global consulting brand, the question is rarely “can they do it?” — it is cost shape, who actually builds, and whether you own the outcome.

PEER	THEIR SHAPE	EKALON	CHOOSE THEM WHEN
Big 4	Partner-led sales, large teams, programme methodology, long transformation arcs.	Small senior bench. Fixed-scope builds. Code and IP transfer to you.	Board-mandated transformation, global rollouts, heavy audit theatre.
Accenture	Scale, accelerators, multi-tower programmes across many vendors.	One accountable delivery team from discovery through support.	You need thousands of seats and a global SI footprint.
Infosys & Capgemini	Offshore factories, SLAs, ticket portals, rate cards by role.	WhatsApp with the engineers who wrote it. No ticket maze.	You already run a large managed-services estate with them.
TCS, Wipro & Cognizant	Volume delivery, long AMS contracts, junior-heavy staffing mixes.	MSMEs and mid-market where process fit beats headcount.	Enterprise AMS at scale is the buying centre's mandate.



H O N E S T C L O S E

We win when you want owned software, a first module in weeks, and a team that still answers after go-live. We lose — and will say so — when you need a global SI stamp more than a working system.

A X E S T H A T M A T T E R

Who writes the code

Partner slides vs the engineers who stay on WhatsApp after go-live.

What you own

Licensed access and AMS vs source code and IP transfer on payment.

Cost shape

Rate cards and change requests vs scoped builds plus optional support.

Time to first value

Programme quarters vs a first working module in weeks.

T A L K T O U S

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