



Ramakrishnan (Rama) Adaikalavan

**Offering Leader and General Manager, Applications Services & Build
Enablement Leader, Asia**

Rama Adaikalavan is the Offering Leader and General Manager for Applications Services for DXC Technology in Asia, delivering application delivery, management, testing and modernization services across the region. He is also the Build Enablement Leader where he manages a team leading the market in bringing clients transformation solutions, ensuring the solutions developed are closely tied to both client and market needs.

Prior to this, he was Asia Build and Solutioning and Commercial Functions (S&CF) leader for DXC in Asia, and previously led the Asia Pacific and Japan (APJ) Solutioning and Sales Support teams for Hewlett Packard Enterprise's Enterprise Services business (HPE ES), creating compelling value propositions through proactive client engagements which delivered increased business returns while reducing their cost to serve their end customers. HPE ES merged with Computer Sciences Corporation (CSC) to create DXC Technology in April 2017.

Rama also co-led the APJ cross business Go-To-Market Transformation team focused on enablement training, sub-region engagement and execution of the new HP Enterprise Services model. This team was tasked to bring the best of HPE together to deliver ideal and transformative solutions to clients through a distinct set of offerings with specific focus on New Style of Business growth.

Prior to leading the Solutioning and Sales Support team, Rama was General Manager of HP Enterprise Services South East Asia (SEA), responsible for establishing a single vision and enabling his country leadership teams to support their clients in optimizing operations and driving business innovation.

Rama comes with 20 years of business services experience. Over the last 17 years at EDS, HP, HPE and now DXC, Rama has held multiple leadership roles which include sales, business development, sales support and general management across APJ.

Rama is a graduate of Latrobe University and holds a Master in Business Administration from the Australian Graduate School of Management. He lives in Singapore with his family.