



Prashant Joshi

Founder

Leap & Scale



Creating Business Impact by Delivering Diverse Expertise with Innovative Technology

Leap & Scale's journey, started with a vision of crafting unique sensor-to-server solutions, for various sectors of the industry. With advanced technology, robust engineering and radical innovation, Leap & Scale has been offering products and platforms, and product engineering services to create unique solutions based on internet of things (IOT) architecture. Using the IOT Architecture, the company has built innovative products and versatile platforms, which are offered as part of the solutions for customers and users. Product engineering services are offered by the company to its customers, for crafting platforms to provide services to their users. In both cases, it is Leap & Scale's multidisciplinary expertise, and experience in envisioning and building optimal platforms and providing solutions is the key to the success and growth for its customers. With an established process for concept-to-delivery-to-maintenance, Leap & Scale is the choice for many of the customers for long terms business agreements.

Leap & Scale's platforms and solutions have matured over the past few years. The company has engineered products and platforms in the area of Location-Based Services, Performance and Operational Excellence for various Industrial Systems, Telemetry, Telematics, Smart Facility, Renewable Energy Metering and Monitoring. With its expertise in Embedded Systems, Instrumentation, Data Collection Frameworks, Analytics and Reports, Leap & Scale has been able to build products, platforms and solutions which are offered as a service. The company has an acute focus on User Interface (UI), User Experience (UX) and Customer Experience (CX) for all of its Applications and Web Portals for effective visualization of data (example: dashboards and real-time data). Leap & Scale offers enterprise level customizations of its platform, that helps customers provide effective solutions faster to the market.

One aspect is having a well-engineered product and platform,

the other key aspect to making it great is having it work reliably at all times, along with complete suite of services under-one-roof. That is where Leap & Scale is able to achieve ,with considerable ease, experience and expertise that its teams have developed over the years. The company's systems' when deployed are scalable for use of over thousands of users and multiple industrial sectors.

Strategic Vision to Foster Significant Growth

Leap & Scale's vision has been to develop end-to-end solutions under-one-roof at an accelerated pace. To make this happen, over past years, the company's focus has been to build engineering and innovation as a foundation along with diverse expertise in various areas of engineering (cloud/edge/fog computing, analytics, embedded systems and mobile applications), product development and management with a specific focus on product design by research to build just the right product with maximized value for the customer and a design team that focuses on creating a class apart user experience for the customer. On the application level the focus has been on various domains (Vehicular Technology, Solar Energy, Wind Energy, Energy Metering and Monitoring, Weather Stations, Smart Lighting, Smart Facility, Fire and Safety to name a few) to ensure that efficient systems are build which collect the right amount of data for the required analysis, analytics, reporting and decision making.

Leadership that Diversifies Innovation

Prashant Joshi, founder of Leap & Scale, is a technologist, product designer and IOT solutions architect. His experience of more than two decades across disciplines enables him to build innovative products to solve complex problems for today's world. With the solid foundation laid over past years, the Leap & Scale continues to build innovative solutions with robust

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PRASHANT JOSHI

engineering and cutting-edge technology for its customers. The company has established a unique process of engaging with the customer, at early stages, to build optimal solution, which not only pays for itself but also adds tremendous value. Interdisciplinary and multidisciplinary expertise, and end to end focus is the foundation for company's innovation.

Offering Comprehensive Solutions with Diverse Expertise

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Leveraging Disruptive Technologies to Add Business Value

Technology can solve problems today with ease. Prashant believes there are two major ways in which the technology today is changing and can define the way things can be. First, it solves the problem at hand or eases the pain point, and secondly it works as the key to open up newer frontiers and possibilities of enhancing, making the system more efficient and building operational excellence using the data collected or "observing" the systems using the "eye of technology". In doing so, and investing in such technology, customers must derive the highest business value. System so designed should not only provide return on investment alone, but to add value in terms of final business growth.

Succeeding with Exemplary Proficiency

Prashant says holistic understanding of various engineering and technologies, expertise in various domains, all under-one-roof, holds the key to success.

Leap & Scale's way of working is to work very closely with the customer for initial analysis and prototyping. With customisable platforms, quality solutions can be built in shorter duration, and the customers acknowledge the value in the early stages of development. Appreciating the ways of Leap & Scale, customers are happy to sign long term agreements to

gain the consistent value.

Leap & Scale drives innovation through various means. The company builds specific technology, product design and R&D programs every year, and it has close to 40% of its investments focused on it. With this R&D focus, Leap & Scale continues to build newer products, platforms, and solutions, and also develops the experience and expertise. Moreover, the company has an interdisciplinary approach with diverse expertise in its team, some of whom are experts in science, technology and application domain areas. The core culture and attitude of the team members of the company makes them most adaptable, absorbing for not only today's technology but also putting it to use along with the company's innovations.

Thriving Beyond Extensive Challenges

When Leap & Scale began in 2014, the key challenge was getting the expertise on board exactly the way the company desired. While looking for talent, Leap & Scale invested a lot of time, energy and money in learning, development, and prototyping and product R&D for its team to develop the core expertise. This was strategic investment made by the company to ensure that a solid foundation is built which allows creation of value for the customer with disruptive technologies and radical innovation.

Exceptional Business Excellence

Leap & Scale has successfully deployed various platforms in telemetry, remote monitoring and control for its customers, and these platforms have been used by thousands of users. The company continues to innovate, enhance and support these platforms. Leap & Scale's customers have been happy with the solutions and ways of working which has led to further growth and continued business with them.

Leap & Scale has customers both in India and overseas, and according to Prashant, it has been a great journey to serve them using the company's expertise for product building and with innovative products and platforms.

A Roadmap for Future-Readiness

Commenting on the future, Prashant says "Today, the industry stands at such a point, where technology is a key driver to delivering products to improve quality of life and get more out of it at all times. Acute focus is on the operational excellence and superior quality in all that we do." Leap & Scale is geared up to take on challenges to serve its customers with robust, optimal, smart and crafted solutions to make the world a better place.