



AN AVALON PERSPECTIVE

Human-Led, AI-Accelerated

*Rethinking Organizational Transformation
in the Age of Artificial Intelligence*

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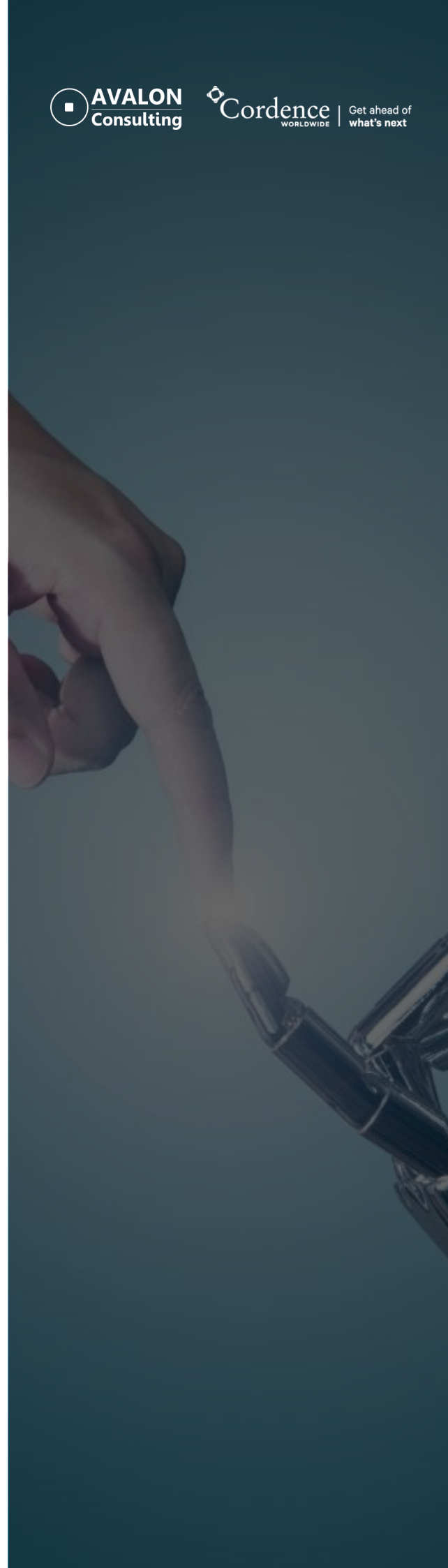
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What OT really means...

- ▶ Today’s business environment is defined by volatility and uncertainty. Market dynamics shift rapidly. Customer expectations evolve overnight and competitive advantages are often short-lived. Organisations that wish to remain competitive cannot rely on static operating models. They must continuously adapt to changing environments, innovate at pace and reexamine how work is being done. This often means rethinking processes, structures and even cultural norms.
- ▶ One such example can be found in the Indian gaming industry. In 2025 the Government of India introduced the Promotion and Regulation of Online Gaming Act. This legislation fundamentally reshaped the regulatory landscape of the industry by introducing a ban on real money gaming applications, which fundamentally disrupted the core business model of several gaming platforms almost overnight including the likes of Dream 11, Zupee and WinZO.
- ▶ These regulatory changes forced businesses to reassess how they operate. Continuing within the same category was no longer feasible for WinZO. The company responded by pivoting into a new and unrelated segment, shifting away from its original real money gaming model. This was not a short-term tactical response, but a broader strategic transformation involving a redefinition of its strategy, operating model and core capabilities.
- ▶ **Such fundamental changes, those that that redefine how an organisation thinks, operates and creates value, are referred to as Organisational Transformation (OT).**
- ▶ Organisational Transformation differs from incremental improvements which focus on optimising existing processes or standalone initiatives that address specific issues. OT usually operates at a scale which requires coordinated change across multiple parts of the organisation rather than isolated interventions.
- ▶ **OT typically spans across four core dimensions – strategy; structure and governance; processes and technology; and people, culture and mindsets.** Most transformations involve change across at least one of these interconnected areas and often across several of them.



Strategic Transformation

Redefining an organisation’s direction including its value proposition, target markets, competitive positioning and long-term priorities



Structural & Governance Transformation

Redesigning organisational structures, decision authority and governance forums to support an organisation’s strategic priorities



Process & Technology Transformation

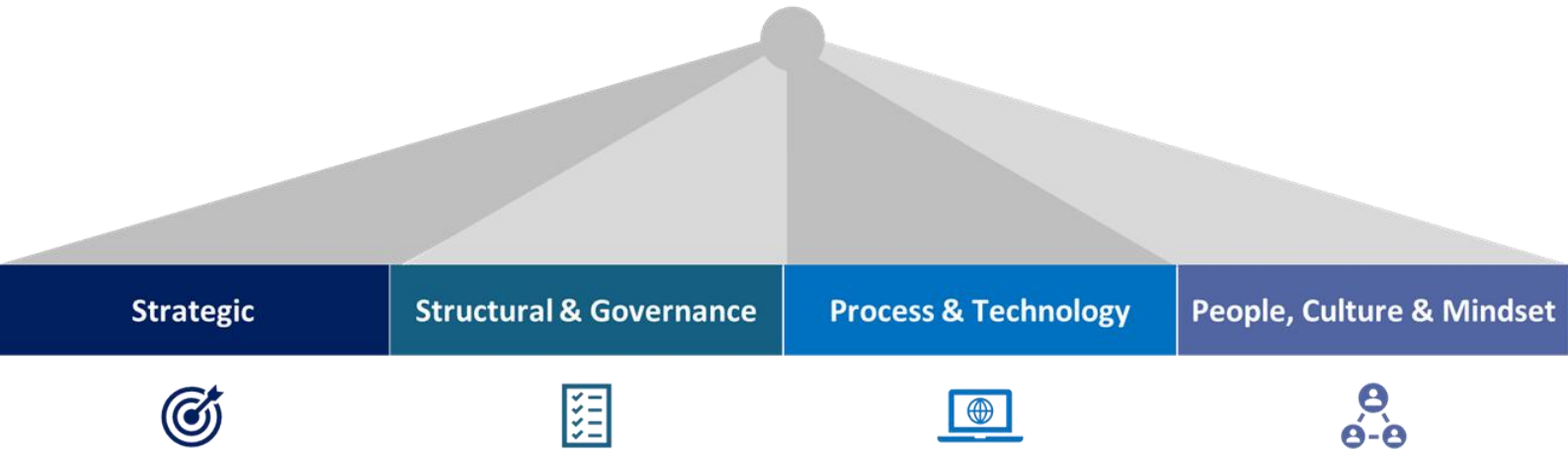
Simplifying and standardising workflows while leveraging appropriate digital platforms and automation systems



People, Culture & Mindset Transformation

Building the capabilities, leadership behaviours and cultural norms that are needed to support the transformation

Four dimensions of Organisation Transformation



Why OT has stayed Human-Led, and why that assumption needs rethinking?

Most transformation efforts begin when individuals or groups within an organisation identify emerging trends that could significantly alter the trajectory of the business, or when an organisation is compelled to respond to changes in the external environment. Recognising the need for change is only one part of the process; communicating it is even more critical. This is because transformation efforts rely heavily on the cooperation and motivation of individuals throughout the organisation, without which even well-designed initiatives are unlikely to succeed.

Change by its very nature involves building new systems and ways of operating, which requires strong leadership to guide the transition. Even with strong leadership in place these efforts frequently face resistance from individuals when they are asked to shift away from familiar processes, systems and routines. So, it is essential to address and manage this resistance.

This highlights the central role people play in any transformation – from recognising the need for change to implementing it across an organisation. Because of this, **these efforts are often reliant on human judgment, trust and consensus among individuals.**

But when one examines the activities that form part of an OT, it becomes evident that much of the work is in fact diagnostic or analytical in nature. Before any meaningful change can be designed or implemented, it is essential to understand how the organisation currently functions. This requires collection of large volumes of information from across the organisation. Such information may include operational data, financial metrics, customer insights or even market trends. These inputs are rarely available in a structured form. Instead, they are scattered across departments, reports and conversations. Therefore, a significant portion of the work involves gathering this fragmented information and consolidating it, which then requires examination to develop a clear understanding of the current state of the organisation.

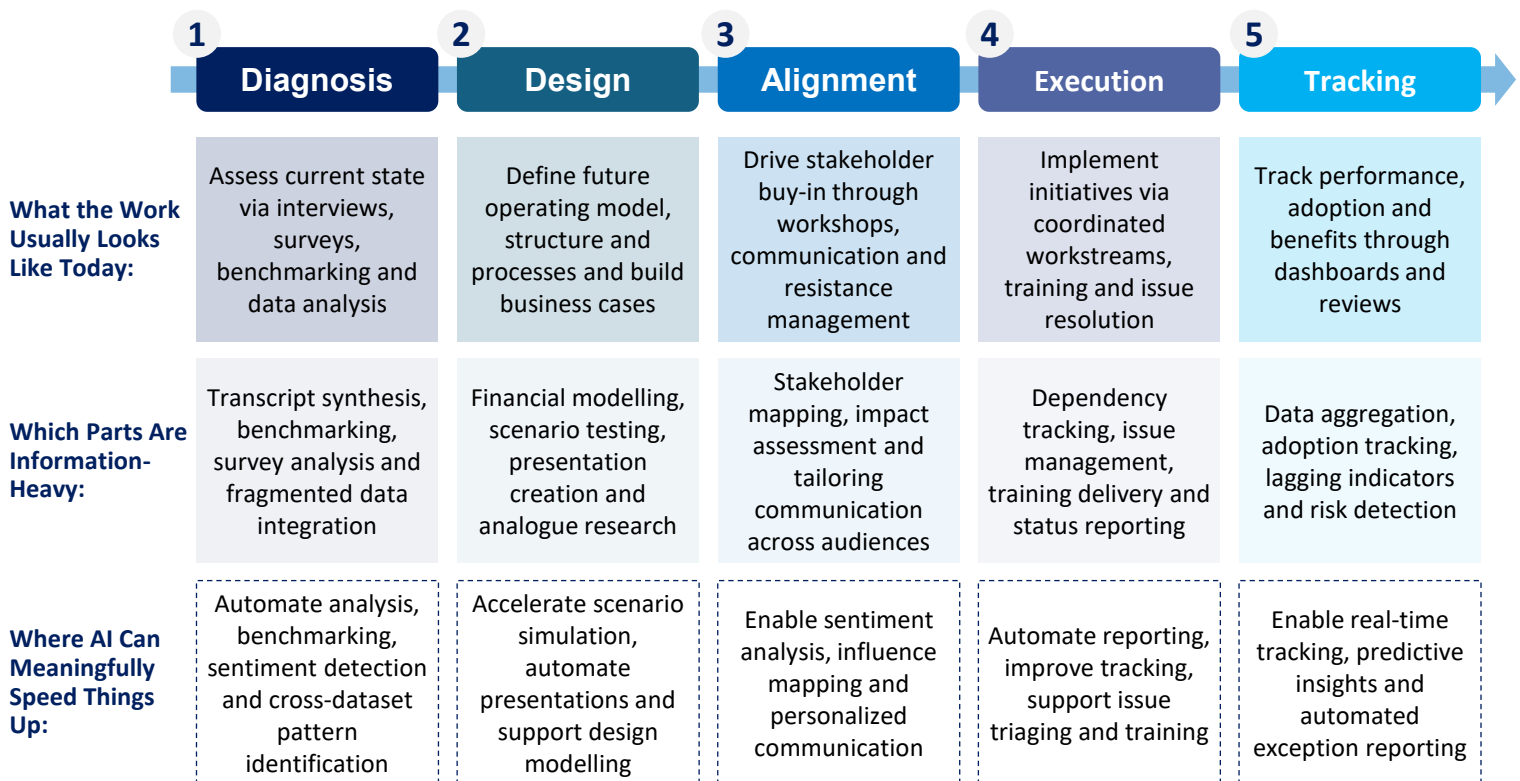
Once this information is assembled, data synthesis is required to uncover relationships that are not immediately obvious. This involves piecing together signals, comparing data and building a coherent picture. This whole process relies heavily on pattern recognition involving, for example, identifying recurring themes in employee feedback, anomalies in performance data or bottlenecks in workflows. As these patterns emerge, they reveal insights which further help to identify the root causes of organisational challenges.

Because of this analytical nature, a large share of transformation work involves processing information rather than making strategic decisions. A considerable amount of time is spent reviewing reports and summarising interviews. Teams also analyse performance and connect insights across functions. This is precisely where AI can play a valuable supporting role. AI can rapidly scan employee feedback, operational reports, meeting transcripts and market analyses. In doing so, it can identify patterns that might otherwise take weeks to uncover.

However, this does not mean that AI can replace human leadership or human judgment. Any successful transformation ultimately requires context, experience and an understanding of organisational politics and culture. These are some of the areas where human leaders remain essential. What AI can do is **accelerate the analytical groundwork so that less human time is spent on manually processing information and more time is spent interpreting insights.** In this way AI can become a powerful tool that augments the analytical foundations of organisational transformation efforts, while leaving the critical strategic and leadership decisions – and therefore accountability – firmly in human hands.

Breaking OT into phases, and where AI fits

To understand this better, the entire transformation journey can be viewed across five key phases. Each phase involves distinct activities and challenges. To fully extract AI's value in a transformation, one must examine how each phase is typically executed today, identify activities that are information-heavy and slow and assess where AI can meaningfully accelerate these activities .



The following sections provide a detailed deep dive into each phase of the engagement



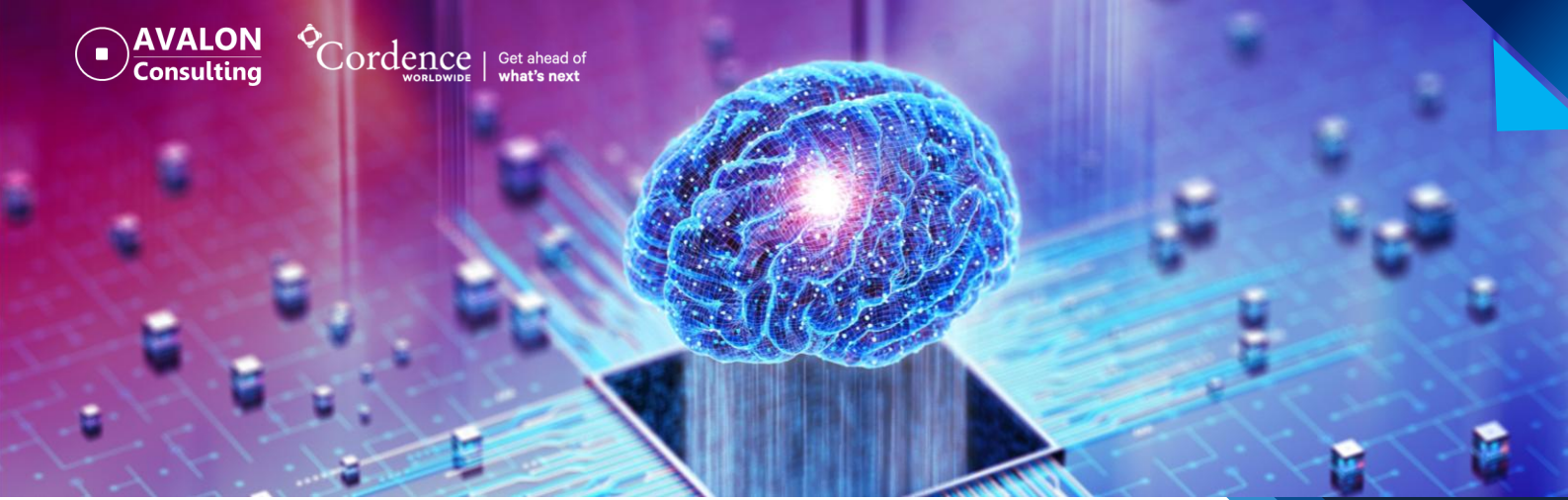
Phase-01 >>>

Diagnosis

In the diagnosis phase, the aim is to create a clear and evidence-based view of the current state of the organisation. It involves a systematic examination of processes and performance gaps. It also involves an assessment of organisational culture, cost structures and capabilities in order to identify where change may be required. This process typically includes stakeholder interviews and benchmarking against industry peers. It may also involve employee surveys and mapping key processes through workshops. At the same time, teams analyse financial and operational data which is often spread across multiple business units. The findings are then brought together into a diagnostic report that forms the foundation for the transformation effort.

Several parts of this phase tend to be particularly information-heavy and slow. Synthesising insights from stakeholder interviews is one such bottleneck as teams often manually review and identify themes from hundreds of conversations, producing thousands of pages of transcripts. Benchmarking is another time-consuming activity that requires the identification of relevant organisations and the compilation of comparable performance metrics from multiple sources. Survey analysis can also be labour intensive when interpreting open-text responses. In addition to this, financial, operational and HR data are often stored in separate systems, which makes it difficult to identify patterns without significant manual integration.

AI can meaningfully accelerate several of these activities. For example, interview transcripts can be automatically generated and analysed using natural language processing to identify recurring themes. This approach significantly reduces the time required for manual synthesis. AI tools can also automate benchmarking by scanning large volumes of public sources including databases, earnings calls and regulatory filings to identify relevant comparator organisations and extract performance indicators. AI can also analyse open-text survey responses to detect sentiment and cultural signals. **It can also identify patterns across financial, operational and HR datasets that would otherwise require extensive manual effort.**



Phase-02 >>>

Design

In the Design Phase, insights from the Diagnosis Phase are translated into a clear blueprint for the future state of the organisation. This blueprint typically includes an operating model, organisational structure, processes and capability requirements. In practice this involves defining how work will flow, clarifying ownership and decision making, redesigning structures and conducting process workshops. Teams also develop business cases, test different scenarios and consolidate outputs into detailed materials for leadership review and approval.

Several activities in the design phase are particularly information-intensive and therefore often consume a significant amount of time due to the complexity and volume of information involved. Developing robust business cases requires building detailed financial models, often involving multiple linked spreadsheets and extensive validation. Scenario generation can also be slow as teams manually test a limited number of design options under different assumptions. A significant portion of effort is spent translating analysis into Board-ready presentations, which can take up a significant share of the team's time. In addition to this, without prior experience, identifying relevant operating model analogues can be time-consuming.

Many time intensive tasks in the Design Phase can be streamlined using AI. Instead of manually testing every scenario, **AI can simulate multiple design options quickly.** This enables. It can also translate complex analysis into clear narratives for stakeholders at different levels in the organisation. Routine tasks such as drafting presentations can also be automated. This frees up time for higher value and more impactful work. Tools like process mining provide visibility into how processes function, while options for organisational structures can be evaluated based on cost and capability considerations.

Phase-03 >>>

Alignment

This is often the most underestimated part of the transformation process as it focuses on building understanding, acceptance and commitment across leaders, middle management and key influencers.

Some elements in this phase are information-heavy and time-consuming. Stakeholder mapping and influence analysis require identifying positions, relationships and interdependencies across the organisation. Assessing the impact of change across roles and functions involves extensive coordination and tailoring communication for multiple audiences adds further complexity. Informal sentiment is often difficult to capture, making resistance harder to detect early and adding further complexity.

AI can support some of these activities by analysing sentiment from employee communications, mapping stakeholder influence networks and enabling personalised communication at scale. It can also assist in identifying roles which are most impacted and surfacing informal influencers through network analysis. However, the role of AI in this phase remains largely supportive **as alignment ultimately depends on trust, relationships and leadership engagement across the organisation.**



Phase-04 >>>

Execution

This is where the transformation moves from design to implementation, with new processes being adopted and systems being deployed. The focus shifts from programme planning to management, coordination and problem solving. Activities in this phase typically include the management of interdependent workstreams and the delivery of training at scale. They also include the implementation of technology solutions and implementing course-corrections when necessary.

In large scale transformations, issues may arise across functions and geographies, making triaging and resolution complex. Designing and delivering role-specific training at scale is also a challenge while status reporting and Project Management Office (PMO) coordination often involve significant manual effort in aggregating updates from different teams.

AI can support execution by improving efficiency in select areas. Project management tools can help track dependencies and automate status reporting while AI-enabled systems can assist in triaging issues and routing them to the right owners. AI can also support more personalised training delivery at scale. However, **execution remains largely human driven as it requires on-the-ground decision making, coordination and continuous engagement across teams from various functions and departments.**

Phase-05 >>>

Tracking

This phase focuses on ensuring that transformation efforts deliver on tangible, intended outcomes and not just successful implementation on paper. Activities include tracking benefits realisation, monitoring performance and assessing whether new ways of working are being adopted. In practice, this involves maintaining KPI dashboards, conducting periodic reviews with leadership, gathering qualitative feedback through surveys, reviewing risks and issues and course-correcting wherever needed.

Much of the work in this phase involves fragmented data and delayed visibility into outcomes. Aggregating benefits data from operational systems is typically manual which leads to lagging performance visibility. Measuring adoption— for example, whether employees are consistently following new processes – can also be challenging. Teams often rely on lagging indicators meaning issues are identified only after outcomes are impacted. In addition, detecting early signs of risk across workstreams or geographies requires connecting multiple weak signals which is difficult to do manually.

AI can play a significant role in this phase as it enables real-time performance tracking by integrating with operational systems and eliminating delays in aggregation of data. Predictive analytics can help identify emerging risks and flag potential issues before they affect outcomes. AI can also track actual adoption rates by analysing system usage patterns and continuously monitoring sentiment through internal communications. In addition to this, automated exception reporting helps focus attention on areas that deviate from the plan. This enables teams to act quickly and drive sustained value from the transformation.



Case Studies: AI in Practice Across Transformation Phases

The preceding section outlined how AI can support different phases of Organisational Transformation and where its limits remain. The following examples further substantiate this by exemplifying how organisations have applied AI in real-world transformation contexts. These are the cases where AI has been embedded into execution, tracking and design decisions at scale. They show not just where AI fits, but also how its value depends on being integrated into the transformation process rather than layered onto it.

Case Study 01 >>

Unilever Workforce Redeployment at Scale

Unilever's example demonstrates how AI can reshape execution, tracking and alignment in a transformation journey. In 2019, the organisation faced the challenge of redeploying talent across a global workforce of over 150,000 employees. Demand across the business became uneven almost overnight, as some areas overstretched while others had excess capacity. **Traditional approaches such as manual HR matching or sequential hiring and redundancy cycles were too slow for the situation.**

To address this, Unilever deployed an AI-powered internal talent marketplace, FLEX Experiences, built on Gloat. The platform created dynamic skills profiles for employees and matched them to open projects and roles across the organisation. During the early months of the pandemic, this enabled more than 700 business-critical projects to be staffed and unlocked over 26,000 hours of employee capacity in a matter of weeks. **What would have taken multiple weeks of manual coordination was compressed into a near real-time matching process.**

The same system also became the backbone for tracking and alignment. All matching activity along with project completions and skill updates could be captured, giving leadership continuous visibility into workforce capacity, skills demand and employee engagement with internal mobility. By 2023, around 40% of employees were registered on the platform and the AI layer could predict emerging skills gaps rather than relying on periodic workforce planning cycles.

Equally important was the alignment effect. The platform made opportunities visible and accessible to employees, thereby reducing the opacity that often drives resistance during restructuring. Individuals could see available roles, understand skill demand and navigate potential career paths in real time. This transparency signalled that the transformation was being managed with consideration for employees, rather than being imposed on them. The result was not just faster execution, but more sustained engagement. Overall, **Unilever reported over 700,000 hours of capacity unlocked and a 41% improvement in productivity**, demonstrating how AI can operate as both an execution engine and a trust mechanism when embedded correctly.

Case Study 02 >>>

AI as the Backbone of End-to-End Transformation at IBM

IBM's transformation, initiated in 2017, illustrates how AI can operate across multiple phases of organisational transformation simultaneously. Over a period of eight years, the organisation restructured its workforce of more than 3,00,000 employees to align with a shift toward AI and cloud-based services. **AI was embedded as a continuous intelligence layer across diagnosis, design, execution and tracking.**

The transformation began with a diagnostic challenge: identifying which roles and skills were declining and which were emerging. IBM developed AI systems to analyse internal and external data sources, including job postings, learning records and project data, to create a continuously updated view of workforce trends. This was not a standalone analysis but an ongoing capability which enabled the organisation to forecast skill requirements several years ahead. Importantly, these insights were made visible to employees, enabling individuals to understand how their roles might evolve and make informed development choices.

These diagnostic outputs fed directly into design decisions. IBM restructured roles, created new job categories based on skills and redesigned compensation to reflect skills value rather than tenure. The design was not static; it evolved as the AI models updated their predictions. During execution, IBM used AI to manage the administrative complexity of the transformation itself. Tools like AskHR automated large volumes of employee queries related to roles, training and career paths, which significantly reduced the operational burden. By 2024, these systems had saved millions of hours and improved response efficiency across the organisation.

Tracking was also fundamentally redefined. AI systems monitored attrition risk, skills development and adoption of new ways of working in real time. Rather than relying on lagging indicators, IBM had a continuous view of whether the transformation was progressing as intended. This allowed for earlier intervention and more precise course correction. **The reported \$3.5 billion in productivity savings against a \$2 billion target reflects not just execution efficiency but the ability to measure and manage outcomes continuously.**

What distinguishes IBM's approach is not the use of AI in individual phases, but the integration of AI across them. **The same data and intelligence layer supported diagnosis, informed design, enabled execution and strengthened tracking.** This illustrates the full potential of AI in organisational transformation when it is treated as infrastructure rather than as a set of isolated tools.

What AI cannot (and should not) do in transformation

Before getting into the specific limits of AI, it is worth noting that the primary cause of transformation failure is not insufficient information, but the **failure to make and sustain hard choices** and to **exercise the human judgment those choices require**.

If transformation failures were driven by a lack of data, benchmarks or analytical capability, AI would be highly effective in addressing them – but that is not the case here. Organisations often know what needs to be done. The challenge lies elsewhere. Leaders may recognise the right course of action but avoid it because it sits heavily on the P&L. Stakeholders may agree in formal settings and undermine decisions outside them. Middle managers may receive the strategy but are not equipped or held accountable to execute it. Cultures may appear aligned on the surface, while being deeply resistant underneath – often for rational reasons. These are not information problems. They are problems of judgment, courage, trust and accountability and that is precisely where AI reaches its structural limit.

To put this in perspective, there are four structural limits to AI involvement in transformation:

Trust :

Transformation runs on trust. Employees follow a new direction not because it is analytically optimal but because they believe the people driving it are honest, consistent and have their interests at heart. Trust is not a sentiment; it is built through repeated and visible actions over time. It is shaped in direct specific interactions rather than through broad communication. While AI can help identify where trust is weak, it cannot build or restore it. This matters because transformation requires individuals to move away from familiar routines, absorb uncertainty and often take on additional effort without immediate personal benefit. Without trust this shift does not sustain.

Political judgment :

Every transformation is in effect a political event. There are shifts in resources, influence and priorities that create both alignment and resistance. These dynamics are rarely explicit and often shaped by history, relationships and informal signals. Effective navigation requires judgment about timing, sequencing and trade-offs that go beyond what data can capture. AI can indicate that engagement is low, but it cannot determine how that situation should be handled

Accountability :

Accountability is often misunderstood in transformation programmes. It is not just about assigning responsibility or defining governance structures, but rather about clear ownership of outcomes and consequences. As AI becomes more involved in decision making, there is a risk that accountability becomes blurred with outcomes attributed to systems rather than individuals. However, transformation depends on visible ownership. When outcomes are not achieved and no consequence follows it signals that accountability is not real. AI cannot enforce accountability; instead, it can only support decisions that individuals must ultimately own.

Leadership :

This is the most critical constraint. The most common reason transformations stall is not a lack of analysis but the absence of action. Leaders may have the data and the recommendations but delay or dilute decisions because they are difficult or carry personal and organisational cost. AI can make the case for change clearer and more robust, but it cannot make the decision itself. The ability to act on difficult choices remains fundamentally human. Without that, even the most well-informed transformation will struggle to progress.

The operating model for AI-enabled OT

Building on these limitations, it becomes important to define what an effective operating model for AI enabled Organisational Transformation looks like. The phrase “human-led and AI accelerated” is used increasingly by consulting firms and enterprise practitioners. What it really means is that AI can change the speed and scale at which information is processed, not who owns the direction and the decisions. As noted in a CLO article on the SHINE framework, ~78% of companies now use AI in at least one function yet more than 80% report no material contribution to earnings. The gap is not a technology problem. It is an operating model problem. Human-led and AI accelerated is not achieved by adding AI to existing workflows. **It requires deliberately redesigning those workflows around what AI can and cannot do and then governing that redesign rigorously.**

There are three, distinct parts to achieving this:

Prompting

This is lowest value form. It is easy to start and useful for local efficiency, but it does not change how the overall process works. It improves fragments of the workflow while leaving the system itself unchanged, which is why many organisations remain stuck at this stage.

Integration

Valuable but not transformative. It automates parts of the existing workflow and improves speed and consistency, but the underlying structure of work remains the same. Gains are real but limited.

Operating model redesign

This is where the real impact lies. It requires rethinking workflows end-to-end, defining where AI operates independently, defining where human judgment is essential and ensuring that data, roles and governance are aligned before deployment.

At its core the operating model is about how work is allocated across different stakeholders throughout the transformation process. AI systems take on the role of processing large volumes of information, generating scenarios, identifying patterns and producing outputs at speed. The process layer translates these outputs into structured workstreams, manages interdependencies and ensures that activities move forward in a coordinated manner. Human involvement is then concentrated at points where judgment, interpretation and decision making are required. The model is not “AI decides and humans approve.” It is **“AI surfaces insights, humans interpret them and decisions are owned explicitly.”**

What becomes critical is not just the allocation of work, but what prevents that allocation from drifting over time. Without clear boundaries, there is a tendency for AI to be used where judgment is required or for individuals to revert to manual processes where AI could operate more effectively. This is where governance becomes central. **Governance in this context is not a compliance layer added after the fact. It is the infrastructure that makes the operating model enforceable.** It ensures that AI is applied to the right problems, that outputs are used appropriately and that accountability remains clear.

The purpose of this operating model is not to replace human involvement but to rebalance it. AI compresses the time required for analysis, synthesis and routine coordination. This creates space for attention to shift toward the parts of transformation that cannot be automated. Speed and control are not opposing forces in this model. When designed and governed properly, AI enables faster execution without diluting ownership.

What This Means...

Building on this operating model, the implications for how transformations are executed in practice are significant. The shift is not just in tools but in how different stakeholders engage with the process, where time is spent and which capabilities become critical. The most visible change is that **AI compresses the distance between information and action, albeit unevenly**. It removes friction in analysis, synthesis and coordination while leaving intact the parts of transformation that depend on judgment, context and ownership.

For senior leaders

The most valuable thing AI does for senior leaders in transformation is compress the distance between raw information and a decision-ready conversation. Today much of the time in transformation is spent waiting for analysis to land, for materials to be prepared and for alignment on what the data means. **AI does not change what is decided. It changes how quickly the point of decision is reached**. The traditional chain through which information flows from data gathering to synthesis to structured output becomes significantly shorter. Sentiment signals can surface before they reach formal channels, performance data can be current rather than delayed and scenarios can be generated in hours rather than weeks. Therefore, the bottleneck in AI enabled transformation often shifts upward. Faster information flow only creates value if decisions move at the same pace. What remains unchanged are the core requirements: setting direction, absorbing the cost of difficult choices and maintaining accountability when execution drifts. The presence of better analysis does not remove the need to act on it.

For middle management

The shift is equally structural. Successful transformations require structured thinking, proprietary knowledge and analytical capacity. AI is rapidly altering the second and third of these. Activities such as research, benchmarking, data analysis and first draft synthesis are being automated at scale. What remains is not diminished but it is repositioned. The value lies in applying structured thinking to a specific organisational context, interpreting what the outputs mean and determining which insights to act on. These capabilities are required earlier in the process and not after extended analytical work. As a result, the emphasis shifts from producing analysis to orchestrating it, and from generating outputs to interpreting them in context.

For the chief human resources officer

The shift is less about new responsibilities and more about the consequences of existing ones. AI does not change what falls within the remit of workforce, capability and culture; rather it changes the cost of getting those areas wrong. Workforce planning that does not account for AI's impact on roles and skills quickly becomes outdated. Change efforts that treat AI as a technology deployment rather than a shift in how work is done struggle with adoption. Traditional approaches to measuring culture based on periodic surveys miss the continuous signals that AI can now surface. The distinction that becomes important is whether AI is positioned as a technical initiative or as a transformation capability. When it is treated as the former decisions are made without fully accounting for their human implications. When it is treated as the latter, workforce, capability and cultural considerations are integrated into how transformation is designed and executed.

Across all three perspectives, a consistent pattern emerges. **AI removes time spent on gathering, structuring and processing information. It does not remove the need to interpret that information, make trade-offs and act under constraints**. Therefore, the importance of these roles does not diminish. Time shifts away from preparation and toward decision and away from compilation and toward judgment. **The organisations that benefit are not those that simply adopt AI tools, but those that adjust how work is structured around them.**



Human-Owned, AI-Accelerated: *The Next Phase of Organisation Transformation*

- What emerges from this analysis is the need to rebalance the overall approach to Organisation Transformation. At its core, **Organisation Transformation remains fundamentally human-owned**. The core challenges involve making hard choices, sustaining them under pressure and aligning people – these have not changed in the AI era. What has changed, is the amount of time and effort required to reach those moments. AI compresses the analytical groundwork, surfaces patterns faster and reduces friction in how information is gathered, processed and presented.

- This creates a shift in where value lies. Less time is spent preparing for decisions and more time is available to make and act on them. This shift only translates into impact when the operating model adapts alongside the technology. Adding AI to existing workflows only accelerates activity, but it does not improve outcomes. **The real gains emerge when workflows are redesigned with clear roles and governance** ensures that speed does not dilute ownership.

- The distinction is therefore clear. **AI amplifies the process, but it does not change its nature**. Judgment, trust, accountability and the willingness to act remain fundamentally human. The next phase of Organisational Transformation will not depend on how much AI is used, but on how effectively it is integrated so that analysis moves faster, decisions become sharper and ownership remains firmly where it belongs.

Our Values - The Avalon EDGE

E

ENTREPRENEURSHIP

Enterprising ownership to transform ideas into pragmatic and profitable solutions

D

DEDICATION TO EXCELLENCE

Commitment to premier quality and highest standards in everything we do

G

GREAT VALUE CREATION

Focus on delivering maximum client impact through innovation and collaboration

E

ETHICAL APPROACH

Respect, fairness, and transparency in all our interactions

Contact Us:

Shabal Goel | Vice President

shabal.goel@consultavalon.com | +91 84476 42336

Jatin Dang | Consultant

jatin.dang@consultavalon.com | +91 84487 78923

📍 BANGALORE

WeWork, Prestige Atlanta,
80 Feet Main Road,
Koramangala 1A Block,
Bengaluru 560034

Phone : +91 73051 52869 / +91 73051 89261

E-mail : bangalore@consultavalon.com

📍 CHENNAI

WeWork, Olympia Cyberspace,
3B-141, 3rd Floor, Arulayiammanpet, Alandur
Road, SIDCO Industrial Estate, Guindy,
Chennai - 600 032, Tamil Nadu

Phone : +91 73051 52869 / +91 73051 89261

E-mail : chennai@consultavalon.com

📍 SINGAPORE

65 Chulia Street,
#38-02/03 OCBC Centre
Singapore 049 513

Phone: +65 3138 2042

Email : admin@apex-avalon.sg

📍 DELHI

WeWork, Eldeco Centre
02B-113, Block A,
Shivalik Colony, Malviya Nagar,
New Delhi - 110017

Phone : +91 74286 24664

E-mail : delhi@consultavalon.com

📍 Gurugram

WeWork, Two Horizon Centre DLF,
04B-109, 4th Floor, DLF Phase 5,
Gurugram, Haryana 122002

Phone : +91 74286 24664

E-mail : delhi@consultavalon.com

📍 RIYADH

E-mail : ksa@consultavalon.com

📍 MUMBAI

WeWork, Embassy 247 Park,
13B107, 13th Floor, Lal Bahadur Shastri Rd,
Gandhi Nagar, Vikhroli West,
Mumbai - 400079, Maharashtra

Phone : +91 73045 29720 / 21

E-mail : mumbai@consultavalon.com



www.consultavalon.com



www.consultavalon.com

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