

The Gateway Corp: Making of a Multinational Software Engineering Powerhouse

Gateway Group is a privately held Global Enterprise headquartered in India and The Netherlands, delivering Consulting, Digital Engineering, and IT services to its customers across five continents for over two decades.

With the collective wisdom of the founders—Niraj Gemawat, Indrajit Mitra, and Vipin Moharir—led by a multinational team of 14 nationalities, they have been spreading their wings across the globe with 80 per cent of business coming from non-English speaking countries across Nordics, Benelux, Germany, Japan, Middle East, North America, and the UK.

●●● **APRIL 1997: THE JOURNEY BEGAN IN THE MOST CHALLENGING TIMES OF THE IT INDUSTRY**

"I was an engineer with an MBA from Symbiosis, coming from a family of teachers and doctors. However, I found corporate jobs to be too comfortable. With a deep desire to do something professionally stimulating, I decided to build a business ecosystem where professionals can innovate, make mistakes, and thrive by practicing true entrepreneurial spirit at the workplace. This is how Gateway was born and has grown over the decades. We are a great place to learn, experiment, and celebrate our success and failures," recalls Niraj Gemawat, founder & chairman of Board, Group CEO.

Little did he know that after 24 years, his maiden venture would employ 1800+ people globally with customers from 30 countries across 5 continents. Over the years, a team of believers with exceptional commitments got together and realised the dream to create a Global Service based, solution-focused, Software Engineering Multinational company.

Gateway's Window of Opportunity

Maintaining its firm foothold in the global IT landscape, the company believes in nurturing young talent by training them extensively in line with industry requirements. With a simple philosophy of building teams from within the organisation, work culture at Gateway is centered around people's development and growth. In fact, it has remained one of the largest recruiters in the IT sector across colleges in Gujarat. Over the past decade, the company has hired more than 150 students year on year from 30+ colleges across Gujarat. Moreover, to absorb the *crème de la crème* from across institutes, the company offers packages higher than industry standards.

The people-centric human resource approach sets the Gateway Group apart from the rest of the tech companies. The company believes in equality for all and creates a work environment where each member is addressed professionally and personally. Paid monthly menstrual leave or a flexible approach enabling work from home

●●● **UNDERDOGS AHOY! BEATING THE BIG BOYS OF THE GLOBAL SOFTWARE INDUSTRY**

With the tenacity to deliver the most innovative and technically complex business solutions, they have created an on-ground presence of more than 300 team members across Europe, serving 20 Fortune 500 companies for over a decade.

"Being locally present in the global markets, we continuously sharpen our value proposition to flexibly engage with our customers to determine where, how, and when they want to be served. This has enabled us to compete with the big boys of the global software industry on multi-million dollar contracts," says Niraj, confidently.

The inherent DNA of Gateway Group has been to 'transform enterprises globally' by delivering the most complex mission—critical and innovative technology solutions. Their customers call them THE FIX IT DOCTORS.

●●● **MATTER OF SIZE - MATTER OF PRIDE**

Fostering growth by uplifting each other and putting their best foot forward, the leaders bring decades of industry experience, a global perspective, and a passion for achieving results.

Spread over a majority of unconventional markets in the EU like Germany, France, and The Netherlands, The Gateway Group is walking on thick corporate ice even

in Scandinavia along with Japan, covering most time zones. With deep-rooted on-ground establishments, the group is working with the ethos of creating path-breaking market opportunities by diving headfirst into a pool of scope and hope. The company intends to hire the finest professionals globally, targeting a roster of around 2000 - 2500 people.

Most mid-sized IT companies in India have under 5 per cent of their team present on-site at offices across the planet. This figure is dwarfed by the 30 - 40 per cent workforce employed by The Gateway Group overseas.

●●● **THE FUTURE**

"Shifting away from being a mere

service provider, the key focus areas for the years ahead will be on consulting to innovate and utilise our delivery capability. The idea is to add more verticals beyond the current automotive and logistic sectors. The company plans to aggressively expand in areas of security, healthcare, banking, and financial services. The concentration will also grow more in sunrise technology sectors such as 5G, Blockchain and cryptocurrencies, cognitive Artificial Intelligence, Internet of Things (IoT) and robotic automation," confirms Indrajit Mitra, founder & Board Member, CEO, AutoDAP & CEO, G'SecureLabs.

As the company shifts focus, charting its future path of progress, Gateway is bullish on roping in more service providers to enhance its offerings. With over two decades of successful and steadily growing business operations in the established and emerging global markets, the future focus will be on acquisitions and private equity investments. In its next most critical leap for effective transformation, it has multiple acquisitions lined up for 2022.

With inherent stability & innovations taking place from time to time, Gateway Group of Companies is also looking at aggressive revenue growth in the global markets where it is present. According to Niraj, a three to four-fold revenue growth over the next two years will go a long way in further strengthening the company as one of the key players in the ecosystem, supported by local teams

Dignity, Integrity, Honor, and Pride

"More than our technological expertise, it's our relationships, reliability, and credibility with our customers that makes us a globally successful company. Rest is complimentary"

My Teams' Success Mantra: We dream to dream the same dream.

Integrated Family values keeps us sane.

Happiness is more important than temporary bouts of enjoyment.

We stay grounded and never forget where we started from.

We believe in 'Creating a People Run Organisation than an Individual Run Organisation'

Our growth strategies are always built around the brilliance of our team



Niraj Gemawat
founder & chairman of Board,
Group CEO - The Gateway Group



Gateway Group

CONNECT. INNOVATE. TRANSFORM.

Software Engineering is at the heart of everything we do

Consulting | Digital Transformation | IT Services

OUR BUSINESSES



Gateway Digital

Enterprise Solutions for Digital Transformation
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AUTOFACETS

Global Leader in Digital Automotive Solutions
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Digital Supply Chain Solutions for Seamless Logistics
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