

Driving three decades of innovation to success

For Newgen Software, which recently crossed a \$1-billion market cap, the future is bright as it gears up to script its next chapter of success

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In the fast-paced realm of global business, certain constants define success: A commitment to innovation, adeptly navigating challenges, prioritising customer satisfaction and fostering a stellar company culture. Exemplifying these principles is Newgen Software, a trailblazer in the IT product landscape that recently propelled itself past a \$1-billion market capitalisation.

Established in 1992 by visionaries Diwakar Nigam and TS Varadarajan, Newgen Software set out to be the unequivocal choice for burgeoning businesses on a global scale. Its success story is an intricate tapestry woven over three decades, blending a visionary outlook with adaptive strategies.

Paperless offices

In the '90s, when the world relied on floppies and compact discs for data storage, Newgen Software was already envisioning a future laden with possibilities. Recognising the need for change in storage dynamics, the company pioneered the concept of a paperless office in 1993.

Through the years, with its unwavering focus on customer needs, Newgen has garnered a premium client base, counting prestigious names such as LIC of India, HDFC Bank, HSBC, Deutsche Bank and many others among its clientele. Its digital transformation platform

spans 74 countries, with over 520 active customers in sectors ranging from banking and insurance to healthcare, government, telecom and BPOs.

From the fairway to the boardroom

In September 2021, Virender Jeet, who had joined the company as a software engineer back in 1992, assumed the mantle of CEO. That appointment proved integral to Newgen's growth.

Jeet played a pivotal role in developing the digital transformation platform, shaping the company's global strategy and driving its sales and marketing initiatives. His leadership is distinguished by qualities that extend far beyond the boardroom, making him not just a strategic CEO but also an empathetic leader who values people as the cornerstone of success.

His passion for golf, far from being a mere recreational pursuit, is a testament to his understanding of teamwork and strategy. The golf course becomes a metaphor for the challenges of business, where precision, strategy and resilience are paramount. On the fairway, Jeet refines not only his personal skills but also his ability to bring out the best in his team — staying focused under pressure, navigating obstacles with precision and fostering a culture of collective success.

Jeet lives and breathes software products — as his LinkedIn bio boldly declares — and that



Virender Jeet, CEO,
Newgen Software

Virender Jeet's passion for golf has greatly influenced his leadership style — from staying focused under pressure to bringing out the best in his team

passion, coupled with his keen business acumen, has positioned him as a leader who not only envisions the future but actively shapes it by investing in the potential of every team member.

His commitment to fostering a collaborative and innovative workplace stands as a testament to his belief that the true strength of a company lies in the collective brilliance of its people.

Future outlook

Newgen has always focused on customer-centric innovations. The introduction of generative artificial intelligence (AI) to its product line-up through the

unified low code platform, NewgenONE, marks a groundbreaking chapter for the company.

NewgenONE Marvin, an enhancement to the platform, promises to revolutionise application development, automate customer journeys and transform customer engagement.

NewgenONE Marvin is a powerhouse that propels businesses forward by accelerating application development, reducing idea-to-execution cycles and facilitating faster decision making.

Its capabilities extend to improving information retrieval, strengthening customer relationships through personalised content and enhancing communication tailored to individual preferences.

Furthermore, Marvin ensures swift responsiveness to market changes and offers a seamless solution for creating and translating content into multiple languages, fostering effective global communication.