



KAPAL SURESH PANSARI

SPEARHEADING EXCELLENCE

KAPAL SURESH PANSARI IS THE DIRECTOR OF RP TECH INDIA (A DIVISION OF RASHI PERIPHERALS PVT. LTD.), WHICH IS RANKED AS THE LEADING B2B TECHNOLOGY SOLUTIONS COMPANY IN INDIA. A SECOND-GENERATION ENTREPRENEUR, KAPAL AIMS TO ESTABLISH RP TECH INDIA AS COUNTRY 'ONE STOP SHOP' FOR ALL IT REQUIREMENTS

BACKED BY RICH INDUSTRY KNOWLEDGE

Kapal completed B. Com. from NarseeMonjee Institute of Management Studies in 2004. He finished post-graduation in Entrepreneurship from S.P. Jain Institute of Management & Research in 2006. He has garnered rich experience by working in the Computer Hardware industry and is adept in Supply Chain Management, Product Management, Business Strategy, etc. He is the second-generation entrepreneur at RP tech next in line to his father Suresh Pansari (Co-founder and Director), who is a pioneer in shaping the technology channel business in India. A visionary leader, Kapal plans

to take the company to the next level of growth by diversifying its business into multiple profitable areas.

A STRONG AND ROBUST BUSINESS MODEL

Founded in 1989, RP tech India is an ISO 9001:2015 compliant organization that operates across four business verticals – Peripherals, Component, Networking & Personal Computing and market verticals like Online, Retail and Enterprise. The

company has been proudly serving 30+ renowned global brands including ASUS, Fitbit, Dell, SanDisk, & TP-Link to name a few. Kapal believes in implementing a 360-degree marketing approach to achieve a long term & inclusive growth. He preaches ethical business practices & a passion for excellence. He motivates his team to work at the highest business efficiency to realize the company's vision & goals.

HIS INSPIRATION AND GUIDING PHILOSOPHY

The humble beginnings in the company and spiritual inspiration from Sadhguru have helped him stay more grounded and focused. He believes that he is on a constant learning path and is continuously evolving as an empathetic leader.

CONTRIBUTING TOWARDS CSR

Kapal takes his responsibility towards society seriously and supports many initiatives through CSR. He backs causes that can find more long-term and self-sustaining solutions. Some of these causes include better education to nurture young talent, easy access to high-quality healthcare in remote areas, agricultural education, and economic empowerment to improve the living standards of the underprivileged. To cope with the challenges posed by the prevailing Covid-19 pandemic, the management of the company retained the employees and did not cut down their regular salaries. The organization also contributed Rs. 51 lakh towards the PM Cares Fund and continues to service the healthcare, BFSI and IT sectors even during the lockdown.

GARNERING MULTIPLE AWARDS AND ACCOLADES

Kapal is the recipient of many prestigious awards for his remarkable initiatives that translated into outstanding growth of the company. He was recently conferred "India's Greatest Brands & Leaders 2020-21" by AsiaOne Magazine. He was also the recipient of the "Next Generation Award" by NCN. The Herald Global awarded him the "Most Admired Leader Award" and YE Forum recognized him with the "Young Entrepreneur of the Year Award." Under his leadership RP tech India has won many prestigious awards both by the media publications and its own vendors. Some of these are 'CRN Excellence Award 2020', 'VAR India Value Added Distributor Award 2020,' & 'Best National Distributor Award 2019' by Digital Terminal, 'National Award for Marketing Excellence 2018' by Times Network among others.