

OUTLOOK BUSINESS

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THINK BEYOND. STAY AHEAD.



VIBRANT — LEADERS —

This Feature is curated by the Brand Team of Outlook Publishing India Pvt. Ltd.

The future belongs to leaders who challenge convention, embrace transformation and inspire progress. The visionaries featured in this edition of Vibrant Leaders are redefining industries through innovation, resilience and purpose-driven leadership, creating enduring value while shaping the next chapter of business excellence in an increasingly dynamic global economy.

LEADING THE INTELLIGENT INFRASTRUCTURE REVOLUTION

The global utilities sector is undergoing one of its most significant transformations in decades. As nations invest in cleaner energy, smarter grids, and digital public infrastructure, technologies such as artificial intelligence, the Internet of Things, cloud computing, and advanced analytics are becoming the backbone of modern utilities. Industry projections indicate that investments in smart grid technologies are expected to exceed hundreds of billions of dollars over the coming years, underscoring the growing importance of intelligent infrastructure in powering sustainable economic growth.

For Murali Krishna Gannamani, Managing Director and CEO of Fluentgrid, this transformation represents far more than technological progress. It presents an opportunity to fundamentally rethink how utilities operate, engage with consumers, and contribute to national development. His leadership philosophy is built on the conviction that technology should create measurable business value while addressing society's most pressing challenges.

Under his leadership, Fluentgrid has emerged as a trusted technology partner for utilities, smart cities, and critical infrastructure organisations across international markets. The company enables digital transformation through integrated solutions powered by artificial intelligence, enterprise platforms, predictive analytics, and intelligent customer engagement. These innovations help utility providers improve operational efficiency, strengthen decision-making, optimise resource utilisation, and deliver seamless customer experiences.

Murali advocates a comprehensive approach to transformation. He believes organisations must move beyond implementing digital tools and instead build intelligent ecosystems where technology, data, and people work together to create long-term value. As utilities respond to evolving customer expectations, climate commitments, and



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The accelerating global shift towards smart utilities is creating unprecedented opportunities for innovation. Murali Krishna Gannamani believes the next era of infrastructure will be defined not merely by digital adoption, but by intelligent ecosystems that deliver measurable value for people, businesses, and the planet.”

MURALI KRISHNA GANNAMANI
Managing Director and
CEO of Fluentgrid

regulatory changes, leadership must focus on innovation that is both purposeful and sustainable.

A strong proponent of data-driven decision-making, Murali views information as one of the most valuable assets for modern enterprises. By harnessing real-time insights, organisations can anticipate demand, reduce operational losses, improve service reliability, and build resilient infrastructure capable of adapting to future challenges. For him, the convergence of digital intelligence and sustainability is not simply a business strategy but a responsibility towards creating more efficient and environmentally conscious communities.

Equally central to his leadership is developing a culture that encourages learning, collaboration, and innovation. Fluentgrid continues to invest in nurturing talent that embraces emerging technologies and solves complex industry challenges with creativity and agility. This people-first philosophy has enabled the organisation to remain competitive while delivering meaningful value to clients across diverse geographies.

Looking ahead, Murali Krishna Gannamani believes the future belongs to organisations that combine visionary

leadership with intelligent technology to create lasting impact. As governments and enterprises continue to accelerate investments in digital infrastructure, his vision reflects a broader commitment to building connected, sustainable, and resilient ecosystems that improve the quality of life for millions.

His journey demonstrates that true leadership is defined not by the technologies an organisation adopts, but by its ability to inspire innovation, transform industries, and shape a smarter future through purpose-driven digital transformation.

As artificial intelligence, digitalisation, and sustainability reshape the global utilities landscape, Murali Krishna Gannamani, Managing Director and CEO of Fluentgrid, is championing a future where technology becomes the cornerstone of resilient, customer-centric, and sustainable infrastructure.