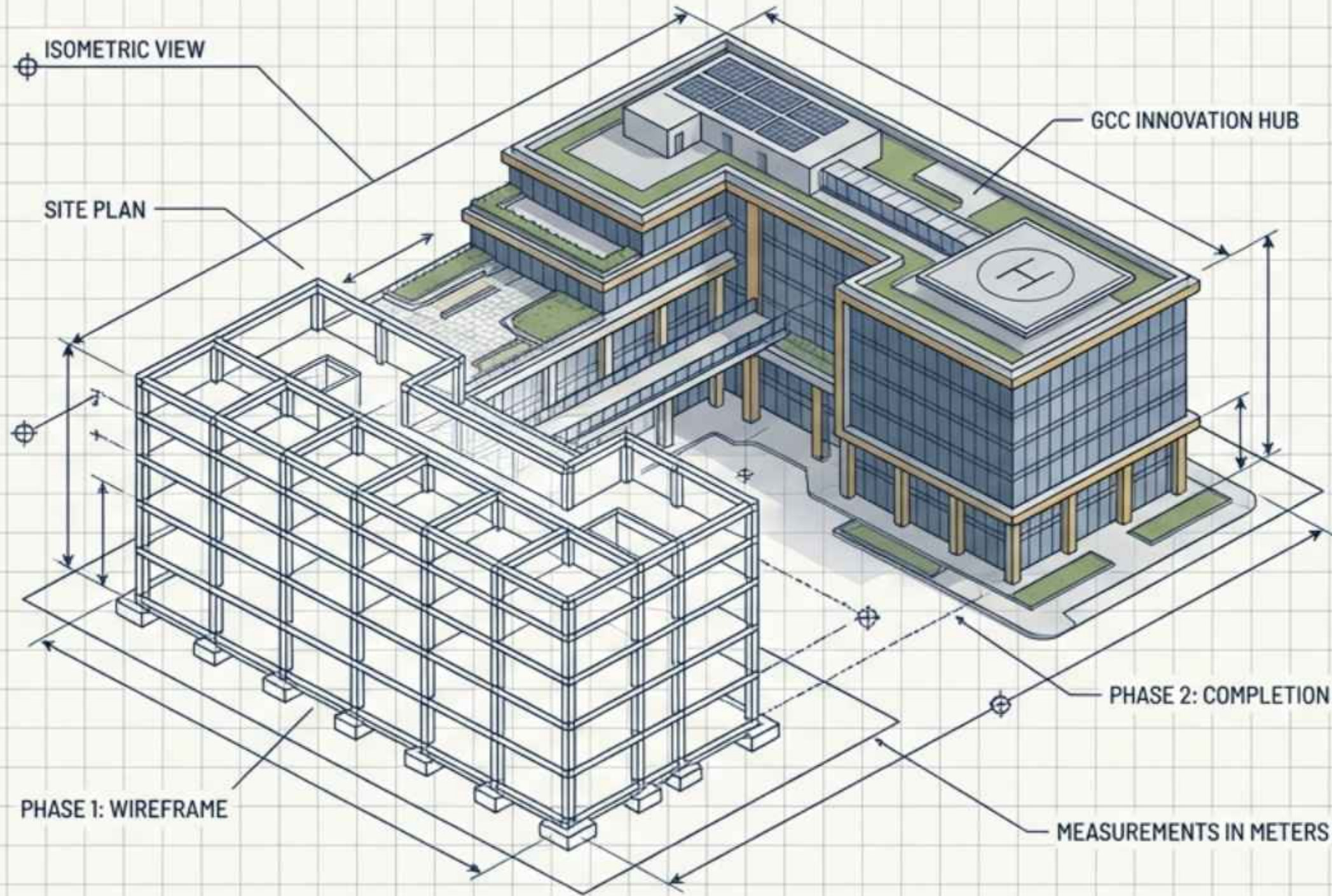


The India GCC Blueprint 2026

Strategic Setup, Economics, and Compliance for High-Value Offshore Operations



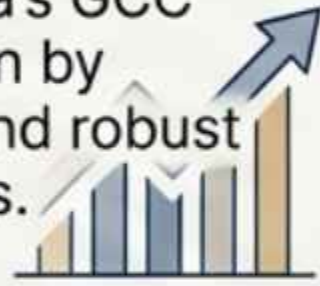
KNM Management Advisory Services

The \$60 Billion Offshore Engine Accelerates

Scale

► US\$60 Billion Sector:

Projected size of India's GCC sector by 2026, driven by record investments and robust government initiatives.



Shift

► Tier-2/3 Hotspots:

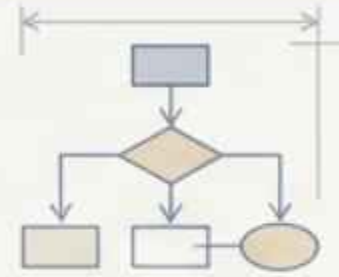
Emergence of secondary cities offering untapped talent pools and significant cost arbitrage.



Catalyst

► Streamlined Approvals:

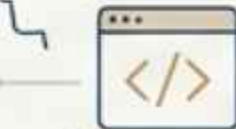
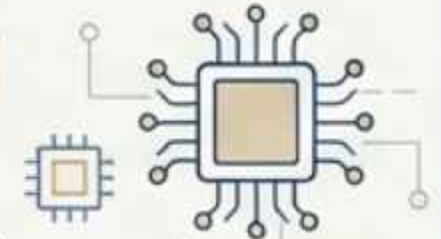
New FDI norms explicitly revised to accelerate GCC setup and foreign direct investment.



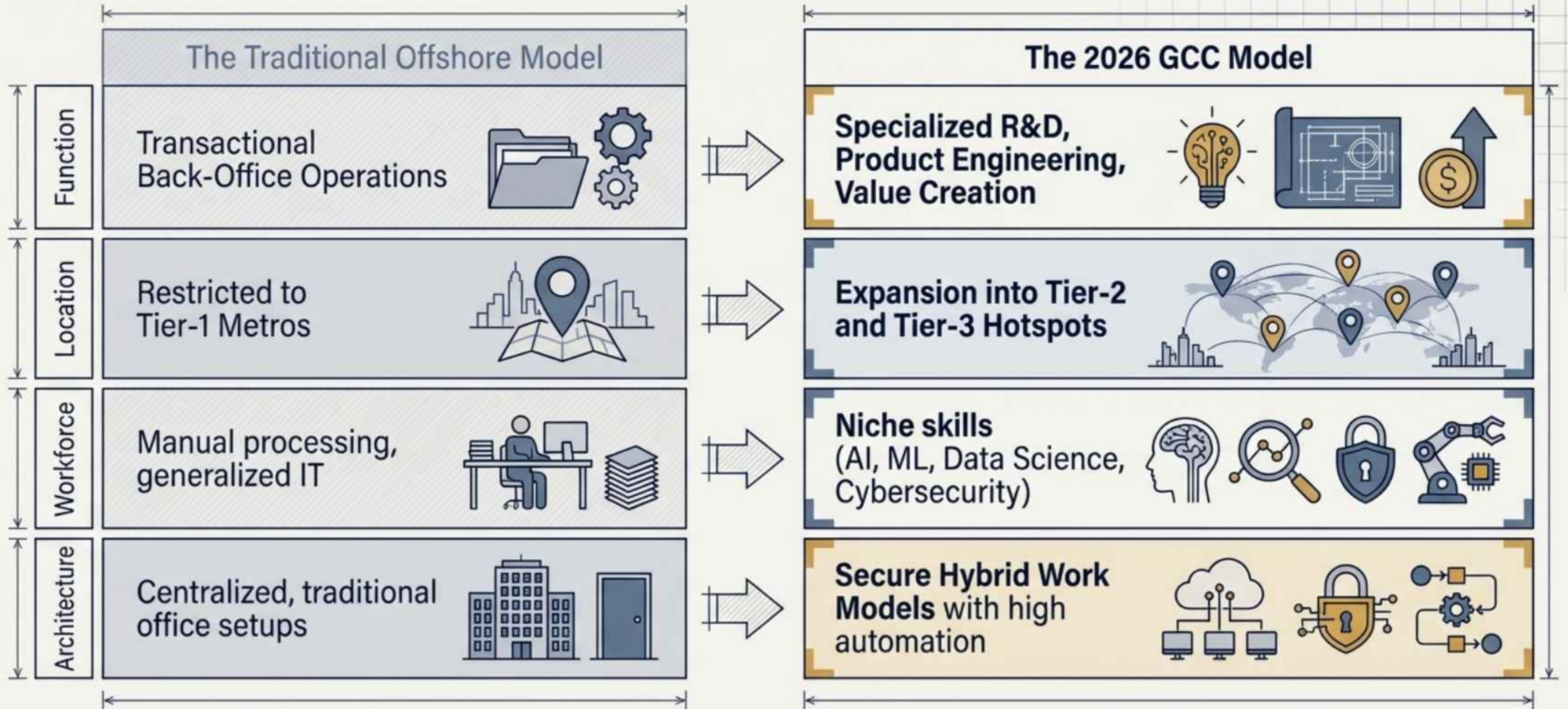
Focus

► Specialized R&D:

Operations moving beyond back-office functions into product engineering, AI, and niche digital skills.



The Strategic Pivot from Processing to Innovation




Diagnostic Location Strategy: Metros vs. Emerging Hubs



	Tier 1 Metros	Tier 2 & 3 Cities
Talent Availability	<p>Deep, established pools but high attrition</p>	<p>Fresh, untapped pools catalyzed by upskilling initiatives and academic collaborations</p>
Cost Arbitrage & Real Estate	<p>Premium real estate, higher operational baseline</p>	<p>Superior cost arbitrage on both talent and Grade-A infrastructure</p>
Ecosystem & Infrastructure	<p>Mature startup ecosystem and connectivity</p>	<p>Rapidly advancing digital infrastructure and government incentive zones</p>

Architecting the Operation: Strategic Planning & Legal Structuring



Phase 1: Strategic Planning

- ☑ Defining operating models (Captive vs. Hybrid)
- ☑ Conducting feasibility studies
- ☑ Building the business case for location selection

Phase 2: Entity Formation

- ☑ Choosing legal structure (Pvt. Ltd., Branch)
- ☑ Ministry of Corporate Affairs (MCA) registration
- ☑ Obtaining PAN/TAN/GST
- ☑ Securing STPI/SEZ registrations for incentives

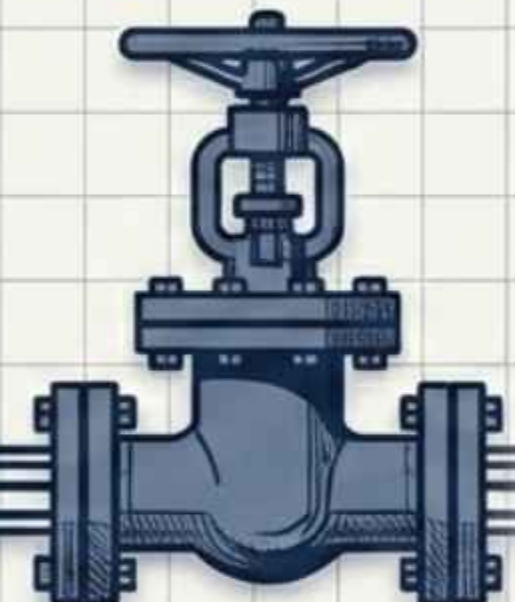
Deploying the Operation: Infrastructure & Talent Acquisition

Phase 3: Infrastructure & Tech

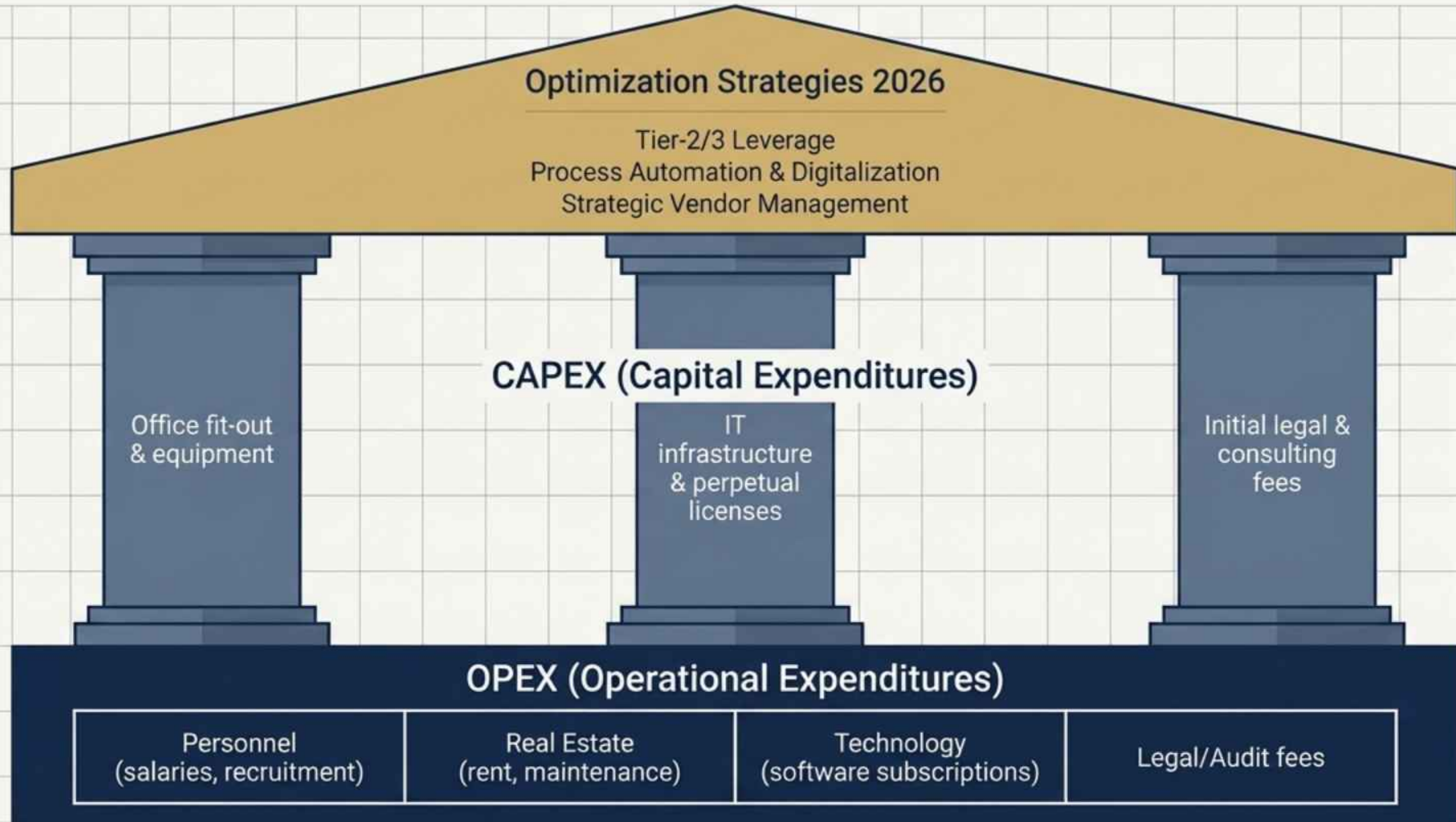
- ☑ Real estate fit-outs
- ☑ Establishing network/data center capabilities
- ☑ Implementing robust cybersecurity frameworks for hybrid work

Phase 4: Talent & HR

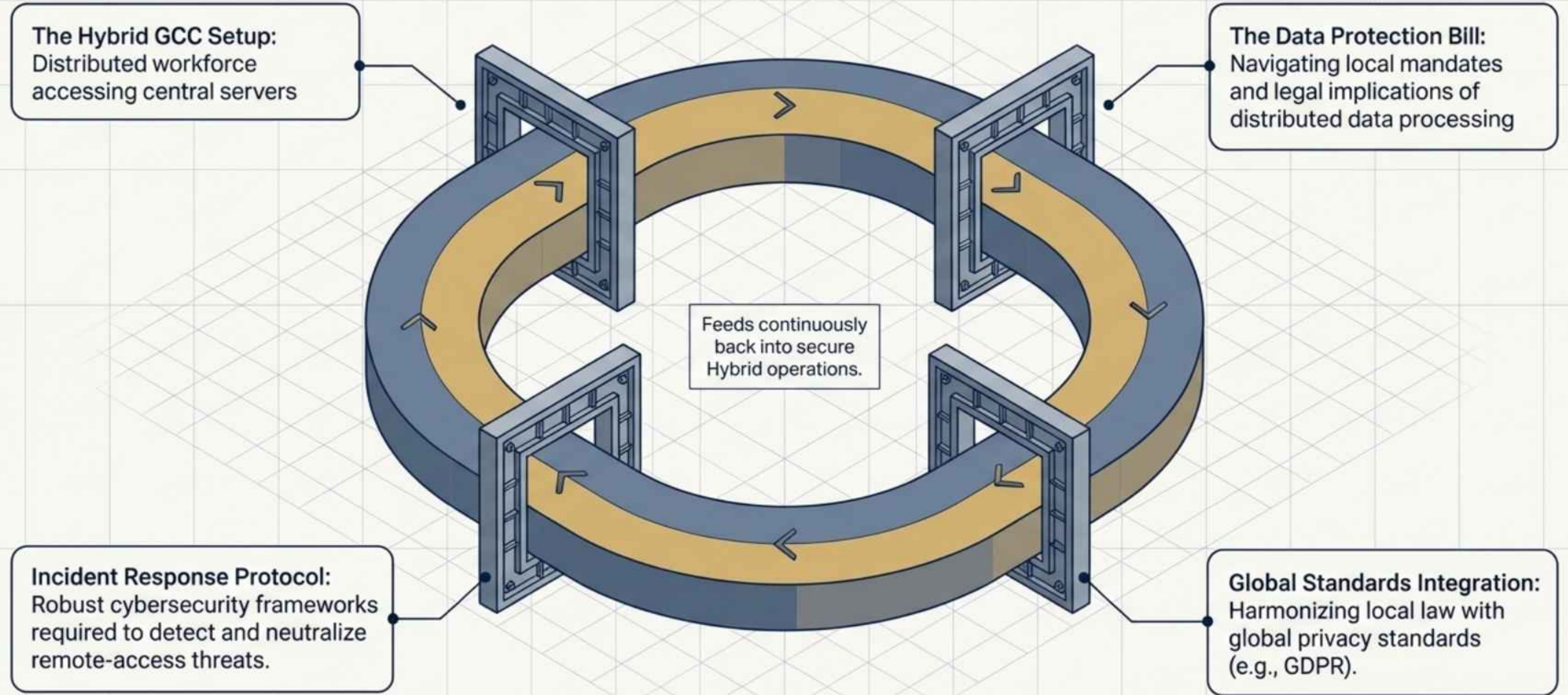
- ☑ Executing recruitment strategies for niche digital skills
- ☑ Designing competitive compensation
- ☑ Drafting HR policies strictly compliant with Indian labor laws



The Economic Blueprint: Structuring CAPEX and OPEX



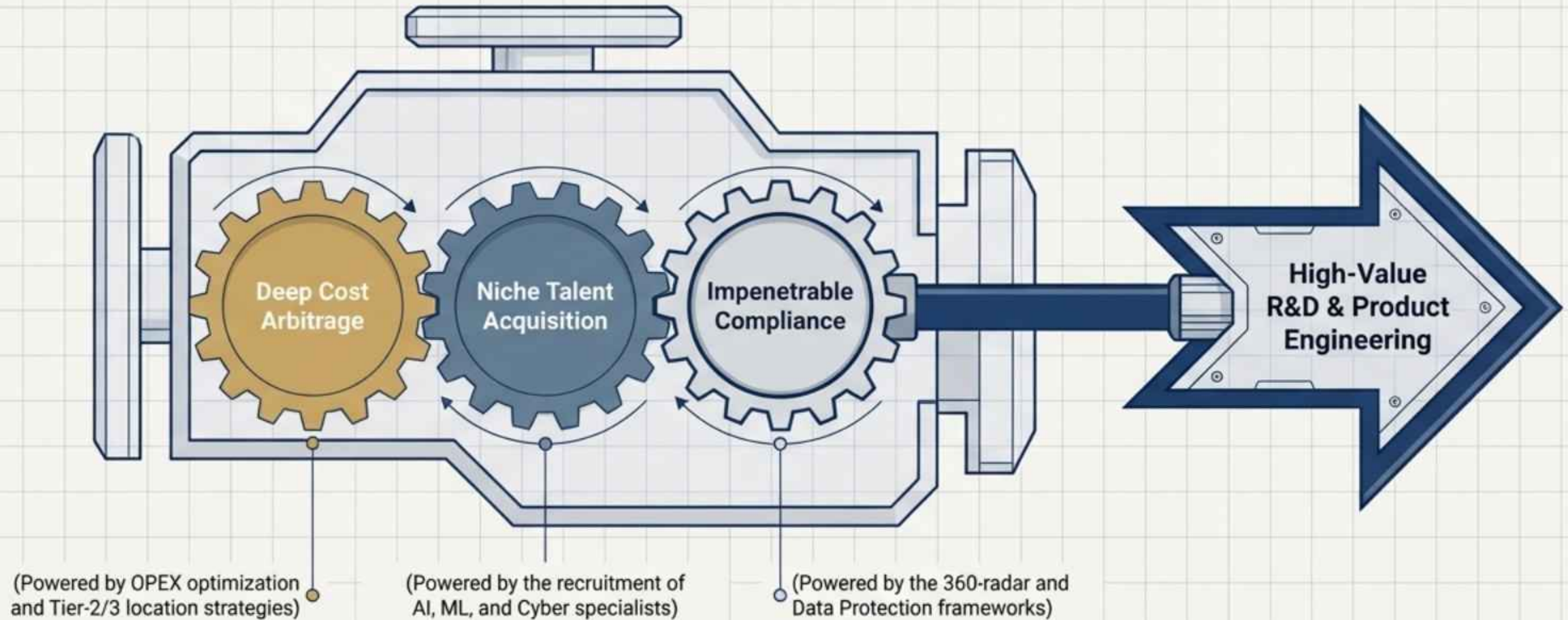
The Hybrid Work Security Loop



The 360-Degree Compliance Radar



The Value Creation Engine of 2026



Optimizing operational costs and safeguarding data are the mechanical prerequisites for maximizing strategic impact and innovation.

Bridging Strategy and Operational Reality

Partnering with experienced advisors is the critical variable in unlocking India's US\$60 billion GCC potential.



KNM Management
Advisory Services

Setup Navigation:
Expert guidance through MCA, SEZ, and legal structuring.

Cost Structuring:
Precise CAPEX/OPEX modeling and optimization advisory.

Compliance Mastery:
End-to-end management of FDI, DTAAs, and evolving labor/data laws.

Initiate Your 2026 GCC Strategy

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