



## SUBHASH BABU K.

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A Serial Entrepreneur, Angel Investor, Start-up Mentor, Digital Transformation Coach, Strategic Execution Partner for Institutional & Enterprise Development, and an Eminent Business Strategy Advisor with an extensive 25+ years of experience in Finance, Technology & Business. Having business operations in India, Southeast Asia, Africa and Middle East Countries with an enormous web of personal and business network across the Globe.

### STARTUP & ENTREPRENEURSHIP ECOSYSTEM DEVELOPMENT

SINCE  
MAY 2018

#### FOUNDER & MANAGING DIRECTOR, MALABAR INNOVATION ENTREPRENEURSHIP ZONE (MIZONE)

As the Managing Director, through Malabar Innovation Entrepreneur Zone, he is playing a great role in incubating 120+ startup entrepreneurs and creating job opportunities for more than 1000 people in a very short period. MiZone is a startup incubation Centre enabled by Kerala Startup Mission, Government of Kerala with the sole objective of creating successful entrepreneurs through structured support including mentoring, funding access, industrial connectivity and global market exposure.

SINCE  
OCT 2017

#### CO-FOUNDER & DIRECTOR, MALABAR ANGELS

Co-founded one of Kerala's early regional angel investor networks, bringing together corporate professionals, SME promoters, academicians, and global investors into a structured investment ecosystem. Malabar Angel Network (MAN) actively collaborates with leading angel networks such as Indian Angel Network and other funding platforms to support startup growth and enable early-stage investments. The network also engages closely with venture capital firms and key ecosystem stakeholders, including the empanelled Fund of Funds initiatives promoted by Kerala Startup Mission, facilitating investment access, due diligence, and scale-up support for emerging ventures.

SINCE 2014

#### MENTOR, DIGITAL TRANSFORMATION & BUSINESS SCALING-UP COACH

With a strong focus on process design, system-driven strategy, and execution-led scaling, he has supported 1000+ organizations globally in building structured, scalable business models. His approach emphasizes strengthening core operations, standardizing workflows, and enabling sustainable growth, with technology integration serving as a key enabler in the transformation journey. A key highlight is his extensive engagement with the Kerala Cable Communicators Ltd (Kerala Vision), where he has delivered 45+ programs and directly interacted with 4000+ operators and entrepreneurs, driving business transformation, operational efficiency, and new revenue models within a distributed ecosystem.

## BUSINESS ACTIVITIES

OCT 2006

### FOUNDER, INEXOFT TECHNOLOGIES

Mr. Subhash began his entrepreneurial journey by identifying inefficiencies in the dairy supply chain and developing a structured system to digitize and streamline operations across farmers, cooperatives, and federations. This initiative evolved into a large-scale transformation model, currently supporting:

100,000+ milk producers  
1000+ cooperative societies

The system enabled transparency, faster payments, and structured operations across a traditionally fragmented network, becoming a scalable supply chain model.

<https://www.youtube.com/watch?v=yUOTm4mgDdY>

SINCE  
JAN 2011

### CHAIRMAN, INEXOFT TECHNOLOGIES PVT. LTD.

Mr. Subhash serves as the Chairman of Inexoft Technologies Pvt. Ltd., a well-established IT solutions and technology services company with a presence across 11+ countries and over 2,000 successful project implementations. He co-founded the company with Mr. KPN Kutty, a former Nuclear Physics faculty member at London University. Inexoft partners with SMEs and enterprises across industries to design, implement, and enable scalable digital transformation solutions.

SINCE  
JUN 2017

### DIRECTOR & STRATEGY ADVISOR, BUSINESS TECHNOLOGY RESEARCH & ANALYTICS CENTRE (BTRAC)

Under his leadership and strategic direction, BTRAC has evolved as a collaborative platform connecting industry, academia, and technology, with a strong focus on research, employability training, and real-world project exposure. Over 3,000+ students have been trained through hands-on learning, internships, and live project experience, enabling them to build practical skills and launch their careers.

SINCE 2020

### INTERNATIONAL BUSINESS ENGAGEMENTS

- **Chairman**  
Indocom International Co Ltd , Cambodia & Vietnam
- **Mentor Investor & Strategic Advisor**  
Mazi Diktyo International Pvt Ltd
- **Director (Business Systems & Platform Development)**  
Gluconia Pharmaceuticals Co Ltd, Cambodia

His international engagements include exposure to pharmaceutical supply chains, manufacturing systems, and distribution networks, contributing to structured and scalable operational models across emerging markets.

## SELECTED PROJECTS & CASE STUDIES

Over the years, Mr. Subhash has led and executed multiple large-scale business transformation initiatives, focusing on structuring distributed networks into scalable and revenue-generating operational models, involving business architecture, process restructuring, and execution frameworks.

### 1. Dairy Supply Chain Transformation – Cooperative Sector (India)

Worked with large dairy federations and cooperative networks where milk procurement, testing, and payments were handled manually across hundreds of village-level collection centres.

- Designed and structured a multi-level operational system connecting farmers, societies, and federations
- Standardized quality testing, procurement, logistics, and payment processes
- Introduced real-time tracking and transparency across all levels

Today, the system supports **100,000+ farmers and 1,000+ cooperative societies**, handling large daily milk volumes and functioning as a **structured and scalable supply chain model** across regions.

### 2. Real Estate Multi-City Operations – Mumbai, Pune & 10+ Cities

Worked with a fast-scaling real estate group at Mumbai operating across multiple cities like Mumbai, Pune, Nasik where project data, broker networks, and collections were managed through Excel, WhatsApp, and disconnected systems.

- Structured a **central command and control model** covering projects, brokers, marketing, agreements, and collections
- Enabled **real-time visibility across cities and business units**
- Brought discipline into sales tracking, financial control, and execution workflows

The system was adopted by 300+ internal staff and 3000+ broker networks and their 12000+ workforce, and played a role in strengthening operations leading to **investment at ~₹350 Crore valuation**.

### 3. Workforce & Productivity System – Apparel Manufacturing (Eritrea, Africa)

Worked with a large apparel manufacturing unit under a European fashion group, operating in Eritrea, where workforce productivity, incentives, and compliance were complex and not properly structured. Designed a system integrating attendance, production output, incentives, and worker welfare. Included real-world requirements like health monitoring, childcare support, and shift planning. Created a structured approach to performance tracking and labour compliance. This resulted in improved workforce discipline, reduced absenteeism, and a balanced productivity system combining output and employee wellbeing.

### 4. Multi-Location Healthcare Operations – Clinic Network (South India)

Worked with a healthcare provider operating **30+ clinics (owned and partner centres)** in audiology and speech therapy, facing inconsistency in operations and difficulty in scaling.

- Structured a **standard operating model across all centres**
- Integrated patient records, scheduling, inventory, and billing into a unified system
- Enabled **central monitoring while allowing local operational flexibility**

This helped standardize patient experience, improve operational control, and enabled faster expansion of new centres with consistency.

## 5. Cooperative Network Development – Multi-Sector Engagement

Extensive engagement with **2000+ cooperative societies and entrepreneur-led networks** across sectors including agriculture, construction, trading, healthcare, and services.

- Worked directly with ground-level management to **identify new revenue opportunities**
- Structured business models for cooperatives to move beyond traditional operations
- Supported implementation of **multi-layer coordination and governance systems**

This experience provided deep insight into **how large distributed networks function in real conditions**, and how to convert them into structured, scalable business systems.

## 6. Last-Mile Pharmaceutical Access Model – Cambodia (Southeast Asia)

Worked on developing a structured pharmaceutical access model in Cambodia, where availability of medicines depended heavily on fragmented distribution and delayed demand visibility.

- Designed a model connecting importers, distributors, doctors, and patients
- Positioned doctors as a clinical intermediary to identify and validate patient needs
- Enabled faster availability of supporting and critical medicines at the patient level
- Created visibility for importers to understand actual demand patterns and consumption trends

This improved the responsiveness of the supply chain and created a more **coordinated and demand-driven healthcare distribution model**.

## PROFESSIONAL BODIES & ASSOCIATIONS

- External Expert Member, Institutional Innovation Council, Kannur University, Kerala. Member, Local Economic Development Forum, Kannur District Panchayath.
- Director and in-charge of Digital Transformation, North Malabar Chamber of Commerce
- Founder, Positive Commune Entrepreneurship Club, An Ecosystem Platform for 2000+ Entrepreneurs
- Founder and Chairman of JCI Entrepreneurs Hub, Zone XIX for a consecutive three years (2017-2019) - Entrepreneurial eco system formed under the world-wide organization Junior Chamber International)
- Executive Committee Member, Vijayeebhava Alumni, Kochouseph Chittilappilly Foundation (2017-18)
- Member, Kerala Chamber of Commerce & Industries, Tie-Kerala
- Startup Grants - Jury Member with Kerala Startup Mission, Government of Kerala
- Mentor – Start2Group, German Accelerator

## EMPLOYMENT HISTORY

- Chief Finance Officer – Vitalect Technologies India Pvt Ltd., a Subsidiary of Vitalect Inc, California, USA. (2001-2007)
- Executive Operations – Computer Assistance – SME ERP Provider (1997-2000)
- ISO Documentation-in-Charge - Keltron Component Complex Ltd, (Public Limited Company as the subsidiary of Kerala State Electronics Development Corporation Ltd – KSEDC (1994-1997)

## EXECUTIVE LEARNING

- EMDP on Digital Transformation from Indian Institute of Management, Kozhikkode
- Certification in Business Analytics, Indian Institute of Technology, Hyderabad
- Post Graduate Diploma in Software Engineering
- MBA Finance
- Software System Architecture Training under the guidance of Mr.Thyagarajan Vasudevan (IIT Kharagpur)