THE MAHA-UAE

LEADERSHIP COLLECTIVE

WHAT'S NEXT:
2026 ACROSS BORDERS

LEADERSHIP PERSPECTIVES DRIVING THE EVOLUTION OF GLOBAL CORRIDORS

Featuring Maharashtra's leaders across real estate, technology, education, trade, and innovation

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MUBCA exists to bridge intent with impact — creating trusted connections that drive real outcomes across borders.

**Partnership.
Progress.
Prosperity.**

About Us

MUBCA – Maharashtra–UAE Business & Cultural Association is a cross-border platform created to strengthen collaboration between Maharashtra and the United Arab Emirates.

Our mission is to connect leaders, businesses, institutions, and professionals across sectors to enable meaningful partnerships, shared knowledge, and sustainable growth.

Our vision is to build a future-ready ecosystem where trade, innovation, education, investment, and cultural exchange flow seamlessly between both regions. Through curated forums, industry-led conversations, on-ground engagements, and knowledge platforms, MUBCA aims to empower decision-makers and changemakers shaping the Maharashtra–UAE corridor.

Editor's Note

Jan 2026

As Maharashtra and the United Arab Emirates continue to strengthen their economic, cultural, and innovation-led ties, the need for meaningful platforms that go beyond transactions has never been greater.

The Maha–UAE Leadership Collective is born from this very intent.

MUBCA — the Maharashtra–UAE Business & Cultural Association - was established in November 2025 with a clear purpose: to create a sustainable, people-first bridge between Maharashtra and the UAE by bringing together leaders, institutions, enterprises, and change-makers who believe in long-term collaboration, shared growth, and responsible influence.

This inaugural edition marks the beginning of that journey.

Through this digital magazine, we aim to spotlight voices that are shaping cross-border leadership — founders, professionals, policy influencers, educators, technologists, and investors who are not only building successful ventures, but also contributing to ecosystems across regions. These are individuals and organisations that represent credibility, consistency, and commitment to impact.

2026 will be a defining year for MUBCA. Beyond this publication, our roadmap includes curated forums, on-ground engagements in Maharashtra and the United Arab Emirates, industry-led dialogues, and collaborative initiatives involving both government and private sector stakeholders. Our focus remains on creating trusted spaces where ideas translate into action and connections lead to measurable outcomes.

I see this e-magazine as more than a feature - it is a collective narrative of ambition, resilience, and shared progress. A reflection of how leadership today is no longer bound by geography, but by values and vision.

I thank every contributor for believing in this initiative from its very first edition. Together, we are not just documenting stories - we are shaping a cross-border legacy.

Tanvi Pawar
Director – Community & Industry Engagement
Maharashtra–UAE Business & Cultural Association (MUBCA)

Building Cross-Border Capital Bridges Between India and the UAE

Amit Jain is a seasoned financial markets professional and a recognised voice on global economies and cross-border investing. With over 14 years of experience across banking, financial services, and capital markets, he brings deep expertise in wealth management, equity investments, investment banking, and mergers and acquisitions. As Co-Founder of Ashika Global Family Office Services, Amit advises global family offices with a minimum investment threshold of USD 20 million, focusing on long-term capital preservation, strategic growth, and global asset allocation.

Amit Jain
Co-Founder
Ashika Global Family Office

Organisation's presence and plans in the UAE

Ashika Global Family Office Services views the UAE as a strategic gateway for global capital flows. The firm actively engages with family offices, institutional investors, and strategic partners across the Middle East, with a strong focus on the UAE as a regional financial hub. Going forward, Ashika Global plans to deepen its on-ground presence in the UAE by expanding advisory partnerships, supporting cross-border M&A, and facilitating structured investments between India, the GCC, and global markets.

Amit's work is defined by a global-first perspective anchored in deep India expertise. Rather than following conventional financial service models, Ashika Global operates at the confluence of family office advisory, investment banking, and strategic capital structuring. The firm prioritises customised, outcome-driven solutions over product distribution, supporting families on complex cross-border investments, succession planning, and institutional-grade opportunities.

"The UAE has emerged as one of the world's most trusted gateways for global capital, offering regulatory clarity, neutrality, and long-term stability for serious investors."

Amit's ability to interpret global macroeconomic trends and translate them into actionable investment strategies for ultra-high-net-worth families is a key differentiator.

Key milestones and achievements

Amit has been invited to speak at some of the world's most prestigious platforms, including the St. Petersburg International Economic Forum, where he addressed over 20,000 delegates and attended a plenary session by invitation from the Office of the Honorable Russian President, Mr. Vladimir Putin. He has also been a special guest at the Qatar Economic Forum and a speaker at leading Indian institutions such as the Bombay Stock Exchange, Institute of Chartered Accountants of India (ICAI), and Startup India forums.

His insights have been featured by leading global and regional publications including Bloomberg, CNBC, Forbes India, Economic Times, Business Standard, Gulf News, and The National. He also serves as a mentor to startups from premier institutions such as IITs, IIMs, DU, and DTU, and has been part of the Nexus Asia-Pacific mentorship board.

Maharashtra and the UAE share a strong economic and entrepreneurial relationship, particularly across finance, infrastructure, and innovation-led sectors. Amit's professional journey reflects this synergy, as he works with investors and institutions that view Maharashtra as a key growth engine for India, while leveraging the UAE's role as a global capital and connectivity hub. His work frequently involves facilitating strategic dialogue and investment flows between Indian promoters and Middle Eastern capital.

Vision for cross-border growth

Amit believes global wealth flows into the UAE will continue to accelerate due to regulatory clarity, geopolitical neutrality, and a forward-looking economic framework. His vision is to build a structured India–UAE investment corridor that enables family offices and entrepreneurs to access global opportunities with strong governance, long-term alignment, and scalable growth.

How Quick Heal Technologies Limited is Building a Cybersecurity Bridge from Maharashtra to the UAE

Redefining Digital Security

Dr. Sanjay Katkar
Co-founder and Joint Managing Director
Quick Heal Technologies Ltd

The global cybersecurity landscape faces increasingly sophisticated threats today. Subsequently, there is a sharp rise in demand for cutting-edge security solutions that help internet users from all walks of life stay one step ahead of rising threats. Amidst this, Quick Heal Technologies Limited, helmed by Dr. Sanjay Katkar, is emerging as a holistic cybersecurity solutions provider to not just India, but the world.

Building a Legacy of Innovation

As the Co-founder and Joint Managing Director of Quick Heal Technologies Limited, Dr. Sanjay Katkar helped script India's antivirus success story.

A technocrat at heart, he built the company's first antivirus software while pursuing his Master's in Computer Science in Pune, laying the technical foundation for what would become a global enterprise.

With over three decades of expertise, Dr. Katkar leads the company's global technology strategy and core Research & Development (R&D). His leadership oversees Seqrite Labs, India's largest malware analysis facility, driving innovations that protect millions of endpoints worldwide. His deep understanding of the threat landscape has been instrumental in developing proprietary technologies like GoDeep.AI, which powers the company's advanced threat detection capabilities.

Bridging Borders: The Maharashtra-UAE Connection

Quick Heal Technologies Limited's "From Pune, to the World" journey has found a robust partner in the UAE. Recognizing the Emirates as a strategic gateway to the Middle East and Africa, Quick Heal established a dedicated presence for its enterprise arm, Seqrite, in Dubai. This move represents a vital node in the Maharashtra-UAE business corridor, facilitating the exchange of high-tech Indian R&D with the UAE's dynamic, digital-first economy.

The Dubai office serves as a hub for regional operations for the company, supporting a growing network of partners and enterprise clients across the region. The company's recent strategic moves include strengthening its channel partner network in the Middle East and deploying localized support to ensure rapid response times for UAE businesses. By bringing "Made in Maharashtra" technology to the global stage, Seqrite is addressing the region's critical need for data privacy, compliance, and advanced endpoint protection.

Vision for Cross-Border Growth

Looking ahead to 2026 and beyond, Dr. Katkar's vision is to deepen the technological bridge between India and the UAE. He envisions a future where cybersecurity is not just a defensive measure but a business enabler for cross-border trade. "Quality was and will always be our guiding principle," Dr. Katkar notes, stressing upon the fact that the trust earned in Pune is the same trust delivered to enterprises in the UAE and beyond.

"Cybersecurity today is not just about defence, it is about enabling trust, continuity, and cross-border growth. The quality and innovation we built in Pune are the same principles we deliver to enterprises in the UAE and across global markets."

Maharashtra's Global Push: Strengthening Ties with the UAE

In 2025, the Government of Maharashtra continued to strengthen its position as one of India's most globally connected economic engines, with a clear focus on export readiness, infrastructure expansion, and international collaboration. These measures have created practical pathways for Maharashtra-based businesses to leverage opportunities emerging from the UAE — a key partner under the India-UAE Comprehensive Economic Partnership Agreement (CEPA).

A significant step in this direction has been Maharashtra's emphasis on export-oriented industrial development. Through updated export promotion frameworks and industrial clustering strategies, the state has focused on improving logistics efficiency, production competitiveness, and market access for sectors such as engineering goods, textiles, electronics, food processing, and pharmaceuticals. These sectors align closely with demand patterns in the UAE, where reduced trade barriers and strong distribution networks have improved access for Indian exporters.
One of the most notable international developments in 2025 was the memorandum of understanding between the Government of Maharashtra and Abu Dhabi Ports Group, valued at approximately USD 2 billion.

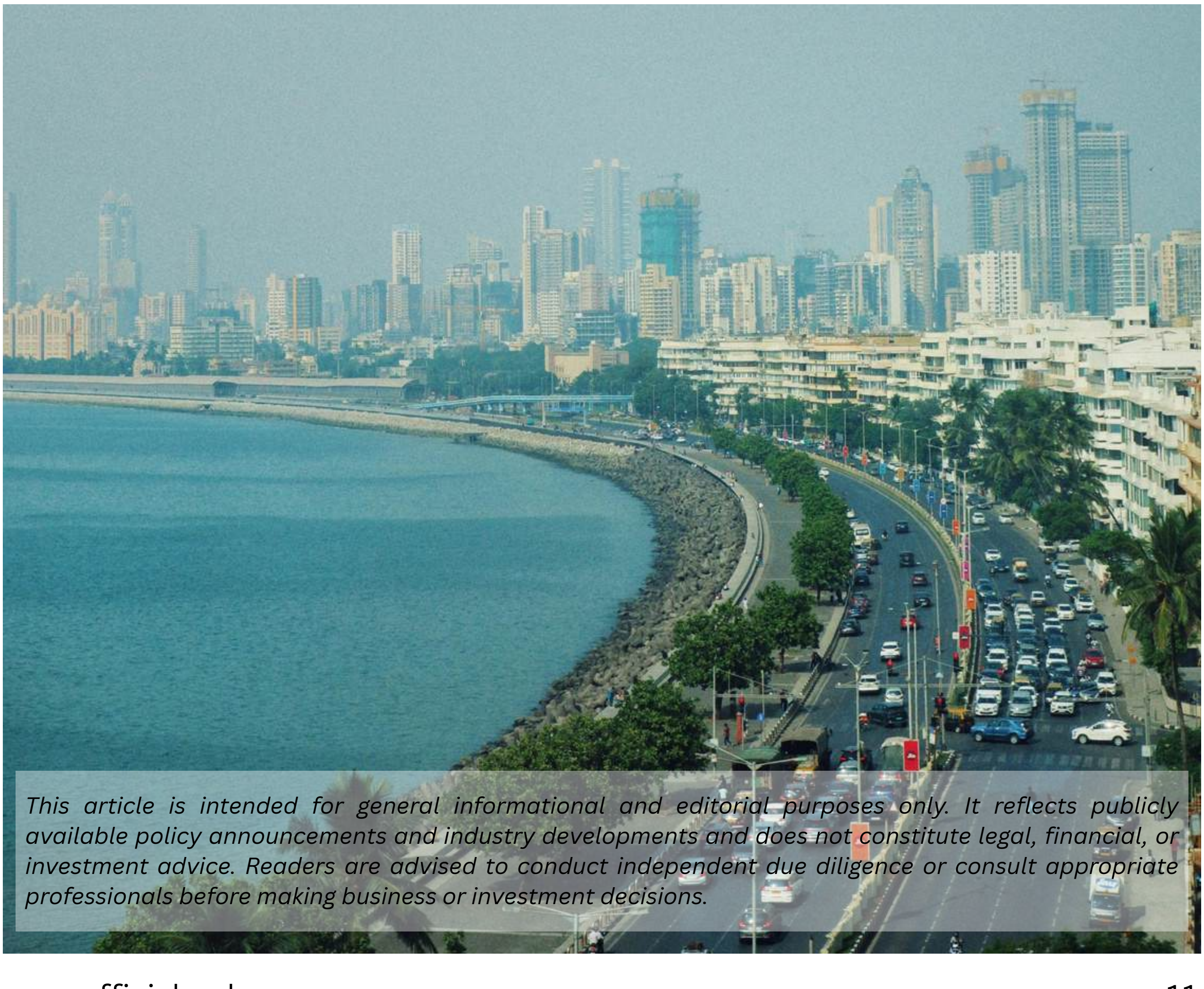
Why this matters to Maharashtra leaders

Government-led engagement lowers barriers for businesses seeking UAE exposure while enhancing credibility, visibility, and institutional support.

This collaboration is aimed at enhancing maritime infrastructure, logistics connectivity, and port-led development. For Maharashtra businesses operating in logistics, shipping, infrastructure services, industrial supply chains, and trade facilitation, this partnership signals new opportunities for collaboration, technology exchange, and long-term capacity building between the two regions.

At the policy level, Maharashtra has continued to support industry through incentives such as capital subsidies, tax-linked benefits, digitised approvals, and infrastructure-ready industrial zones. These measures not only strengthen the domestic business environment but also help enterprises position themselves for international partnerships, including with UAE-based investors, developers, and institutional stakeholders.

Collectively, these initiatives reflect Maharashtra’s intent to integrate its industrial strengths with global markets. For enterprises with UAE ambitions, the evolving policy landscape provides greater clarity, confidence, and structural support — encouraging cross-border growth that is grounded in long-term economic cooperation rather than short-term expansion.



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Miraas: An Artisan-Led Cultural Initiative Rooted in India

Lisa Pingale
Founder Director,
Monalisa Kalagram &
Monalisa Art Foundation

A Global Moment for Cultural Integrity
In an increasingly global cultural landscape, initiatives that foreground authenticity, craftsmanship, and cultural depth are gaining renewed relevance. As audiences worldwide seek meaningful engagement beyond spectacle and scale, thoughtfully curated platforms rooted in heritage and integrity are beginning to stand out.

Miraas: A Platform Rooted in Purpose
One such initiative is Miraas, a traditional art, craft, and textile exhibition conceived in India and now exploring the possibility of an international presence, including in Dubai. Miraas is led by Lisa Pingale, Founder-Director of Monalisa Kalagram, Pune, and is presented under the aegis of the Monalisa Art Foundation, a Section 8 cultural organisation committed to long-term engagement with India's craft communities.

An Altruistic Cultural Endeavour
At its core, Miraas is a deeply altruistic initiative. Conceived not as a commercial enterprise but as a cultural responsibility, Miraas exists to showcase India's rich handcrafted heritage to the world while creating meaningful opportunities for artisans to gain visibility and financial sustenance. Any value generated through the platform is directed towards supporting artisan participation, continuity of practice, and long-term progression.
For Lisa Pingale and the Monalisa Art Foundation, Miraas is guided by a clear belief: that cultural heritage must be nurtured through ethical, transparent frameworks that place people, practice, and lineage at the centre.

Lisa Pingale: The Vision Behind the Platform
For Lisa Pingale, Miraas is a natural extension of her sustained work in

cultural institution-building and her close engagement with both contemporary art and traditional heritage practices. Her curatorial philosophy consistently prioritises dignity of practice, depth of engagement, and long-term cultural impact over immediacy or scale.

Monalisa Kalagram: A Cultural Ecosystem

At the heart of Lisa Pingale's vision lies Monalisa Kalagram, founded by her in 2016 in Pune. Envisioned as more than a conventional gallery, the space functions as a multidisciplinary cultural centre where contemporary art exhibitions coexist with theatre performances, music, poetry readings, book launches, and literary conversations. Over the years, Monalisa Kalagram has evolved into a sustained cultural ecosystem—one that values continuity over one-off events, dialogue over display, and responsibility over spectacle. Miraas emerges organically from this ecosystem, carrying forward the same curatorial sensibility into the domain of traditional crafts.

Honouring Master Artisans and Living Lineages

Through Miraas, Lisa Pingale works with some of India's most accomplished craft practitioners, including National Award winners, Padma Shri awardees, and artisans recognised by UNESCO. The initiative follows a clear "one artisan, one craft" philosophy, allowing each tradition the time, space, and narrative focus it deserves. This approach ensures that crafts are presented not as visual novelty, but as living practices shaped by history, skill, and cultural memory.

Why Dubai

Lisa Pingale's interest in Dubai comes from her repeated visits and the city's strong multicultural fabric, entrepreneurial energy, and growing appreciation for heritage-led initiatives. Its vibrant Indian diaspora makes it a natural space for cultural exchange. "Dubai shows genuine respect for craftsmanship and global cultures," she notes. At an exploratory stage, the Monalisa Art Foundation is open to engaging with Dubai-based cultural and curatorial platforms to assess presenting Miraas, while staying true to its artisan-first and ethical values. As Dubai evolves as a cultural hub, Miraas reflects a thoughtful approach to cross-cultural engagement rooted in authenticity.

"Miraas is not about scale, It is about recognising craft as a living cultural expression and creating platforms that respect both the artisan and the lineage they represent."

MONALISA KALAGRAM

— Lisa Pingale, Founder Director,
Monalisa Kalagram &
Monalisa Art Foundation

From a Vision Founded in 1975 to a Global Education Brand in the Making

Rushad Daruwalla with Dr. Dharna Gupta Ahlowalia - Principal of CHS

When Mr. Abbas Chandubhai Daruwalla and Mrs. Abbas Chandubhai Daruwalla founded Crescent High School and Junior College in 1975, they envisioned an institution that would educate with purpose, integrity, and discipline. That founding philosophy has guided Crescent for 50 years, shaping generations of students into confident individuals grounded in values and prepared for life beyond classrooms.

What began as a single school has evolved into a respected educational brand in Maharashtra. Their Gultekdi (Maharashtra, India) branch stands as a symbol of this enduring legacy, while their upcoming second campus at Pisoli (Maharashtra, India), spread across 2.5 acres, represents the future of Crescent—designed with modern infrastructure, expansive learning spaces, and a progressive academic environment. This growth reflects our belief that scale must never come at the cost of quality or character.

As Crescent enters its next phase, Rushad Daruwalla, representing the third generation of leadership, is steering the institution toward becoming an international education brand to reckon with. With a deep respect for Crescent's heritage and a clear global outlook, this evolution is focused on blending strong Indian educational values with international exposure and opportunities.

Crescent's journey continues—guided by legacy, strengthened by leadership, and driven by the commitment to educate minds that can thrive anywhere in the world.

— Mrs. Abbas Chandubhai Daruwalla
Founder

Global readiness has always been central to our philosophy. Crescent has established U.S. university tie-ups that offer students tangible international pathways. Through collaborations with Shoreline Community College and California State University, Chico, Crescentians benefit from direct admissions and structured academic progression, enabling smooth transitions into globally recognised universities.

In frame - Rushad Daruwalla, Mrs. Abbas Chandubhai Daruwalla with Guests.

One of Crescent's most defining strengths is its exceptional alumni network. Crescentians across the world remain closely connected, actively supporting one another through mentorship, professional networking, job placements, startup funding, career guidance, and assistance during times of need. This culture of solidarity and giving back is a living extension of the values instilled within the school.

Looking ahead, Crescent is preparing to expand into the United Arab Emirates, a region that aligns naturally with our vision for multicultural, future-focused education. We look forward to meaningful collaborations with UAE-based educational institutions, universities, government bodies, and industry leaders.

In frame - Rushad Daruwalla & Roshan Daruwalla

The Journey from Curiosity to Global Revenue Leadership

“Being mid-sized is our advantage, We are agile enough to innovate, yet mature enough to deliver at enterprise scale—especially in markets like the UAE, where digital transformation is a national priority.”

- Bhavesh Pawar
Regional Head - EMEA
Hadron Global Buisness Solutions

In an industry often driven by credentials and convention, some leaders are shaped by outcomes. Bhavesh Pawar, Sales Head at HadronGBS, a global systems integrator with operations across Dubai, Singapore, India, and the United States, this sales leader has built a career focused on one core principle: aligning technology with measurable business value.

His journey began in a small city in Maharashtra, where an early fascination with technology translated into a practical understanding of how digital solutions create impact in real-world environments. Rather than following a traditional academic path, he chose early exposure to global markets—an experience that would define his leadership approach over the next decade.

Early in his career, he worked directly with international clients, particularly in the US, winning projects through insight and trust rather than price competition. Within months, he closed deals exceeding $120,000, reinforcing a belief that still guides his work today: technology is sold through clarity and confidence, not features alone.

This foundation evolved into deep domain expertise across manufacturing, logistics, financial services, and public-sector transformation, enabling him to move beyond transactional selling into strategic advisory roles.

Building Intelligent Automation Businesses Across Continents

Revenue Leadership in the Age of Intelligent Automation
At HadronGBS, his mandate goes beyond sales execution. He leads multi-region revenue strategy, translating complex enterprise challenges into scalable automation and AI-led solutions. Under his leadership, the firm has expanded its footprint across the Middle East and Asia, serving Fortune 1000 organizations and government entities.

Orchestrating the Next Phase of Intelligence
Looking ahead, he sees the next decade defined not by integration, but by intelligence orchestration—where human expertise and autonomous systems operate together. For HadronGBS, this means evolving into a strategic partner that helps enterprises convert operational complexity into autonomous efficiency.

From a small city in Maharashtra to global revenue leadership, Bhavesh's journey reflects a modern leadership truth: capability outlasts credentials, and adaptability defines relevance. In an age where machines execute and humans orchestrate, leaders who can bridge technology with trust will shape what comes next.

Industries of the Future: UAE's Multi-Sector Growth Playbook

Real Estate & Urban Development

As part of the broader Dubai Economic Agenda D33, Dubai's real estate strategy aims to catalyse market growth, enhance asset quality, integrate data-driven intelligence, and improve investor transparency. The ambition to significantly raise real estate transaction values aligns with initiatives to attract foreign investment and improve property ownership rates, making the UAE an attractive destination for developers, investors, and real-estate technology providers.

Technology & Artificial Intelligence

Dubai's digital leadership agenda, championed by HH Sheikh Hamdan, has led to large-scale AI adoption strategies including the AI Infrastructure Empowerment Platform and the Dubai AI Acceleration Taskforce initiatives

> **Why this matters to Maharashtra leaders**
>
> **Maharashtra's strength across IT, real estate, education, manufacturing, and services aligns closely with UAE's sector priorities opening doors for joint ventures, market entry, and advisory roles.**

designed to accelerate AI implementation in government and business. These steps underscore how technology continues to reshape service delivery, operational efficiency, and governance across sectors. For Maharashtra tech enterprises and data-driven businesses, Dubai's innovation ecosystem offers a fertile ground for collaboration.

Sustainability & Quality of Life

Dubai is also expanding sustainable urban mobility and quality-of-life projects that enhance pedestrian spaces and green infrastructure, aligned with its long-term urban plan. This creates roles for environmental consultants, real-estate developers focusing on sustainable buildings, and lifestyle brands oriented toward modern urban living.

Education & Talent

With a focus on skills and digital readiness, Dubai is integrating advanced technologies like AI into educational frameworks and professional development plans.

Globally-oriented education systems are expanding, offering collaborations in curriculum design, exchange programs, and joint research — an area where Maharashtra's higher education institutions can find synergies.

Tourism & Cultural Experiences

Dubai's tourism evolution includes new initiatives like integrated RV routes that appeal to adventure tourism and lifestyle travel. Dubai continues to diversify tourism offerings, which supports hospitality, F&B, travel services, and creative industries — sectors where Maharashtra's tourism and cultural enterprises can engage and expand.

Collectively, these targeted industry developments demonstrate that Dubai and the UAE are emphasizing sustainable and diversified growth — inviting partners across sectors to participate in shaping future economies.

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From Maharashtra to the Middle East: Building a Creative Network Without Borders

Born and raised in Satara, Suyash Lahoti carries a belief shaped far from metropolitan noise: ambition does not require volume, only direction. That perspective has quietly guided his journey into advertising and, eventually, into building something larger than a conventional company—a creative ecosystem designed to scale beyond geography.

His professional journey did not begin in the corridors of global agency networks. It began in Pune-India, driven by a conviction that world-class creative businesses need not be headquartered only in Mumbai, Delhi, or London. That conviction became the foundation of Wit & Chai Group, where he now serves as Partner, leading the company's UAE and global expansion mandates.

"The UAE offers a canvas where Indian creative intelligence can scale with speed, nuance, and impact."

Suyash Lahoti
Partner at Wit & Chai Group
&
Founder at LMN Communications

Wit & Chai Group is an independent, strategy-first creative network headquartered in Pune, India, with a growing presence in Mumbai, Dubai, and London.

What distinguishes the group is not merely its service offering, but its structure—an integrated ecosystem bringing together brand strategy, storytelling, digital marketing, production, and on-ground activations. In an industry where brands often manage multiple partners, Wit & Chai operates as a unified intelligence layer, aligning insight, execution, and measurable impact.

Over the past few years, the group has partnered with some of India's most respected brands, including Amul, Starbucks, Kotak811, Xiaomi, Flipkart, Godrej, Tata, and John Deere. These partnerships serve not only as marquee associations, but as evidence that Indian creative intelligence can influence both culture and commerce at scale. Supported by a team of over 100 professionals across strategy, creative, technology, and production, the organisation operates with a clear philosophy: **creativity is a business lever, not decoration.**

The group's entry into the United Arab Emirates is deliberate rather than opportunistic. The region represents a compelling inflection point—characterised by a young, globally exposed population, ambitious brands willing to invest in storytelling, and a digital ecosystem where ideas can scale across borders at speed.

Indian agencies that combine intellectual depth, cost agility, and cultural sensitivity hold a distinct advantage in this landscape. This expansion reflects a natural extension of what Maharashtra has long represented—entrepreneurship that travels.

This is not simply an expansion strategy. It is a statement:
Talent from Maharashtra does not follow global markets -
It creates them.

- Suyash Lahoti

Maharashtra provided the mindset to build; the UAE now offers the canvas to scale. The connection between the two is not merely commercial, but creative.

As global markets evolve, the future will belong to networks capable of thinking internationally while executing with local nuance—an approach Wit & Chai Group is actively engineering.

A Maharashtrian Visionary Redefining Excellence in Dubai Real Estate

Rameshwari Bhalekar
CEO & Founder
Front De Mer Real Estate

Rameshwari Bhalekar is a dynamic and visionary entrepreneur based in Dubai, UAE, widely recognised for her excellence, integrity, and influence in the competitive real estate industry.
Originally from Maharashtra, she embarked on her professional journey in India with big dreams, strong determination, and an unshakable belief in her capabilities. Over the years, she transitioned from working as a real estate agent into founding her own successful boutique brokerage, Front De Mer Real Estate, a brand that reflects her deep passion for property, client-first philosophy, and commitment to excellence.

Under Rameshwari's leadership, Front De Mer has rapidly distinguished itself in the Dubai property market as a boutique agency built on passion, trust, and personalised service. The firm specialises in professional real estate brokerage, guiding clients through transparent and seamless property transactions in both the primary and secondary markets.

Front De Mer's consultants, fully licensed with the Dubai Land Department and RERA, offer expert knowledge of local dynamics, ensuring every buyer or investor finds a property that aligns with their financial goals and lifestyle aspirations.
Throughout her years in the industry, Rameshwari has built a reputation as one of the most trusted names in Dubai real estate. She has guided hundreds of investors and homeowners towards sound property choices and long-term financial growth, earning deep respect from both her clients and peers.

The Front De Mer brand stands for transparency, trust, and personalised service—values that have become her professional identity and the foundation of the agency's success.

In a significant milestone for the company, Front De Mer recently expanded its office space in Bays water by Omniyat, moving to better serve its growing clientele and enhance operational capabilities in one of Dubai's most prestigious commercial hubs.
This expansion not only reflects the firm's growth trajectory but also strengthens its presence in a key real estate market where both domestic and international investments are rising steadily.

Beyond business, Rameshwari is an inspiring voice for women entrepreneurs, proving that passion and persistence can break every barrier. She believes that true success is not just about profits, but about creating value, empowering others, and staying authentic in every professional pursuit.

Her mantra—Dream Big, Stay Honest, and Never Stop Learning—resonates with many aspiring professionals. Rameshwari Bhalekar is not just a name in the Dubai real estate world; she is a symbol of determination, resilience, and success—an Invincible Soul in every sense.

Engineering Global Digital Platforms from Maharashtra to the World

With over two decades of experience in global software engineering and product development, Tanveer Patel, Managing Director of BlueBenz Digitizations, has built a career focused on creating enterprise-grade, outcome-driven digital solutions. His professional journey spans working closely with customers across geographies and industries, translating complex business challenges into scalable, secure, and future-ready technology platforms. Deep expertise across product ideation, software and product engineering, enterprise modernization, billing and payments, document management, and cloud-native architectures has shaped both his leadership approach and the company's technical DNA.

Tanveer Patel
Managing Director
Bluebenz Digitizations Pvt. Ltd.

Headquartered in Pune, Maharashtra, BlueBenz Digitizations has established a strong international footprint, serving clients across the US, UAE, Singapore, Switzerland, and Europe. Among these markets, the UAE has emerged as a strategic growth destination, particularly in areas such as digital transformation, SaaS platforms, enterprise automation, and technology solutions for regulated industries. The company continues to strengthen partnerships in the region, expand solution deployments, and support UAE-based enterprises with platforms that are scalable, secure, and compliance-ready, while actively engaging with the country's fast-evolving innovation ecosystem. What distinctly sets BlueBenz apart is its Ideative Product Engineering approach.

Rather than simply executing predefined requirements, the firm works collaboratively with clients to co-create solutions—validating ideas early across functionality, usability, and technical feasibility. This approach helps organisations significantly reduce cost, risk, and time-to-market while ensuring measurable business value. The firm's ability to combine strong engineering rigor, deep domain understanding, and user-centric design has consistently positioned it as a trusted partner in competitive global markets.

Rooted in Maharashtra's entrepreneurial and technology-driven ecosystem, BlueBenz carries forward a culture of engineering excellence, frugality, and innovation—values that align seamlessly with the UAE's vision of digital leadership. Its growing engagement with UAE clients reflects a successful bridge between Indian engineering depth and Middle Eastern business agility, shaping delivery models that are globally relevant yet locally adaptable.

This Maharashtra–UAE connection continues to play a defining role in the company's cross-border outlook.

BLUEBENZ
DIGITIZATIONS

"True digital transformation happens when technology is engineered with intent—secure, scalable, and aligned to real business outcomes across global markets."

Founded in 2016, BlueBenz has grown from a small, focused team into a 120+ member organisation, backed by a strong leadership foundation and delivery maturity. With over 100 global projects delivered, the company serves diverse sectors including BFSI, Healthcare, Education, Automotive, and the Public Sector.

Beyond dependable execution, BlueBenz offers industry-specific accelerators and platforms that enable faster, more efficient application development, helping enterprises stay aligned with rapidly evolving technologies and market demands.

Looking ahead, BlueBenz aims to build trusted, long-term global partnerships by delivering platforms that are secure, scalable, and future-ready.

With a strong focus on cloud-first, SaaS-driven, and data-led solutions, the firm is investing continuously in R&D, talent upskilling, and domain-focused platforms.

Through this vision, BlueBenz seeks to strengthen international innovation corridors and establish itself as a global product engineering and digital transformation partner.

Maharashtra on the Global Investor Map: UAE Real Estate Momentum

In recent years, Maharashtra has gained increasing attention from UAE real estate stakeholders, reflecting a broader trend of cross-border investment and collaboration between India and the UAE. In 2025, this momentum was further reinforced through industry-led roadshows, investor interactions, and property-focused engagement initiatives conducted across major Indian cities, including those in Maharashtra.

UAE developers and real estate platforms have actively engaged Indian investors to showcase residential, commercial, and mixed-use developments across key UAE markets. These interactions are designed to provide clarity on regulatory frameworks, ownership structures, payment mechanisms, and long-term market outlook — helping investors make informed decisions. Maharashtra's prominence in this engagement is driven by several factors: a strong base of high-net-worth individuals, an established entrepreneurial ecosystem, and a growing population of professionals with business or lifestyle connections to the UAE. For investors, UAE real estate offers diversification, stable regulatory oversight, and alignment with broader economic growth strategies in the region. Beyond individual investments, these roadshows also create opportunities for institutional collaboration, advisory services, and professional partnerships. Legal consultants, wealth managers, real estate advisors, and developers from Maharashtra have found increased scope to engage with UAE counterparts through these platforms.

While market dynamics continue to evolve, the growing frequency of property-focused engagements highlights a sustained interest in strengthening real-estate linkages between Maharashtra and the UAE. For investors and industry professionals alike, these interactions serve as gateways to knowledge exchange, relationship building, and long-term cross-border participation.

Why this matters to Maharashtra leaders

Maharashtra's strength across IT, real estate, education, manufacturing, and services aligns closely with UAE's sector priorities opening doors for joint ventures, market entry, and advisory roles.

This article is intended solely for informational and editorial purposes. It does not promote or recommend any specific real estate project, developer, or investment opportunity. Readers should undertake independent research and seek professional advice before making property or investment decisions.

Bridging Global Aesthetics Education Between Maharashtra and the UAE

ISAS was established with a clear vision: to professionalise aesthetics education through internationally aligned curricula, rigorous practical training, and industry-relevant certification. Under Bhakti's leadership, ISAS has grown into a trusted institution offering comprehensive programs in aesthetics, cosmetology, spa therapies, and wellness sciences. Her core expertise lies in designing education frameworks that combine technical excellence with ethical practice—preparing professionals for sustainable, long-term careers rather than short-term placements.

Bhakti Shah-Sapke
Founder of the International School of Aesthetics and Spa (ISAS)

Bhakti Sapke, Founder and Director of the International School of Aesthetics and Spa (ISAS), is a recognised name in professional aesthetics education, known for building structured, skill-based learning systems aligned with global standards. With a strong foundation in aesthetics, wellness, and professional training, she has played a significant role in shaping careers across the beauty and spa industry.

Recognising the UAE's growing demand for skilled wellness and aesthetics professionals, Bhakti has been actively exploring opportunities to expand ISAS's presence in the region. As the UAE continues to position itself as a global hub for luxury wellness, medical aesthetics, and advanced spa services, ISAS aims to contribute through structured training programs, faculty collaborations, and certification pathways aligned with regional regulatory standards.

What differentiates Bhakti's work is her unwavering focus on education quality, credibility, and sustainability. ISAS does not follow trend-driven teaching models; instead, it emphasises strong foundational knowledge, safety protocols, and continuous skill enhancement. This approach has enabled ISAS graduates to work with confidence across international markets, including the Middle East.

Over the years, ISAS has achieved several milestones, including the successful training of thousands of professionals, the development of industry partnerships, and recognition for maintaining high educational standards in the aesthetics and wellness sector. Bhakti's leadership has ensured that the institution evolves in line with industry needs while remaining rooted in disciplined, outcome-driven learning practices.

Bhakti's Maharashtra–UAE journey reflects a broader cross-border vision—one that connects Indian talent with global opportunities. Through collaborations, training exchanges, and institutional partnerships, she envisions ISAS contributing meaningfully to the UAE's wellness ecosystem while creating international career pathways for professionals from Maharashtra.

Her long-term vision centres on cross-border education, skill mobility, and industry collaboration, positioning ISAS as a bridge between Maharashtra's talent pool and the UAE's expanding wellness and aesthetics market.

"ISAS was built to professionalise aesthetics education, ensuring careers are sustainable, respected, and globally relevant."

- Bhakti Shah-Sapke
Founder of the International School of Aesthetics and Spa (ISAS)

Building Trusted Real Estate Bridges Between Maharashtra and the UAE

Sujit Arjun Raut
Founder & Director
Statesman Realty

"Trust is the foundation of every successful cross-border partnership, and my mission is to make the Maharashtra–UAE real estate journey seamless, secure, and worry-free."

Sujit Arjun Raut is the Founder and Director of Statesman Realty, a Pune-based real estate firm with an expanding footprint across Mumbai, Delhi, and Dubai. With over six years of hands-on experience in the real estate sector, Sujit has built a reputation as a trusted advisor and strategic connector, particularly within the growing Maharashtra–UAE real estate corridor.

His core expertise spans high-level liaisoning with reputed A-grade developers in India and Dubai, strategic sales and marketing for both Indian and NRI markets, and complex land acquisition transactions across commercial and residential segments. This multidimensional exposure enables Sujit to understand not just property transactions, but the broader investment mindset and long-term objectives of his clients.

Statesman Realty positions itself as a complete Dubai property partner, offering end-to-end solutions under one roof. The firm regularly organizes Dubai Property Expos in Maharashtra, creating a transparent and secure platform for investors seeking smart opportunities in the UAE market. These initiatives have played a meaningful role in strengthening trust and awareness among Maharashtrian investors looking beyond domestic borders.

What differentiates Statesman Realty is its deep market mastery, strong developer relationships, and unwavering commitment to professionalism, integrity, and transparency. The firm has successfully signed AOP's with leading Indian developers and contributed to revenue generation exceeding ₹300 crore across multiple projects, while also emerging as a strong performer in the NRI investment segment. Every engagement is driven by a client-centric philosophy focused on long-term relationships rather than short-term transactions.

Sujit's Maharashtra–UAE journey is rooted in active collaboration. Through frequent business visits, developer partnerships, and client engagements in Dubai, he has developed a robust on-ground understanding of the UAE real estate ecosystem. With a clear roadmap for further UAE expansion, Statesman Realty aims to deepen cross-border collaboration and unlock new growth opportunities.

Looking ahead, Sujit envisions a hassle-free, trust-driven Maharashtra–UAE real estate bridge, where individuals and investors feel confident and secure when engaging across markets. His mission is simple yet powerful: to ensure that whenever Statesman Realty is involved, clients can move forward with complete peace of mind—because for him and his team, trust remains the foundation of every successful partnership.

STATESMAN REALTY®

Scaling Digital Talent: Building the Next Global SAP Skill Corridor

With over 15 years of leadership experience in SAP education and digital transformation skilling, Ruchi Mulatkar has consistently focused on building businesses designed to scale with impact.

Ruchi Mulatkar
Business Partner - Training & EdTech Sales
Candent Technologies

Currently serving as Business Partner – Training & EdTech Sales at Candent Technologies, she oversees full P&L ownership, enterprise strategy, go-to-market execution, and global expansion. Her leadership journey includes playing a pivotal role in scaling a training business to INR 900 million (approximately USD 11 million) within five years, achieved through strategic diversification, high-volume partnerships, and a robust revenue engine—an experience that continues to shape her growth-oriented approach.

At Candent Academy, Ruchi built the SAP Training vertical from inception into a high-performing business unit supported by over 150 academic alliances, enterprise clients, and globally aligned SAP learning frameworks. The capability ecosystem includes SAP GUI and Fiori labs, SAP Learning Hub access, and industry-oriented skill pathways. This model is further strengthened by collaboration with more than 50 hiring partners across IT, BFSI, manufacturing, and consulting, ensuring that training outcomes remain closely aligned with real-world enterprise demand.

UAE's Digital Skill Landscape: A Strategic Inflection Point

The UAE's digital transformation is advancing at an unprecedented pace. The country's digital economy is projected to contribute over USD 140 billion by 2031, while 87% of organisations identify digital transformation as their top strategic priority. SAP adoption across the Middle East is accelerating, with the ERP market expected to cross USD 10 billion by 2027. At the same time, the region faces a shortage of 20,000+ SAP and ERP professionals, making it one of the most critical skill gaps globally.

Workforce studies further indicate that by 2030, nearly 65% of jobs in the UAE will require advanced digital capabilities, positioning the country as one of the fastest-growing SAP and ERP talent markets worldwide.

Candent Academy's Global Expansion & UAE Roadmap

With operations across India, USA, Canada, and Singapore, our UAE launch is now strategically underway. Candent academy aim to empower the region's digital ecosystem through:

- SAP-authorized S/4HANA programs with Global Certifications
- Hands-on capability building through SAP labs
- ERP-focused postgraduate pathways
- Corporate upskilling for transformation journeys
- A global placement network aligned to UAE enterprise needs

Candent academy

A Unit of Candent Technologies Pvt. Ltd.

"The future of SAP and ERP growth lies in creating structured skill corridors that connect global demand with local capability."

A Maharashtra–UAE Skill Corridor Vision

Having built her leadership foundation in Pune, Maharashtra's education and technology hub, Ruchi Mulatkar sees strong synergy with the UAE's innovation-driven economy. Her long-term vision is to establish a Maharashtra–UAE Skill Corridor that produces world-class SAP and digital talent while supporting both regions in achieving their ambitious digital agendas.

As Candent Academy continues its global expansion, her mission remains focused on contributing meaningfully to the UAE's knowledge economy by developing high-quality, job-ready talent at scale.

Local Systems to Global Presence: A Framework for Sustainable Expansion

Mumbai comes first for Vijayta Vyas. A Mumbaikar by upbringing and by mindset, she grew up and studied in the city, built businesses here, and worked extensively across Maharashtra and pan-India before expanding her professional

CA Vijayta Vyas
Founder
VEÜ

work to the UAE. While Mumbai remains home, her professional grounding has always extended beyond the city into real operating environments across the country.

Vijayta owns a Maharashtra-based company with over fifteen years of operating history, executing work across grassroots and institutional systems in Maharashtra as well as pan-India. This includes long-term engagements linked to ClubHP, RCF, and MGNREGA, carrying direct responsibility for execution, compliance, and delivery across regulated and decentralised environments. That experience shaped her approach to business—not as an idea, but as a system that must hold under scale, scrutiny, and time.

When she began working in the UAE, Vijayta observed a recurring gap. Many capable Indian founders aspired to expand internationally but struggled to translate their businesses into the UAE context. The challenges were rarely limited to market entry alone. They extended across structuring, compliance, positioning, operational continuity, and ultimately growth and capital readiness. In many cases, founders addressed these issues in fragments, often too late.

"Maharashtra builds entrepreneurs, and the UAE rewards execution—VEÜ exists at the intersection of both."

VEÜ was created to address this entire journey. Based in the UAE, VEÜ supports founders from business setup and regulatory entry through brand positioning, market entry, and early revenue generation, progressing into stable operations. As businesses grow, VEÜ remains involved across backend functions such as compliance, accounting, and internal structuring, ensuring that growth does not outpace control.

Over time, the firm's engagement naturally extends into funding readiness, valuation alignment, and interaction with debt or equity capital where appropriate. For mature businesses, VEÜ also supports expansion into new territories or verticals, as well as strategic exits when founders reach that stage.

Alongside business operations, VEÜ supports the personal relocation journey, recognising that sustainable companies are built alongside stable founder transitions, including residency and housing.

Maharashtra continues to produce strong entrepreneurial talent rooted in resilience, operational understanding, and long-term thinking, while the UAE offers an execution-driven environment defined by efficiency, institutional trust, regulatory clarity, and capital discipline.

Through VEÜ, Vijayta's work now operates at the strategic intersection of these two complementary systems—supporting founders as they transition from ambition into durable, well-structured business presence. Her engagement focuses on ensuring that expansion is not merely symbolic or opportunistic, but grounded in frameworks that can withstand scale, regulatory scrutiny, and market evolution.

Her vision for cross-border growth between Maharashtra and the UAE is practical: fewer fragmented decisions, fewer rushed entries, and more businesses built with structure, continuity, and long-term intent. That is the bridge VEÜ exists to build.

From Registration to Scale: A Practical Guide to UAE Expansion

Expanding into the UAE market — a dynamic nexus of trade, innovation, and investment — requires both strategic preparation and an understanding of how different industries can align with UAE-specific regulations and growth priorities.

Business registration & legal setup: Whether through the Mainland (for full market access and local operations), Free Zone (for 100% foreign ownership), or Offshore entities (for holding structures), Maharashtra businesses now have more flexible pathways to establish legal entities in the UAE. Each structure supports distinct objectives, from direct client interactions to export-oriented operations — giving founders choice based on their strategic focus.

Sector alignment & licensing: UAE authorities require precise activity mapping to ensure that companies receive the correct license. For example: service-oriented businesses (consulting, tech services) may choose specific professional or consulting licenses, whereas trading companies may seek commercial or general trading licenses. Understanding licensing nuances helps enterprises avoid regulatory bottlenecks and access broader operational ecosystems.

Digital readiness & compliance: The UAE is deeply digitised, with mandatory digital filings for trade licenses, visa processing, tax registration (including VAT when applicable), and corporate compliance.

Maharashtra companies planning UAE entry should prioritise digital compliance frameworks, which not only smooth approvals but also strengthen credibility with UAE partners.

Talent & workforce strategy: Hiring locally or expatriate staffing strategies require alignment with UAE labour laws, visa quotas, and professional qualification evaluation. Given the UAE's emphasis on a skilled workforce, Maharashtra businesses can benefit from proactive workforce planning that aligns their internal talent needs with UAE regulatory expectations.

Industry clusters & partnerships: For sectors such as real estate, logistics, technology, and education, forming strategic alliances with UAE-based developers, free zone councils, or training institutions can improve market traction. For instance, educational institutions from Maharashtra can explore partnerships under UAE initiatives focused on innovation and skills development, while tech enterprises can tap into digital acceleration programmes.

This holistic approach not only ensures smoother market entry but also positions Maharashtra enterprises to compete and scale, leveraging the UAE's vibrant economic ecosystem for diversified cross-border success. — Adapted from official UAE business setup guidance and sector practices.

Why this matters to Maharashtra leaders

Understanding official processes enables faster, compliant, and cost-efficient expansion into the UAE market without unnecessary risks.

This article provides general guidance based on publicly available regulatory frameworks and industry practices in the UAE. It does not constitute legal, regulatory, or professional advice. Business requirements may vary by sector and jurisdiction. Readers are advised to consult licensed advisors or relevant authorities before establishing or expanding operations.

Disclaimer :

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