

Katonic.ai appoints Ex-VP Global alliances, MariaDB as Global head, Partnerships and alliances.



Sydney, Dec 7, 2020 ([Issuewire.com](https://www.issuewire.com)) - [Katonic.ai](https://www.katonic.ai), a Sydney based start-up helping enterprises adopt AI across the IT operations, announced the appointment of [Prashant Joshi](#) as Global Head of Partnerships and Alliances in a push to expand its offering with Advisor groups, platform and B2B channels. Based out of Austin, United states Mr Joshi will be responsible for growing and managing regional and global partners and will work with the Sales team to deliver a cross-functional GTM channel strategy to engage the current and potential partners to accelerate revenue across the Globe.

Mr Joshi brings 28 years of international leadership experience working with prestigious brands such as Sun, Hitachi, HP, IBM, EMC and MariaDB with success in global, regional and national roles in presales, product management and alliances.

Prior to this, Mr Joshi was Vice President, Global Alliances for MariaDB, where he was responsible for building, leading and maintaining Partnerships/Alliance ecosystem globally.

“Prashant comes to us with a wealth of experience in the IT sector with a good mix of enterprise and start-up experience with a great track record of building channel-based markets by partnering with Systems Integrators and technology partners to unlock growth through the partner ecosystem,” said Katonic.ai Founder & CEO [Prem Naraindas](#).

“The appointment of Prashant is critical to us in growing our partnerships with key agencies, systems integrators (SI), and consultancies. Prashant will be instrumental in working with partners on how they can use Katonic in their operations, alongside assisting them with campaigns and selling it to their customers.” Added [Nitin Deshpande](#), Country Head, India

Based in Austin, Texas, Prashant Joshi said, “ Katonic.ai has a unique approach to helping enterprises adopt AI across IT operations holistically. I look forward to developing an ecosystem of partners who use their skills to help our mutual customers transform their IT through Artificial Intelligence and to help them differentiate in a highly competitive market.”

About [Katonic.ai](#)

Katonic.ai is an AI start-up that assimilates data from cross-domain sources & combines machine intelligence with human intuition to solve challenges of IT Operations. Katonic helps IT Organisations apply AI to all the aspects of information technology (“AIOps”) to predict situations and potential failure, which can result in significant cost reductions and enhanced user experience for the customers.

Related Links

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