

Raman Jyotshi

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Founder, Kennedia IT Solutions | 11 Years, 60+ International Clients | Web Apps, Mobile, Salesforce, Cloud | Serving SMBs Across USA, Europe & Australia.

Author of the book: Burn the Coconut, Apple & Cherries

I've spent 25 years in IT services — leading high-performing teams, delivering complex global projects, and working across IT services and product organisations before building something of my own.

In 2014, I founded Kennedia IT Solutions on a single belief:

"Offshore development should feel like working with a team down the hall — not across an ocean."

11 years later, that belief has held. 60+ clients. 6 countries. USA, Europe, the UK, and Australia. Most of them never left.

Here's what our clients say:

"From all the offshore teams we worked with so far, your team is the most qualified." — Eddie Moojen, CEO, LeadBoxer (Netherlands)

"At last I have an honest, reliable and dedicated software house to work with." — Cliff Ludriecus, Project Manager (UK)

"I liked their work so much I awarded them several other projects." — Ken Wilson, Co-Owner, Securencrypt (USA)

What we build:

Web Applications (Laravel, Node.js, React, Vue.js, Angular, .NET Core, Django)

Mobile Applications (Flutter, React Native, iOS, Android)

CMS & E-Commerce (WordPress, Magento, Shopify, WooCommerce, Drupal)

Salesforce, MS Dynamics, Zoho & CRM Integrations

AI/ML & Data Science (OpenAI, TensorFlow, Power BI, ETL, Snowflake)

Cloud & DevOps (AWS, GCP, Azure, CI/CD, Docker)

Automation (Zapier, n8n, Make.com, GHL)

What makes us different:

I personally join every initial call and key status review — you're not handed off to a project manager you've never met

Your point of contact is a technical person working on your project, not a sales rep

We sign NDA, MSA, and SOW before any work begins

We're selective about whom we work with — not every project is the right fit

Our sweet spot: Small-to-midsize international businesses with project budgets of \$500–\$50,000 who need a development partner they can trust for the long term.

Kennedia IT Solutions 12 yrs 8 mos

Founder & CEO

May 2015 - Present · 11 yrs 4 mos

Gurgaon, USA, London, Europe

Incubated the company from ground zero, providing leadership, planning, direction to the company. Responsible for making company profitable, operations strategy, P&L, sales, Client management, alliances with outsourcing teams, Client Management and Budgeting.... more

Founder

Freelance

Jan 2014 - Present · 12 yrs 8 mos

India · Remote

Kennedia builds custom software for small-to-midsize international businesses — primarily in the USA, Europe, and Australia. Their core services are web applications, mobile apps, Salesforce consulting and integrations, cloud infrastructure, and CMS/technology migrations.

- Their sweet spot is projects in the \$500–\$50,000 range. The industries they know best are e-commerce, tour and travel, real estate, logistics, and loan/mortgage.
- What separates Kennedia from other offshore teams is their communication process and client retention. Most of their revenue comes from repeat clients — businesses that came for one project and stayed for five. After 11 years they have 60+ clients across 6 countries and testimonials from CEOs in the Netherlands, project managers in the UK, and business owners in the US, all saying the same thing: Kennedia delivers, communicates clearly, and treats your project like their own.