

The Entrepreneurial Spirit

An Interview with Sanjay Govil, Founder and Chairman, Infinite Computer Solutions



Sanjay Govil

EDITORS' NOTE Sanjay Govil is the Founder and Chairman of Infinite Computer Solutions. He worked for IBM and Verizon prior to establishing Infinite in 2003. Govil is a Fellow of the Wharton School of Business and is a member of the Global CEO Advisory Council for the Wharton Fellows program. He is also on the Board of Directors for the Future of Advertising Project at the Wharton School of Business, and was nominated to become a member of the Graduate Board for the Wharton School of Business. He has been recognized and featured in media throughout the world. Despite his business successes, he remains involved in the community through his philanthropic activities. He is particularly interested in supporting education related activities including the The Indus Entrepreneurs (TiE) DC's Young Entrepreneurs Program. He is also raising awareness around entrepreneurship through his charity, The Sanjay Govil Foundation. An avid sports fan, he previously owned the Delbi Acers Badminton Team, and is now the owner of the Washington Freedom Major League Cricket team in Washington DC. He is equally passionate about cricket and is the owner of the Washington Freedom Cricket team in Washington DC. Govil earned a BSEE degree from Auburn University, and completed graduate work at Syracuse University as well as the Wharton School of Business.

COMPANY BRIEF Infinite Computer Solutions (infinite.com) is a global leader in digital engineering and IT services established in 2003. With over two decades of experience helping clients turn digital transformation into business value, the company partners with customers to optimize, modernize, and scale their technology landscape—combining leading technologies, innovative platforms, and accelerators with practical know-how.

What was your vision for founding Infinite Computer Solutions and how do you define its mission?

Infinite works with clients across sectors – healthcare, telecommunications, media, financial services, engineering, and more – to drive digital innovation and embrace automation. We're a global leader in digital engineering and information technology, leveraging new technologies and industry knowledge to shape the future.

My idea for Infinite came in the most natural way. I was driving around one day, and I thought to myself that I wanted to do something meaningful, something that was my own, and something that could help others. I'd had a career in technology, started a family, and now I wanted to create something that could present a real accomplishment and have meaningful impact in a long-term sense. So, we launched Infinite in 2003, and now we have offices all over the world, working with clients to develop and maintain their systems and push them into the digital future.

What have been the keys to the strength and leadership of Infinite in the industry?

Operating in the technology and digital space, adaptability and innovation have been critical to Infinite's success. Emerging technologies are rapidly evolving, and they're altering our approach to the world and the problems we need to solve along the way. For any company to become a fixture in this industry, agility, flexibility, and a willingness to change are nonnegotiable. And beyond reacting to the technology space, we've been able to drive encouraging growth by reaching into new markets and maintaining an interest in reaching out past what we're comfortable or used to in order to expand our reach.

Our strength has also been built on understanding our clients' needs, focusing relentlessly on how to deliver the best value for our stakeholders. It requires keen, unwavering attention to consumer tastes, client feedback, and an overall interest in how our customers are experiencing our business. Our success is intertwined with our clients' success and we are deeply investing in their achievements.

Of course, success in business is unachievable without focusing on operational excellence, and investing in our people. We're committed to attracting and retaining top talent – another necessity for success in this or any other field – and we've done so by aligning our business with shared values and

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Anrich Nortje of the Washington Freedom celebrates bowling Quinton de Kock of the Seattle Orcas during match three of Major League Cricket season 1 between the Seattle Orcas and Washington Freedom held at the Grand Prairie Stadium, Grand Prairie, Texas on July 14, 2023

purpose. I've found that when your teams are connected by one mission, and they feel a sense of belonging and fulfillment in chasing those goals, your entire organization is sure to benefit.

You also serve as chairman of Zyter|TruCare. Will you provide an overview of Zyter|TruCare's business?

Zyter|TruCare exists at the intersection between technology and healthcare, providing services and software solutions for healthcare providers, payers, and public health organizations to deliver affordable, value-based care.

At the time, I had developed expertise in the healthcare space through my work at Infinite and elsewhere, and I could see the incredible potential value digital tools could have for enhancing health outcomes. My goal was to build a company solely focused on the healthcare industry and creating tailored solutions for hospitals and insurance companies. And now, I'm proud to say we're driving digital transformation to achieve equitable, affordable, and accessible solutions across the healthcare industry and care management space.

What led to your passion for sports and your involvement with cricket?

I've been a cricket fan my entire life. I grew up watching it, and to this day, I can still remember the joy I felt from seeing my first live match – hearing the sound of the bat making contact with the ball, the ball just grazing the wicket.

I left India when my father got a teaching job in the United States, and when we got to Alabama, I discovered that cricket was simply not a part of the American experience. Sometimes I would gather with a group of friends who were South Asian and British expats to play pickup cricket, but beyond that, my passion for cricket had to be put on pause. Despite cricket being the second-most popular sport in the world, it had no foothold in America.

Those memories bounced around my mind when the opportunity to join Major League Cricket and the Washington Freedom arose. In becoming the owner of Washington Freedom in MLC, I saw not only a way to immerse myself in a sport I've loved since childhood, but also a chance to share it with a whole new generation of fans.

Do you feel that the sport of cricket is building awareness and recognition in the United States?

Absolutely, and I'm grateful to be part of that momentum. We've had an exciting debut so far – last year, Major League Cricket played an incredible inaugural season, and now we're looking forward to our second this summer. Being in Texas last year for the kick-off match, it was clear that we're well on our way to creating a space for cricket in the U.S. sports scene. We're seeing not only dedicated cricket fans from international communities come out to support, but new fans who want to get involved with something new. And with teams spanning the country – from Texas, New York, Washington DC, Los Angeles, and Seattle – we're really reaching out into all different communities and raising the profile of cricket nationwide.

We've also seen encouraging interest from international cricket franchises and figures, indicating that we're not only expanding cricket's fanbase in the U.S., but that U.S. cricket is reaching around the world. Even before our first season, MLC was supported by international cricket leagues like the Big

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Bash League in Australia, the Indian Premier League, and more. We’ve also drawn famous cricket players from across the world. Now, as we head into our second season, my team, the Washington Freedom, has hired Australian cricket legend Ricky Ponting as our new manager.

It’s a really exciting time for cricket in the U.S. right now, and we’re only getting started. Cricket is also set to join the Olympics in Los Angeles 2028, which I can only imagine will have an even greater impact on the demand for U.S. cricket. But even the fact that cricket has returned to the Olympic stage is a testament to its growing popularity, here and everywhere else.

What do you feel are the keys to effective leadership and how do you approach your management style?

Similar to my view on organizational success, I firmly believe that effective leadership depends on your ability to be flexible, adaptable, and open-minded. No one has all the answers, but as leaders, it’s our job to listen to those around us, take in wisdom and feedback from our teams and our mentors, and use those insights to make the best decisions for our teams. Not only does this approach ensure you’re thinking about how your strategies will affect everyone, but it also democratizes the decision-making process, making everyone throughout a team or organization feel more connected to the end result.

We’re also living in a world that’s changing rapidly. Every day, the landscape we’re working in evolves. As leaders, it’s our responsibility to respond to challenges and changes in a creative matter, and be willing to embrace discomfort and uncertainty. Flexibility allows us to explore new ideas, take on unprecedented challenges, and adapt in even the most difficult situations.

Personally, my management style is driven by bringing out the best in my team members. Whether that’s at Infinite or on the Washington Freedom cricket team, everyone has a role to play and value to create, and as a leader, I do everything I can to empower those around me to perform at their best in whatever capacity.

Will you discuss your interest and commitment to philanthropy and how you decide where to focus your efforts?

I’ve always been highly passionate about mentorship. I believe that continuous learning and education have tremendous value. More specifically, I’m very invested in creating opportunities for students, and making an impact that can carry on throughout their entire lives. For example, I’m a major supporter of the U.N.’s GirlUp Program, which provides education, leadership training, and advocacy opportunities to girls from around the world, with a focus on closing the gender gap in STEM.

As a business owner, it’s important to me that we’re investing in education for tomorrow’s leaders and inventors and CEOs. And as a parent – and as a person – I strongly believe in making sure that investment is accessible to everyone.

By investing in our students today, we put ourselves that much closer to creating the future we want to see. Our children will be the leaders shaping the world one day, and so it’s important to me that we create opportunities for people from all backgrounds and all communities to be a part of that future. That’s the philosophy that has led me to support organizations like GirlUp and other mentorship programs, and in many ways, it’s the reason I believe in philanthropy at all.

Do the same traits that made you successful in business apply to being effective in philanthropy?

Without a doubt. I firmly believe that, to be successful at something, you have to be focused and persistent, and it doesn’t matter whether you’re looking to secure a profit or create positive change in the world – though I’m confident that those two things aren’t mutually exclusive.

At the end of the day, finding success in any organization involves working with your own skills and the skills of others to maximize potential output. Given that mentality, it doesn’t really matter whether you’re working in a business mindset or a philanthropic mindset: success comes to those with foresight and determination.

Did you always know that you had an entrepreneurial spirit and desire to build your own business?

I didn’t always think I’d be an entrepreneur, but looking back, I can see the seeds of that career path throughout my life. I was always interested in problem-solving and gathering as much information as I possibly could, and my early career path got me in front of a lot of strong leaders at IBM, Wharton, and Auburn who nurtured me and encouraged me to push forward with my own ideas. It’s that combination of nature and nurture that made me into a leader with entrepreneurial spirit, and I am so grateful for all the help I received along the way.

With all that you have accomplished in business and philanthropy, are you able to enjoy the journey and take moments to celebrate the wins?

Right now, I’m enjoying the growth. I’m enjoying what we’ve accomplished. And while I’m always looking for the next win or the next challenge, I definitely appreciate the moments when things are going well, and try not to use those times to give myself a headache about all the things we still want to do.

I think, at some level, it’s impossible to fully pivot away from what’s next. I’m always thinking about the next problem we can solve or the next opportunity we can seize, and that’s what has made me successful. But at the same time, I try to take a moment now and then to look back and appreciate the journey.

What advice do you offer to young people beginning their careers?

First and foremost, I encourage young people to be passionate about what they do. Find something that truly excites and motivates you, and follow where it takes you. Passion is the fuel that drives perseverance and excellence.

You also need to embrace the fact that you know next to nothing about who you are and where you’re going to go. The early stages of your career are an invaluable opportunity to soak up knowledge, gain experience, and hone your skills. Be curious, ask questions, seek out mentors, never stop growing, and most of all, know that you have so far to go.

At those early career stages, you have the incredible benefit to always be learning, and to be more adaptable and open to change than those who are further along in their journey. The world is constantly evolving, and successful careers are built on the ability to adapt to new technologies, market trends, and challenges. Embrace change as an opportunity for growth and innovation.

Finally, always remember that the difference between winning and losing is usually perseverance and time invested. Success is rarely linear. It requires hard work, determination, and the ability to overcome obstacles and setbacks. Stay focused on your goals, believe in yourself, and never lose sight of your dreams. ●