

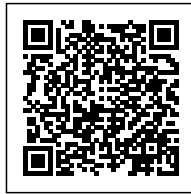
NTT DATA: A COMPANY OF INTANGIBLE VALUES

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Antonio Gómez Jarillo, GC of NTT Data EMEAL, explains how there is an "intangible" side that has influenced the growth of the group and the evolution of the legal department.

by **Julia Gil**

When we reflect on the dizzying rise of a technology consulting firm, NTT Data inevitably comes to mind as a paradigm of exceptional growth. Between April 2022 and March 2023, NTT Data EMEAL, recorded double-digit economic growth (17%), above the market average, according to the research and analysis company for new technology trends, Gartner. In addition, it hired more than 3,000 professionals during this period and was recognized with the Top Employer certificate in 14 countries, which positions it for its good human resources practices and recognizes it as a leading employer.

Witnessing this journey for 17 years has been **Antonio Gomez Jarillo**, who joined the technology consulting firm Everis in 2007. Years later, the lawyer experienced what he considers to be "the biggest challenge of his career", with the exit of the Everis group's shareholding and the integration with the NTT Data group. He is currently head of the legal department of NTT Data EMEAL and secretary of the Board of Directors.

What would you say is the reason for NTT Data's tremendous growth?

It has been a mixture of many things. Being part of a global company gives you the power and muscle to pursue complex business opportunities in many geographies. We are in 23 countries with access to different markets and industries, and that accelerates growth tremendously.

There is a part of intangibles in this great growth, such as the practical application of values in the focus since the main asset is people. And this generates a culture of collaboration, autonomy, entrepreneurship, and a responsibility of each one. In addition, it is not very hierarchical, it is more horizontal and, accompanied by this globalization, it accelerates growth.

How was the change from advising on corporate commercial matters to information law and new technologies?

If you are part of a large group, such as this one, in which you also have a very different type of clients, in the end you adapt to the client's sector: public, financial, regulated entities, more general industries, etc. Access to those consultants in the field of new technologies who can help or advise you is something that, in a law firm, theoretically, they do not have.

What has been the biggest challenge you have faced in these 17 years at NTT Data?

The most complex was the process of exiting the controlling shareholding we had in the Everis group and integrating into the NTT Data group. It was quite complicated due to the volume of Everis and the integration into this Japanese group, which had business in Europe, but not in Latin America. After that, it could already be considered as a global consulting and technology services company.

Today...

I would say that the process of transforming the business model to ONE NTT which, from the legal point of view, has a lot of matter to advise on. Right now, the entire business outside of Japan, that is NTT and NTT Data, are being integrated.

Could you briefly describe the growth of the legal department?

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