

## Santosh Gopal

**Global leader in digital transformation and public-private partnerships, with over 25 years of experience spanning logistics, banking, insurance, and technology sectors. Facilitated strategic alliances and partnerships valued at over USD 3.5 billion, building interoperable systems and frameworks that enable commerce and connectivity worldwide — contributing this expertise to the UPU's modernization and digital integration agenda over the past three years.**

### 2022 – Present

Vice Chair, UPU Consultative Committee (CC).

Focused on driving inclusion, transparency, and collaboration between Designated Operators, private-sector innovators, and regulators within the UPU ecosystem. Facilitated and supported over 25 global and regional CC and UPU events, building strong relationships with DCDev and other partners to create meaningful opportunities for member engagement and cooperation across regions.

### 2024 – Present

Chair, Ready-to-Market Interoperability Group (RMIG) under the Postal Operations Council. Leads UPU's global interoperability and digital transformation initiatives, connecting Designated Operators and private sector members under a unified innovation and revenue-sharing framework.

### 2013 – Present

Founder & CEO, Ship2MyID (MapMyID Inc., USA).

Created a multi-patented digital identity and addressing platform, transforming Posts into eCommerce hubs and enabling them to become their nation's largest demand generators — successfully piloted and expanding across multiple countries.

Built partnerships spanning 18+ countries, with over 50+ ecosystem partners, enabling eCommerce, logistics, and data-driven services globally.

### 2012 – 2023

Led strategic partnerships in the modernization and monetization of Digital Banks and Insurance platforms, while supporting logistics and cross-border initiatives for one of the top five global private logistics companies.

### **2005 – 2009**

Non-profit leadership role with the Product Development and Management Association (PDMA) — the world's largest innovation and product development body.

As Membership Head, onboarded and supported over 1,000 members globally, fostering collaboration and professional growth.

### **1992 – 2003**

Founded and successfully led five technology and education ventures, contributing to India's early IT growth story.

Collaborated with the Prime Minister's Office of India to support one of the largest national software education movements, enabling over 3 million individuals through IT education and digital empowerment.