Information Technology

Infotech Enterprises Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	IT
Turnover	INR 8,638 million
Chairman/MD/CEO/President	Mr. B.V.R. Mohan Reddy, Chairman & Managing Director
No of branches/offices	8 domestic and 22 overseas
Number of Employees	9,334
No of subsidiaries	6
Parent Company(If any)	-
Market Capitalisation	INR 19,681.2 million
Company Overview	Infotech Enterprises Limited (IEL) was incorporated as a private limited company in August 1991. It commenced commercial operations in September 1992. The company converted into a public limited company in April 1995 and came out with a public issue in March 1997. IEL primarily deals in the engineering-solutions vertical, offering product development, life-cycle support, process, network and content engineering solutions. The company is headquartered in Hyderabad and has delivery centres in North America, Europe, the Middle East and the Asia-Pacific region.
Contact Details	Corporate Office: 4th Floor A-Wing Plot No 11, Software Unit Layout Madhapur, Hyderabad, Andhra Pradesh-500081 Tel :+ 91-40-23124004/4006 Fax : +91-40-66624368 E-mail : cosecy@infotechsw.com Web : http://www.infotech-enterprises.com
Rating (CRISIL)	A1+

2. Management Type & Share holding
The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. B. V. R. Mohan Reddy	Chairman & Managing Director
Mr. B. Ashok Reddy	President – Global HR & Corporate Affairs
Mr. Ajay Aggarwal	Chief Financial Officer
Mr. Krishna Bodanapu	President & Chief Operating Officer
Mr. John Renard	President & Head UT & C
Mr. Bhanu Cherukuri	President – Strategic Initiatives

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2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and Promoter Group	24,942,780	22.38
Institutions	37,678,479	33.80
Non-Institutions	48,843,025	43.82

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business Descriptions
Aerospace (AERO)	Provides product engineering solutions to aerospace customers
Heavy Equipment, Transportation &HiTech (HTH)	Provides product and process engineering solutions to non-aerospace customers in manufacturing, high-technology and process-engineering industries
Utilities Telecom (UT)	Provides network engineering and related solutions to telecom and utility customers and their suppliers
Content (C)	Provides spatial solutions to a range of industries including mining, oil and gas and content publishing

3.2 Subsidiaries

Subsidiaries	Business Description
Infotech Enterprises Europe Limited (IEEL)	Headquartered in London, IEEL was incorporated in 1992 as Dataview Solutions which subsequently became a part of the Infotech Enterprises group in 1999. IEEL provides services to major tier-1 and tier-2 telcos, large-utility companies, public-sector agencies and commercial businesses.
Infotech Enterprises America, Inc. (IEAI)	IEAI, a California corporation, was incorporated in 1999, with additional offices across the US and Canada. The company offers engineering services to clients and partners in North America. It addresses the following verticals: aerospace, automotive, consumer electronics, energy, heavy equipment, marine, medical devices, oil and gas, transportation, semi-conductor, telecom and utilities.
Infotech Enterprises GmbH (IEG)	IEG was incorporated as Advanced Graphics Software (AGS) in Leonberg, Germany, in 1992. This is a successful mechanical engineering software and services company specializing in 3D CAD/CAM. It's focused on engineering services and e-solution software and applications within the German market space. Since becoming a part of the Infotech Group in 2000, IEG has broadened its portfolio to include GIS and ITeS.
Infotech Enterprises Japan KK (IEJ)	IEJ was incorporated in 2008 with its registered office in central Tokyo. IEJ offers a wide range of onsite and offshore engineering and design services to Japanese automotive, aerospace, consumer electronics, rail transportation and heavy engineering industries.
Infotech Geospatial (India) Limited (IGIL)	IGIL, based in Hyderabad, addresses geospatial business opportunities in India and the Middle East.
Infotech Enterprises Information Technology Services Private Limited (IEITSPL)	IEITSPL, incorporated in 2008 and headquartered at Hyderabad, offers a range of business software solutions and services to several large and medium customers across the globe.

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4. Growth strategy and business model

The company believes its organization structure has been the key differentiator. It has enabled The company to maintain focus on key markets and customers, while driving efficiency through operational excellence and standardization.

The business models of The company has undergone a paradigm shift. From contracts that were based on per-hour pricing, the measurement is now based on business outcome. Focus on intellectual property creation and end-to-end processes/products enables the customer to realize top-line benefits.

5. Foreign collaboration

The company did not have any foreign collaboration in FY2012.

3i Infotech Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	IT
Turnover	INR.5,141.6 million
Chairman/MD/CEO/President	Mr. Hoshang N. Sinor (Chairman)
No of branches/offices	12 in India
Number of Employees	--
No of subsidiaries	29
Parent Company(If any)	--
Market Capitalisation	INR.4,179.7 million
Company Overview	3i Infotech Limited (3i) was incorporated in 1993 as a wholly owned subsidiary of ICICI Ltd. Post the merger of ICICI with ICICI Bank, The company began functioning as a back-office processing company for ICICI Bank and some of their subsidiaries and affiliates. The company provides software products, IT services and BPO services for a variety of industry verticals including insurance, banking, capital markets, mutual funds and asset management, wealth management, government, manufacturing and retail. 3i is a global IT company and provides technology solutions to over 1,500 customers in more than 50 countries across five continents. The company has offshore development centres in Mumbai, Bengaluru, Chennai, Hyderabad, Delhi, Kochi and operation centres in the US, the UK, the Middle East, Africa and China.
Contact Details	Akruti Centre Point, 6th Floor, MIDC Central Road, Next to Marol Telephone Exchange, Andheri (E), Mumbai - 400 093, India Tel: +91-22 39145700 Fax: +91-22 39145520 Web: http://www.3i-infotech.com
Rating (CRISIL)	CRISIL D (for bank facilities)

2. Management Type & Share holding

The company has a mix of family and professionals in its management

2.1 Key People

Name	Designation
Mr. Hoshang N. Sinor	Chairman
Mr. Madhivanan Balakrishnan	Managing Director and Global CEO
Mr. Amar Chintopanth	Deputy Managing Director
Mr. CharanjitAttra	Executive Director & Global Chief Financial Officer
Mr. Kumar Ganesan	Country Head – USA
Mr. Ian Hallam	Country Head - Western Europe

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters & Promoters Group	39,036,190	7.45
Institutional Investors	293,755,532	56.05
Non-Institutional Investors	191,320,199	36.50

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business Descriptions
IT Solutions	Provides clients with software products covering banking, insurance and financial services, application development and maintenance and IT infrastructure services
Transaction Services	Provides clients with services such as back-office operations, account origination services, verification services, scanning and digitization, record management, registrar and transfer agent services, securitization and contact center services

3.2 Subsidiaries

Subsidiaries	Business Description
3i Infotech Inc.	A 100 percent subsidiary held by 3i Infotech Holdings Private Limited
3i Infotech Asia Pacific Pte Ltd.	A 100 percent subsidiary held by 3i Infotech Holdings Private Limited
3i Infotech (UK) Ltd.	A 100 percent subsidiary held by 3i Infotech Holdings Private Limited
3i Infotech Trusteeship Services Ltd.	A 100 percent subsidiary held by 3i Infotech Holdings Private Limited

4. Growth strategy and business model

Over the years, The company has built a portfolio of IT products and has also entered into niche services. The strategy was to make selective acquisitions in these areas, and then build up on them. Such a strategy for products and niche services would hasten up the "go to market" time.

Despite the slowdown in business post September in 2008, The company had to continue making investments in R&D to ensure the products were up-to-date and matched technology and market requirements.

With the aim of focusing on niche areas, The company divested its entire stake in Regulus Group and J&B Software Inc. to an affiliate of Cerberus Capital Management, L.P., a private investment firm, during FY2011-12. The proceeds from the divestment were used towards reduction of debt to the tune of about INR 5,800 million

5. Foreign collaboration

The company does not have any foreign collaboration

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NIIT Technologies Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	IT
Turnover	INR 8,274.6 million
Chairman/MD/CEO/President	Mr. Rajendra S Pawar (Chiarman & Managing Director)
No of branches/offices	33
No of subsidiaries	21
Parent Company(If any)	--
Market Capitalisation	INR 15,240 million
Company Overview	NIIT Technologies Limited (NTL) became an independent organisation in 2004 after being spun off from NIIT Ltd. The company is an IT player, offering application development and maintenance services, managed services, cloud technology-based services, GIS solutions and BPO services. NTL is a global player, with a presence across the US, Europe, the Middle East, Africa and the Asia-Pacific region.
Contact Details	Tapasya Corp Heights, Plot No. - 5, Sector - 126, Noida Express Highway, Noida, UP, India Tel: +91-120 711 8400 Fax: +91-120 711 9150 E-mail: investors@niit-tech.com Web: www.niit-tech.com
Rating	AA/A1+ (CRISIL)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Rajendra S. Pawar	Chairman & Managing Director
Mr. Arvind Thakur	Chief Executive Officer & Joint Managing Director
Mr. Vijay K. Thadani	Director
Mr. Subroto Bhattacharya	Director
Mr. Surendra Singh	Director
Mr. Arvind Mehrotra	President – Asia & Australia

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and Promoter Group	18,847,220	31.37
Institutions	26,637,403	44.33
Non-Institutions	14,599,605	24.30

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business Descriptions
Banking and Financial Services (BFS)	Provides solutions in the areas of investment management, retail and wholesale banking, credit and operational risk management and regulatory compliance
Insurance	Provides solutions in the areas of life insurance, pensions, annuity, non-life insurance, policy administration, claims management and reinsurance
Travel, Transportation and Logistics (TTL)	Delivers IT solutions and services to travel, transportation and logistics organisations
Manufacturing	Helps global clients to make decisions regarding the deployment of automated, transparent and integrated information management systems across their value chain. The company deals with web-based e-procurement platform, supplier portal, enterprise-mobility solutions, dealer management systems
Government	The company is sharply focused on the government sector, having executed turnkey projects for various public departments as well as India's paramilitary forces. These initiatives have involved application development, complete infrastructure set-up, including data centres, rollout and training across multiple locations and historical data capture Additionally, it is offering specialised solutions in the area of GIS to the government

3.2 Subsidiaries

Subsidiaries	Business Description
NIIT GIS Limited	Provides end-to-end GIS solutions with software products, training, technical support, data conversion and application development. They also include complete geo-spatial image processing and consulting solutions
NIIT SmartServe Limited	The company is a subsidiary of NIIT Technologies and draws upon its strengths from the IT and outsourcing domain

4. Growth strategy and business model

The company has a clearly defined strategy of remaining focused and differentiating on the strength of its specialization. 'Focus and differentiate' entails emerging as the first choice of customers in select industry verticals where The company has an established track record and/or intellectual assets while differentiating itself through high customer-centricity and domain specialization. This approach has resulted in The company drawing higher revenues from its focus verticals of travel transportation and logistics (TTL) and BFSI segments.

The company's highly differentiated business model is driven by its intellectual property (IP) assets and strong capabilities in managed services. These include new service offerings (such as platform/IP-based services and solutions, integrated services, cloud services) that provide higher value to its global clients and yield superior returns for The company.

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5. Foreign collaboration

Morris Communications, USA: NIIT Technologies entered into a strategic partnership with Morris Communications, a leading, privately held media company with headquarters in Augusta, Georgia. Under this partnership, NTL will provide integrated IT and BPO services to Morris Communication for an aggregate amount of USD 85 million over a period of five years. NIIT Technologies will have the controlling interest in the joint venture.

Proyecta Sistemas de Informacion S.A. (Proyecta), Spain: NTL acquired Proyecta Sistemas de Informacion S.A. (Proyecta), software services company headquartered in Madrid. The acquisition will enable NIIT Technologies to enhance its European footprint.

Compuage Infocom Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	IT
Turnover	INR 15,444.4 million
Chairman/MD/CEO/President	Mr. Atul H. Mehta
No of branches/offices	50
No of subsidiaries	3
Parent Company(If any)	--
Market Capitalisation	INR 389.3 million (As on 24th Jan.-13)
Company Overview	Compuage Infocom Limited is an IT distribution company that distributes computer peripherals, consumables and accessories in India. The company was founded in 1987 and is headquartered in Mumbai. The company also has subsidiaries in Singapore. Compuage serves as an authorized service provider for Creative, Energ, Odyssey, PC building blocks, Olympus and Strontium. It has also built global alliances with computer associates, Samsung, Foxconn, Panasonic, Toshiba, Microsoft and Cisco for distribution of computer hardware.
Contact Details	601, D-Wing, Lotus Corporation Park, Ram Mandir Lane, Near Jai Coach Junction, Western Express Highway, Goregaon (E), Mumbai - 400 063. INDIA. Tel : +91-22-6711 4444 Fax : +91-22-6729 7240 E-mail : info@compuageindia.com Web: http://www.compuageindia.com
Rating	BB+/A4+ (ICRA)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Atul H. Mehta	CMD & CEO
Mr. Bhavesh H. Mehta	Whole-time Director and Chief Operating Officer
Mr. G. S. Ganesh	Director
Mr. Vijay Agarwal	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and Promoter Group	4,513,953	67.83
Institutions	40	--
Non-Institutions	2,141,007	32.17

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business Descriptions
Distribution	Compuage Infocom Limited is an IT distribution company that distributes computer peripherals, consumables, and accessories in India.

3.2 Subsidiaries

Subsidiaries	Business Description
Greenvision Technologies Pvt. Ltd.	Focuses on power solutions for enterprise customers and batteries for the UPS, inverter and telecom sectors. The company is in the process of setting up a plant to manufacture batteries
ADIT E-commerce Pvt. Ltd.	Incorporated on May 17, 2008, Compuage Infocom acquired 80 percent equity in The company on January 19, 2010 to take advantage of the growing online business
Compuage Infocom (S) Pte. Ltd.	Compuage Infocom (S) PTE. Ltd. is a wholly owned subsidiary and was formed to expand operations in Singapore

4. Growth strategy and business model

In FY2012, Compuage had continued to invest in infrastructure, reach and product portfolio - all of allowed The company to grow. New products sign-ups include ADC Krone - passive networking products, Asus - notebooks, Cisco - networking products, Edifier - speakers, Foxconn - motherboards, HP - PCs, Olympus - digital cameras, Toshiba - flash products.

The company continues to focus on both extension of geographic reach in emerging growth markets as well as on development and growth of new customer accounts across major product lines to cement its leading position in storage media and peripherals.

The management is also exploring into other businesses, which offer better margins and will make use of its infrastructure and its distribution expertise. The company through its subsidiary, Greenvision, is setting up a manufacturing facility for batteries for UPS inverters and the telecom sector. This initiative, too, shall enhance the profitability of The company.

5. Foreign collaboration

The company does not have any foreign collaboration.

Accel Transmatic Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	IT
Turnover	INR 20.9 million
Chairman/MD/CEO/President	Mr. N. R. Panicker, Chairman & CEO
No of branches/offices	2
Number of Employees	44
No of subsidiaries	--
Parent Company(If any)	--
Market Capitalisation	INR 74.4 million (As on 24th Jan.-13)
Company Overview	Accel Transmatic, formerly known as Transmatic Systems Ltd., was formed in 2004 through a strategic merger of Transmatic Systems Ltd., Accel Software & Technologies Ltd. and Ushus Technologies Pvt. Ltd. The company operates through two business divisions: Ushus Technologies and Accel Animation Studios. The company offers custom-built hardware and application software. Ushus Technologies Division is engaged in outsourced software product development services in imaging, multimedia, networking and embedded systems. Within a short span of two years, Accel Animation Studios established itself as one of the leading 3D animation/VFX studios in India, which offers a single-window solution for creation of 3D animated content for home video, TV broadcast and theatrical features.
Contact Details	Accel House, 75, Nelson Manickam Road, Aminjikarai, Chennai – 600 029. Tel.: +91-44 – 4225 2000 Fax : +91-44 – 4225 2315 Email: info@acceltransmatic.com Website: www.acceltransmatic.com
Rating	--

2. Management Type & Share holding
The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. N. R. Panicker	Chairman & CEO
Mr. K. R. Chandrasekharan	Director & Chief Finance Officer
Mr. Maqbool Hassan	Executive Vice President & Head, Operations
Mr. S. Mitra	Vice President & Head, Technical Support Group
Mr. Jayesh Ahluwalia	Senior Vice President

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2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters & Promoters Group	6,462,837	58.55
Institutional Investors	2,664	0.02
Non-Institutional Investors	4,571,900	41.42

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business Descriptions
Animation Division	Offers end-to-end services in 3D animation, content development, visual effects and motion capture services. Its studios are located in Chennai and Trivandrum
Software services	The software development wing of Accel Transmatic Ltd. offers engineering applications like embedded real time systems, networking, image processing.

3.2 Subsidiaries

The company does not have any subsidiary.

4. Growth strategy and business model

During FY2012, The company sold its technology services division Accel Frontline Limited for a consideration of INR 199.70 million. This decision was mainly taken to reduce the interest burden and the external liability and also fund the losses incurred by the animation division

5. Foreign collaboration

Accel Transmatic operates through two business divisions namely Ushus Technologies and Accel Animation Studios and has its subsidiary company in San Jose, California USA. Ushus Technologies provides software development for engineering and embedded applications, whereas Accel Animation Studios provides 3D animation, VFX and MOCAP services to domestic and international customers.

Glodyne Technoserve Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	IT
Turnover	INR 15,576.5 million
Chairman/MD/CEO/President	Mr. AnnandSarnaaik
No of branches/offices	14 in India
Number of Employees	--
No of subsidiaries	The company has 6 direct subsidiaries & 5 step down subsidiaries, out of which 9 of them are foreign subsidiaries and 2 are Indian subsidiaries.
Parent Company(If any)	--
Market Capitalisation	INR 787.9 million (As on 28th Jan.-13)
Company Overview	Glodyne operates in the technology infrastructure managed services (IMS) space, covering technology business processes and management services. The IMS services include maintaining data centres, networks and communications, service desk technical support via onsite or remote delivery. It also provides technology application managed services (technology AMS) built on pay-by-use model. The capital expenditure is borne by The company and the services are offered on a shared platform, thereby moving to the Opex model of providing services. The company has acquired US-based Decision One during 2010-11, which provides onsite IMS services to clients based in the US and Canada. This allowed economies of scale and a presence in the largest IMS outsourcing market of the world.
Contact Details	C-03, Ground Floor, Fortune 2000, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051. Tel :+91-22 - 66963333 Fax: +91-22 – 66963344 E-mail: corporate@glodyne.com Web: http://www.glodynetechnoserve.in/
Rating	ICRA D

2. Management Type & Share holding
The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Annand Sarnaaik	Chairman and Managing Director
Mr. Binod K. Mishra	Sr. Vice President – Projects
Ms. Divvyani A. Sarnaaik	COO
Mr. Neeraj Vashisht	Sr. Vice President- Corporate Strategy and Planning
Mr. Nick Sharma	President and COO - GlodyneDecisionOne
Mr. Bryan Sanderson	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and Promoter Group	21,570,737	47.85
Institutions	3,545,649	7.86
Non-Institutions	19,965,317	44.29

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business Descriptions
IMS	Turnkey solutions for technology deployment, integration of database management software, system software and others
Software services	Customized applications for enterprises and government departments

3.2 Subsidiaries

Subsidiaries	Business Description
Glodyne Peoplepower Limited	Goldyne's Enterprise services for Human Resource Management
Smaarftech Technologies Private Limited	A wholly owned subsidiary
Glodyne Technoserve Inc.	A wholly owned subsidiary
DecisionOne Corporation, USA	A wholly owned subsidiary

4. Growth strategy and business model

The company continued on its growth path through a healthy mix of organic and inorganic route. As a part of The company's strategy of growing and strengthening its leadership position in services business, The company had announced the acquisition of Comat Technologies Pvt. Limited ('Comat'), a leading provider of e-governance services in India, which is pending for closure due to completion of the customary closing conditions.

The company has export market in terms of its services and the primary market overseas has been the US. The company has been making further efforts to offshore the activities carried out in the US by its subsidiaries, which includes internal outsourcing and client servicing. The company focuses on offshore servicing of US clients, thereby increasing export share.

5. Foreign collaboration

With the acquisition of Decision One, USA, The company added INR 9 billion of annual revenue in FY2012. Decision One has Fortune 100 clients and a presence across the US and Canada. The acquisition also broadened GTL's portfolio of IMS services.

Rolta India Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	IT
Turnover	INR 14,680.7 million
Chairman/MD/CEO/President	Mr. Kamal K. Singh
No of branches/offices	14 offices and 60 support offices across India
No of subsidiaries	8
Parent Company(If any)	--
Market Capitalisation	INR 10,170.0 million
Company Overview	Headquartered at Mumbai, Rolta India Limited (Rolta) is a global IT company. It offers services such as consulting, intelligence, application development and management, testing, enterprise-application integration, IT infrastructure and other services. The company serves verticals such as defense, homeland security, maritime security, transportation, telecommunication, oil and gas and such like
Contact Details	Rolta Tower A, Rolta Technology Park, MIDC, Andheri (East), Mumbai 400 093. India Tel : +91 -22- 2926 6666 Fax : +91 -22- 2836 5992 Email : indsales@rolta.com Web: http://www.rolta.com
Rating (CARE)	CARE A+/CARE A1+

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Kamal K. Singh	Founder Chairman & CEO
Mr. Atul D.Tayal	Joint Managing Director & Chief Operating Officer- Domestic Operations
Mr. Hiranya Ashar	Director Finance & Chief Financial Officer
Mr. Pankit Desai	President, Business Operations-EMEA
Mr. Rajesh Ramachandran	President & CTO, Global Products &Technology Solutions
Lt. Gen P. P. S. Bhandari (Retd.)	Group Director, Defense, GIS & HLS

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	71,330,928	45.21
Institutions	44,534,805	28.23
Non-Institutions	41,909,144	26.56

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business / Brand / Product descriptions
Enterprise geospatial & defence solutions (EGDS)	Offers geospatial solutions to utility and transportation companies, government agencies and others. It also offers defense and homeland security solutions
Enterprise design & operation solutions (EDOS)	Offers business intelligence-based decision support solutions and engineering-design solutions for capital projects
Enterprise IT solutions (EITS)	Offers enterprise resource planning, database management, cloud computing, IT infrastructure and other solutions

3.2 Subsidiaries

Subsidiaries	Business Description
Rolta International Inc.	Engaged in the engineering design solutions, e-business and other IT-related services
Rolta Canada Ltd.	Incorporated in Canada, it is engaged in the engineering design /GIS solutions, e-business and other IT- related services
Rolta UK Ltd.	Incorporated in the UK, it is primarily engaged in the engineering design /GIS solutions, e-business and other IT-related services
Rolta Benelux BV	Incorporated in Benelux, it is primarily engaged in the engineering design /GIS solutions, e-business and other IT-related services
Rolta Middle East FZ-LLC	Incorporated in the Middle East, it is primarily engaged in the engineering design /GIS solutions, e-business and other IT-related services
Rolta Saudi Arabia Ltd.	Incorporated in Saudi Arabia, it is primarily engaged in the engineering design /GIS solutions, e-business and other IT-related services

4. Growth strategy and business model

Rolta has acquired many companies such as Orion in Canada, TUSC, Piocon and OneGIS in the US. While Orion brought in enterprise-wide GIS integration technology, TUSC has been an industry-leader for mission-critical IT and business systems, especially on the Oracle platform. Piocon brought in high-level business intelligence solutions for engineering and OneGIS brought a unique mobile application for utilities and telecom. The company also acquired key business divisions, such as US-based digital communications company, Whittman Hart Consulting (formerly Infinis), which strengthened Oracle's Hyperion products for BI. To further complement and strengthen its offerings, especially for defence and security sectors, Rolta also acquired key technologies and assets of reputed companies, such as The Mariner Group, US; Dubai-based ACLS Systems, and PCI Geomatica, Canada. During 2011-12, The company further transformed its business by moving up the value chain and focusing on solution sales. Consequently, The company has consciously moved away from low-end services.

5. Foreign collaboration

Name	Description
Oracle Corporation, USA	Besides being a platinum member of Oracle Partner Network, Rolta also has a strategic agreement with Oracle Technologies for bundling their software components with its flagship Rolta OneView™ Enterprise Suite
Hexagon AB, Sweden	Rolta has a long-standing, more than 26 years, relationship with Intergraph Corporation, a wholly owned division of Hexagon, a world leader in geospatial technologies
Environmental Systems Research Institute, Inc., USA	Gold-level partnership with ESRI to deliver geospatial solutions
SAP Germany	A strategic partnership with SAP (Systems, Applications and Products in Data Processing) to deliver their business-intelligence technology platform as part of Rolta OneView™ enterprise suite for customers worldwide
Thales, France	Rolta Thales Limited is a joint venture with Thales, a world leader that provides systems and services for aerospace, defence and security markets.
SELEX ELSAG, Italy	SELEX ELSAG - a renowned provider of high-technology systems for safety and avionics - is Rolta's partner for tactical communications systems
ASELSAN, Turkey	Collaboration with Aselsan in the optronics, comms and C2 domains for development of land, air, naval and space technology
QIOPTIQ, UK	Rolta is collaborating with Qioptiq, a well-known company which designs and manufactures optronics products
SEPURA, UK	Rolta is collaborating with the SEPURA, UK, a global leader in TETRA digital radio products delivering mission-critical comms
DAMM CELLULAR SYSTEMS, Denmark	Rolta has partnered with the Damm Cellular Systems, a leading organization in digital professional mobile radio for TETRA products and solutions
DANPHONE, Denmark	Rolta is collaborating with Danphone, Denmark, a world leader in advanced radio comms equipment and systems in the NAVTEX domain