



EXENSYS INDIA LIMITED

**H.NO. 8-2-684/1/18, R.M.MANSION, ROAD NO.12, BANJARA HILLS,
HYDERABAD**

TEL: + 91 40 23392440, 23392441; FAX: +91 40 23391105

COPYRIGHT © 2004 BY EXENSYS INDIA LIMITED

ALL RIGHTS RESERVED.

**NO PART OF THIS DOCUMENT MAY BE REPRODUCED IN ANY FORM WITHOUT
WRITTEN PERMISSION**

WWW.EXENSYS.COM

1.0 Executive Summary

eXensys was incorporated with the sole objective of providing a sophisticated and comprehensive suite of IT solutions for achieving superior business results in the critical areas of Strategic Business Consulting, IT Services, Enterprise Applications, Integrated IT Solutions and Extended Enterprise Information Systems. eXensys has capability to develop Web Service applications which allow an organization to extend itself “virtually” beyond its physical boundaries and collaborate with all the stakeholders (Employees, Customers, Vendors and others). It includes CRM, SCM, e-business solutions, Business Intelligence, e-Commerce portals and Enterprise Information System. eXensys also has competencies in EAI solutions and high end training.

eXensys, comprehensively and concretely addresses the needs of those organizations interested in taking advantage of the ‘Digital Era’. With the Internet virtually bridging distances and linking the whole world without any physical boundaries has heralded a new marketplace where change is the only constant. It is our earnest endeavor to empower our clients to gear up to face the present and future complex technological challenges, which is critical to deliver superior business results.

We provide stakeholders analysis tools and help our clients achieve their organizational objectives by analyzing their current and future critical business challenges. The results of this analysis in turn empowers organizations to formulate and implement global strategies giving them the cutting edge solutions needed to be a business leader in every sense. We believe in the value of human potential to achieve superior business results, which is usually kept out of the value of assets an organization projects in its books.

eXensys has in-house organizational consultants who specialize in aligning organizational strategy, structure, systems, and processes to deliver superior results. eXensys is an ISO certified company and is currently getting assessed at CMMI Level 5 by August 2005.

2.0 Philosophy and Vision

Growing, dynamic organizations are wrestling with complex decisions on how to invest in technology and build competitive advantage. Central to this dilemma is aligning business strategy with investment in IT infrastructure.

eXensys has dared to dig deep and provide answers to critical IT investment decisions and enabling customers to optimize their core competence in a strategic manner.

eXensys is focused on building a values and ethics-driven business. eXensys India's entrepreneurial vision is driven by its values:

- **Equality**
- **Trustworthiness**
- **Respect**
- **Continuous Learning**

eXensys India's operating philosophy is driven by the following guidelines:

- **Perpetuate Integrity:** Demonstrate transparency and absolute integrity in all business commitments.
- **Quality as a habit:** Demonstrate that quality is the foundation for success in business and in human dynamics. Begin with the way we shake hands.
- **Passion to innovate:** Exhibit creative thinking to overcome technology challenges and design flexible and reliable solutions to address business challenges and exploit market opportunities.
- **Global Perspective:** Envision and develop solutions that meet local market needs and empower customers to compete globally.
- **Complete Customer Contentment:** Understand customers' critical needs and design solutions with passion and commit to deliverables. Strive to provide the best customer care in order to exceed customer expectations.

3.0 Core Competency

3.1 Consulting Strengths

eXensys has built a very effective consulting process on strong foundations of domain knowledge for various organizations. EXensys has the commitment to add real value to enterprises by increasing their productivity and profitability through a range of high quality services. eXensys India's professionals have been working on diverse software platforms to design and implement systems that meet the requirements of our customers'. Proven software development methodologies are employed in order to meet time sensitive schedules and adhere to best international practices.

3.2 Technical competencies

eXensys has the expertise to develop solutions with the probable combination of various tools and technologies encompassing the following:

Operating Systems	Windows 98, Windows NT, Windows 2000, Windows 2003, Linux, Sun Solaris
Languages	JAVA, VB .NET, C#, C, C++
Databases	Oracle, MS-SQL Server, Sybase, Informix, DB2
Reporting Tools	MS SQL Server Reporting Services, Crystal Reports, BO Reports, Active Reports, IntelliView
Business Intelligence Tools	Informatica, COGNOS, Business Objects, Erwin, MS SQL Analysis Services, Oracle SQL Loader, Oracle DW Builder, SAP DW
Web Technologies	ASP.NET, ASP, JSP, HTML, DHTML, XML, VXML, Cold Fusion, PHP
Wireless	Symbian, WAP, WML, SyncML, J2ME, Oracle 9i Mobile, Bluetooth
Middleware	CORBA, EJB, MTS, COM, DCOM, IIS
Web Servers	IIS, Apache & BEA Web logic Server, Java & IBM Web sphere, Oracle Application Server
ERP	SAP, Oracle Applications, CRM, SCM
E-commerce Tools	Versata Logic Suite, .Net, Oracle E-Business Suite
Business Logic Automation	Versata Logic Server
Business Process Automation	Versata Interaction Server
Case Tools	Oracle Designer, Rational Rose, Erwin, Visio

Multimedia Tools	Flash, Dream weaver, Photoshop, CorelDraw, Adobe PageMaker
EAI Tools	MS BizTalk Server, IBM Web Sphere MQ Integrator
Other Tools & Technologies	IBM Tivoli, Embedded Linux & Technologies, Real Time Linux & Applications, Biometrics & RFID, GIS/GPS

eXensys is constantly monitoring the technology trends and is investing resources in bringing emerging technologies to its customers and keeping itself updated.

3.3 Organization Experience

eXensys has designed and developed its own project management systems and processes based on International best practices tailored to the need of the technology on which the applications are developed. eXensys is capable of handling all kinds of projects regardless of technology and size. Over a period of time eXensys has gained experience in the following areas:

3.4 Project Management:

- ❖ Preparation of Project Proposal and Evaluation of Proposals
- ❖ Responding to RFPs / RFQs
- ❖ Project Planning and Execution
- ❖ Project Monitoring & Evaluation
- ❖ Resource Planning and Management
- ❖ Project Metrics
- ❖ Risk Management

3.5 Technology Management:

- ❖ Functional & Technical Mapping & Analysis
- ❖ Strategic Business Solution Analysis and Design including Systems Analysis & Design
- ❖ Quality Assurance & Testing, With a Special focus on the following aspects
 - Requirements Management
 - Configuration and Change Management
 - Document and Data Control

4.0 Software Development Life Cycle

Expert in SDLC (both Water-fall and Iterative models) and has extensive experience in – Software Project Plan (SPP), Software Requirement Specifications (SRS), User Requirement Specifications (URS), High Level Design (HLD), Low Level Design (LLD), Module and Application Testing.

5.0 Knowledge of Vertical Areas

Enterprise-wide application development, Human Resource Information System(HRIS), E-Business and E-Commerce solutions, Customer Relationship Management (CRM), Supply Chain Management (SCM), Data Warehousing & Mining (DWM), E-Governance solutions, E-Market Places & E-Procurement solutions, Hospital Information Systems (HIS), Banking & Insurance solutions, Sales & Marketing solutions etc.

6.0 Partial List of Clients:

Name of the client	Al Bank Al Saudi Al Fransi (Saudi Arabia)
Period of performance	11/2001 to 05/2002
Size of project team	1 + 5
Description of the system users	<p>System – The system allows the users to generate the proposals and offers for the customers. The system automatically manages the complex pricing logic based upon the combination of products and services being bought.</p> <p>Users – The users of the system are Administrators, Relationship Officers, Team Leaders and Product Managers.</p>
Brief description of the work performed	Developed a multi tier application using J2EE technology. The solution was developed and hosted on IIS web server with Apache Tomcat as application server. The Database of the solution was Oracle 8i. The client accesses the application

	using Internet Explorer. Around 60 branches throughout the Kingdom of Saudi Arabia are using this application. In future the bank wants to enhance this application into a sales and marketing tool including Customer Relationship Management application.
--	---

Name of the client	Banque Saudi Fransi (Saudi Arabia)
Period of performance	11/2002 to 07/2003
Size of project team	12
Description of the system users	<p>System – The system is built to offer retail banking services including retail investments to its customers.</p> <p>Users – The users of the system are Administrators, Relationship Officers, Team Leaders and Product Managers.</p>
Brief description of the work performed	Developed a multi tier application using J2EE technology. The solution was developed and hosted on IBM Websphere as application server. The Database of the solution was Oracle 8i. The client accesses the application using Internet Explorer. Around 60 branches throughout the Kingdom of Saudi Arabia are using this application. In future the bank wants to enhance this application into a mutual fund management application.

Name of the client	Al Bustan Ready Mix Concrete (Saudi Arabia)
Period of performance	02/2003 to 10/2003
Size of project team	2 + 24
Description of the system	System: Complete ERP, CRM & SCM system

users	that automates the entire business activities of Al Bustan.
Brief description of the work performed	<p>This integrated ERP, CRM & SCM system is a complete automation system that automates the entire business activities of Al Bustan. This system is completely web based and does not require any software components installation on the client machine for running the software. This system automates the following departments of Al Bustan.</p> <ul style="list-style-type: none"> • Financial Accounting • Sales Management • Inventory & Warehouse Management • Fleet & Dispatch Management • Workshop Maintenance Management • Quality Control • Weigh Bridge Management • Human Resources & Payroll • Purchase Management • Manufacturing & Distribution <p>This system is developed on Versata e-Business automation system and deployed on IBM Web Sphere as Application Server and Oracle 9 i as database.</p>

Name of the client	Al Wallan (Saudi Arabia)
Period of performance	06/2003 to 10/2003
Size of project team	2 + 6
Description of the system users	System: A complete internet based B2B & B2C automobile portal developed using the latest multi tier

	<p>architecture, and deployed over secure and reliable servers. The portal caters its services to Customers and Employees of Al Wallan belonging to various service centers, showrooms etc. The Portal is further integrated to Hyundai Motors and the back end ERP Systems of Al Wallan</p>
Brief description of the work performed	<p>This automobile portal is hosted on internet and would allow Customers, Dealers and Employees of Al Wallan to utilize the various services offered by the portal. Few of the services offered are Model comparisons, Buying of used cars, Selling of Used Cars, Purchase of spare parts, service appointments on line, on line ordering system for Spare Parts and Accessories and provides many more features of enhanced B2B and B2C transactions, unique in its kind.</p> <p>This system is developed on Versata eBusiness automation system and deployed on IBM Web Sphere as Application Server and Oracle 8i as database.</p>

Period of performance	09/2002 to 05/2003
Size of project team	1 + 6
Description of the system users	This system is first of its kind to be implemented by Government of Andhra Pradesh in India. The complexity of this system lies in the fact that it acts as a single source of information that can extract information from 6 different Government

	Departments of Andhra Pradesh Government at the click of the mouse.
Brief description of the work performed	<p>This system is implemented at the Andhra Pradesh State border. Through this system, whenever a vehicle is crossing the border, the border security officer would check the details of that vehicle from 6 various departments at a click of the mouse and would allow the vehicle to enter the state only if it has clearance from all these departments.</p> <p>This system is tightly integrated with the following government departments.</p> <ul style="list-style-type: none"> • Commercial Taxes Department • Transport Department • Forests Department • Excise and Prohibition department • Geology and mines Department • Marketing Department <p>The application is developed using J2EE, Oracle 8i database and IBM Websphere Application server</p>
Name of the client	BRECIS Communications (United States of America)
Period of performance	10/2003 to 01/2004
Size of project team	11
Description of the system users	System – The system is a web based solution that seamlessly integrates every step of the manufacturing process into a Global Virtual Factory (GVF) which allows products to be viewed, analyzed and managed throughout the entire manufacturing process.

	Users – The users of the system are Administrators, Managers from Sales, Operations, Marketing, and Finance Departments, Vendors.
Brief description of the work performed	Developed a multi tier application using J2EE technology. The solution was developed and hosted on Tomcat server. The Database of the solution was Microsoft SQL Server. It Provides User Friendly Reports in various file formats (Crystal Reports, PDF, HTML, etc.). The client accesses the application using Internet Explorer.

Name of the client	Cavium Networks (United States of America)
Period of performance	01/2004 to Till Date
Size of project team	11
Description of the system users	<p>System – The system is a web based solution that seamlessly integrates every step of the manufacturing process into a Global Virtual Factory (GVF) which allows products to be viewed, analyzed and managed throughout the entire manufacturing process.</p> <p>Users – The users of the system are Administrators, Managers from Sales, Operations, Marketing, and Finance Departments, Vendors.</p>
Brief description of the work performed	Developed a multi tier application using J2EE technology. The solution was developed and hosted on Tomcat server. The Database of the solution was Microsoft SQL Server. It Provides User Friendly Reports in various file formats (Crystal Reports, PDF, HTML, etc.). The client accesses the application using Internet Explorer.

Name of the client	Airgo Networks (United States of America)
Period of performance	02/2004 to Till Date
Size of project team	11
Description of the system users	<p>System – The system is a web based solution that seamlessly integrates every step of the manufacturing process into a Global Virtual Factory (GVF) which allows products to be viewed, analyzed and managed throughout the entire manufacturing process.</p> <p>Users – The users of the system are Administrators, Managers from Sales, Operations, Marketing, and Finance Departments, Vendors.</p>
Brief description of the work performed	Developed a multi tier application using J2EE technology. The solution was developed and hosted on Tomcat server. The Database of the solution was Microsoft SQL Server. It Provides User Friendly Reports in various file formats (Crystal Reports, PDF, HTML, etc.). The client accesses the application using Internet Explorer.

Name of the client	Matrix Semiconductor Inc. (United States of America)
Period of performance	05/2005 to Till Date
Size of project team	11
Description of the system users	<p>System – The system is a web based solution that seamlessly integrates every step of the manufacturing process into a Global Virtual Factory (GVF) which allows products to be viewed, analyzed and managed throughout the entire manufacturing process.</p>

	Users – The users of the system are Administrators, Managers from Sales, Operations, Marketing, and Finance Departments, Vendors.
Brief description of the work performed	Developed a multi tier application using J2EE technology. The solution was developed and hosted on Tomcat server. The Database of the solution was Microsoft SQL Server. It Provides User Friendly Reports in various file formats (Crystal Reports, PDF, HTML, etc.). The client accesses the application using Internet Explorer.

Name of the client	Gennum Corporation (United States of America)
Period of performance	08/2004 to till date.
Size of project team	5
Description of the system users	System – eXensys is a web based data mining tool that enables fabless semiconductor companies to analyze and improve chip production yield. eXensys analyzes the production data in the system to identify and highlight possible design and manufacturing problems. Users – The users of the system are Administrators, Production test Engineers.
Brief description of the work performed	Developed an MVC application using Struts Frame work. The solution has been developed and hosted on Tomcat server. The solution supports Oracle 8i as well as SQL Server2000 as Database. The supported web browsers are IE, FireFox and Netscape. eXensys has been deployed at Gennum Corporation on 11 th May 2005.

Name of the client	Silicon Image (United States of America)
Period of performance	6/2004 to Till date
Size of project team	7
Description of the system users	<p>System – The system is built to offer web based document and process management.</p> <p>Users – The users of the system are Administrators, Team Leaders and Product Managers.</p>
Brief description of the work performed	Developed a multi tier application using J2EE technology. The solution was developed and hosted on Oracle 10g as application server. The Database of the solution was Oracle 9i. The client accesses the application using Internet Explorer.

Name of the client	O2 Micro
Period of performance	6/2004 to Till date
Size of project team	7
Description of the system users	<p>System – The system is built to offer web based document and process management.</p> <p>Users – The users of the system are Administrators, Team Leaders and Product Managers.</p>
Brief description of the work performed	Developed a multi tier application using J2EE technology. The solution was developed and hosted on Tomcat as application server. The Database of the solution was SQL Server. The client accesses the application using Internet Explorer.

Name of the client	Silicon Image (United States of America)
Period of performance	Started on 2/2005 – Till date
Size of project team	6
Description of the system users	<p>System – The system offers quality related work management of chip based manufacturing companies.</p> <p>Users – The users of the system are Administrators, Team Leaders and Product Managers.</p>
Brief description of the work performed	<p>Developing a multi tier application using J2EE technology with Struts Frame work. The solution was developed and hosted on Apache Tomcat as web server. The Database of the solution was SQL Server2000. The client accesses the application using Internet Explorer. The client can use all Qualtrac modules as individual modules. It has Integration Manager, which integrates and manages all the available modules.</p>

Name of the client	Mejdaf (Saudi Arabia)
Period of performance	Feb 2004- Till date
Size of project team	14
Description of the system users	Enterprise wide usage
Brief description of the work performed	eXensys Implementation

Name of the client	Saudi Pump Factory
Period of performance	Ongoing Implementation
Size of project team	12
Description of the system users	Enterprise wide usage
Brief description of the work performed	eXensys Implementation

Name of the client	Acalmar Oils & Fats Limited
Period of performance	Ongoing Implementation
Size of project team	12
Description of the system users	Enterprise wide usage
Brief description of the work performed	eXensys Implementation

Name of the client	GR Power
Period of performance	Ongoing Implementation
Size of project team	10
Description of the system users	Enterprise wide usage
Brief description of the work performed	eXensys Implementation

7.0 Products

EXensys has been working on leading-edge, innovative IT products that fit the market needs of a business to the finest detail. EXensys's products address critical pain areas that businesses face today across their value chain and are also designed keeping the dynamic nature of the global market place.

The **eXensys** Enterprise suite is a comprehensive set of solutions built on the Microsoft .NET technology and provides end-to-end integration and scalability to a growing enterprise. The **eXensys** suite enables enterprises to integrate all aspects of an extended enterprise and provides the software, services and infrastructure for smooth functioning of the business ecosystem.

As your business or needs grow, so can **eXensys** grow and provide advanced capabilities and collaborative solutions that drive up your sales and profits, such as:

- Customer relationship management
- Business Intelligence
- Data warehousing & mining with digital dashboards

7.1 Solutions

To become a high-performance enterprise in a constantly changing market place, enterprises' vision should encompass an entirely new framework of understanding, and a set of practical solutions. Enterprise solutions demand availability of real time data across the entire value chain involving integration of software, hardware and processes.

Increasing customer choice, a changing market place and access to global information expect technology solutions to fulfill the businesses demands. EXensys's solutions give enterprises the flexibility to leverage existing technologies, integrate new applications and systems to face current and future critical business challenges.

eXensys enables enterprises to achieve high performance growth and profits by constantly delivering enduring results. eXensys India's innovative solutions deliver measurable value through increased process efficiency; enhanced workforce

productivity; reduced operating costs; improved employee and customer satisfaction; resulting in better, faster decisions.

The Solutions Framework (eXensys)

- SCM
 - RFID
 - GIS/GPS
- CRM
- Mobile Applications
- EAI (Enterprise Application Integration)
- Security
 - Biometrics
 - RF
 - Smart Cards

8.0 Services

Managing the IT strategy of an enterprise presents a significant challenge. Identifying appropriate technology and solutions to enable fluid iteration of business strategies and maximizing the return on investment in technology and solutions is a resource intensive process.

eXensys India's service offering enables enterprises to focus on 'what matters most.' EXensys brings with it expertise and methodologies that fulfill enterprise implementation and custom application development needs and enable smooth iteration of business strategies. Services that get your software 'up and running' quickly, keep it operating at peak levels and thus align your business strategy with technology initiatives.

eXensys India's services span the entire application lifecycle and offer customers the benefit of seamless coordination across strategy, implementation, and management of their technology programs.

The portfolio includes:

- Application Development

- Business Process Outsourcing (ITES)
- Professional Services
- iBPO

9.0 Vertical Expertise

Tight information technology budgets, demand for rapid deployment, and pressure on quick return on investment (ROI) are fueling the motives of enterprises for solutions that are tailored to their specific industry.

Enterprises require software to speak the language of the business, with functionality that is tailored to the specific requirements of that industry vertical. Generic, “one size fits all” systems pose significant disadvantages to businesses rather than improving efficiencies.

eXensys India’s vision for building software products and solutions is coupled with a deep understanding of domain-specific requirements and are designed to help customers in a specific vertical market to customize, implement and integrate the business processes, and ease IT problems that are unique to the vertical.

eXensys has the capabilities to excel in the following verticals:

- Automotive
- Banking and Finance
- Government
- Healthcare and Insurance
- Manufacturing
- Mining
- Retail and Distribution
- Taxation
- Transportation and Logistics
- Travel and Hospitality

10.0 Target Sectors:

eXensys is targeting the Small and Medium industry segment also referred as the “Growing” organization. eXensys India’s product and solution portfolio exactly fits the requirement of this sector.

We empower the SME enterprise to be able to compete with your larger competitors on an important aspect that gives an organization the cutting edge in the market place which is...INFORMATION. eXensys also understands the critical issues that need to be addressed in helping SME enterprises automate their unique business process and has architected their products accordingly. We have also aligned our lines of business to suit the market needs and have built our consulting and implementation methodologies in pace with the changing requirements of the market place.

11.0 Advantage eXensys

- World class processes driven by Trust & Quality (ISO 9001: 2000)
- Currently getting assessed for CMMi Level 5
- First Cycle Consulting Model
- Global Delivery Model
- Dedicated Portal “First Connect” for global Channel Partner Management
- Dedicated portal “First Click” for global Maintenance and support
- Dedicated web based Project Tracking and Monitoring Server 24x7
- Global presence (directly or through partners)
- Long lasting customer relationships
- Established customer references
- Professional Consulting Methodologies
- Superior offsite-development and onsite-implementation methodology
- Evolved competency in delivering products, solutions and services
- Technology-led innovator
- Experience in serving top-notch customers
- Strong Domain knowledge
- Highly qualified IT professionals
- State-of-the-art infrastructure

