

2017

Corporate Profile





Work

Let our work speak for us

Mini Case Studies



Ageas - Insurance Management Solution

Comprehensive web-based insurance management solution that leverages the transformative power of technology to improve operational efficiency, enhance customer relationship, meet regulatory compliance and reduce time-to-market for this UK based Insurance major.



PayTM – App Testing for Largest Mobile Wallet of India

India's largest mobile payment service platform & now a payment bank relied on us for testing & QA of their system, from the very initial days of their start-up journey.



SBI General Insurance Corporate

Website & Transaction Portal

Multilingual responsive site that allows online transactions for processing of general insurance products in a highly secure way. With rich graphical interface user can access the website from multiple type of devices with multiple screen resolution



Axis Bank – Corporate Banking App

A user-friendly mobile application for India's second largest private sector bank, offers its customers a seamless online banking experience, a convenient way to oversee, manage & approve/reject their banking transactions and see report of their account. Corporate customers got access to banking services – anytime and anywhere.



Fox Sports - Formula 1 Live Streaming App

High availability and extremely scalable app for Fox Sports, to stream Formula 1 races in real-time, show race statistics and publish results



Mattel - Barbie Fashionistas Dressing Game

A super-fun & engaging mobile game for kids, where they can dress-up their favourite Barbie dolls. This app for Mattel has very attractive UX, gamification & monetization model using in-app purchase



Cash Point - Online Betting Console

A console that enables betting for games through terminal machines that are installed in public places & outlets. This do-it-yourself system has superior



Saudi Broadcasting- Smart TV and Radio Channels

An inventive move of broadcasting and the most advance way of using technology, over-the-top applications helped the citizen of Saudi to access 9 TV channels and 6 radio channels through the internet anytime and anywhere without having to depend on cables. Primarily designed for LG, Samsung and Sony TV but also function in other TVs provided the user in using the dongle.



Hello Group - Airtime Vending Mobile Application

Mobile app for South Africa's 3rd largest telecommunication company - Hello Group, to provide their customers a mobile wallet with real-time top-up facility. A user-friendly and feature-rich application to make it easier for customers to interact smoothly with their services and service related ecosystem.

Mini Case Studies



Parliament of India – Dynamic Website

Made the official website for the parliament of world's biggest democracy - a responsive, bi-lingual site allowing reader to stay updated with the latest news and events of Lok Sabha and also to acquire knowledge about the history of Indian parliament.



MyGov – Crowdsourcing for the largest democracy in the world

Developed a flagship app of Govt. of India to crowd source ideas and inputs for better governance from over 1.2 billion citizens. It allows direct connect between citizens and the government for better aligned policies and decision making impacting the biggest democracy of the world.



Election Commission of India – Election Monitoring System/ Mobile Poll Management System

SMS based mobile app that enabled the Chief Electoral Office, West Bengal to obtain real-time updates from the polling booths in West Bengal State Assembly Election 2011.

Mini Case Studies



Konvergence – Mobile checkout!

A white-label solution developed for a leading IT company of Italy to facilitate customers with comprehensive shopping experience in a single platform. A customized, convenient and fast application that interacts in real time with all contact points in the store: cash desks, stalls, self-service counters, self-scanning systems, digital monitors.



Magma Aviation – Intelligent routing

Complete business solution enabling routing of air freight transportation from any origin to the required global destination promptly, efficiently and cost-effectively with simplified profit/loss calculation. The system generates all routing details in a single click by calculating the real time updated rates like fuel prices, ACMI rates, currency conversions etc. and is suitable for global operations.



Cash4u – POS & Intranet

An IVR system is implemented in the CASH4You project, which allows customers to interact with client's host system via a telephone keypad. The system records transcripts of a call, which is used for various MIS operations like marketing strategies.



V-Tac – Online marketplace

V-Tac LED is a multi vendor & seller online market place for variety of LED products across the globe. A simple, super responsive, user-friendly portal based on Magento platform to meet any residential or commercial LED lighting needs of global customers.

eHighway

In-flight Entertainment System

An app based entertainment system that let passengers enjoy music, movies and games over local Wi-Fi hotspot available inside the flight.

There are so many creative and professional web designing and development companies. Our commitment with Indus Net relies on the fact of their dedication. We have competitors at this hour who are growing faster and better in their eCommerce platform.

However, the question remains whether we are letting them get away with that? No, because Indus Net team are willing to help us to level the playing field with an full understanding of our business to reconstruct and enhance our site to not only be looking pretty, but also to function at the speed of the light.

Simon Constantine

*Chief Information Officer
ALMIZAN Natural Trading Company
Saudi Arabia*

We recently engaged Indus Net to develop a large digital platform centred on niche markets in Australia, the United States and United Kingdom. At our Project's core was the need for a highly user friendly interface, with an adaptable backend capable of managing enormous amounts of information seamlessly and securely.

Indus Net was contracted to undertake our Project through a robust due diligence process that considered almost 40 software development organisations. Throughout this initial four-month process, Indus Net staff were reliable, helpful and provided practical solutions to our questions. This momentum has been maintained by all Indus Net staff, who also openly accommodated our desire to workshop the Project in person with our internal development team. Our Australian development team visited Indus Net's Kolkata offices in November 2015.

We feel that our initial due diligence was successful in that we have gained a long term development partner, that has consistently provided a service and product our clients will ultimately have confidence with. Please do not hesitate to contact us if you require any further information regarding our experiences with Indus Net Technologies.

Ben Keys

*Director
Buy Old Pty Ltd*

Profile

Full service, Integrated
Digital Success Company

Fact Sheet



Tribe

750+ Passionate Professionals



Presence in

India, UK, USA, Canada, South Africa, Mexico, Saudi Arabia, UAE, Kuwait, Singapore



Camp size

40,000 square feet



Camping since

1997



Industries served

Financial Service, Media, Publishing, Entertainment, Retail, Health, IT Services, Professional Services, Education, Others



of hours delivered

6,250,000 hours and counting



Projects delivered

11000+



Proud of

85% business comes from existing clients.



Super Team

At least 3x more productive

Fact Sheet



Globally distributed revenue

25% UK, 25% Rest of Europe
25% USA, 15% India, 10%
RotW



Lean Organization

Only three levels of hierarchy
including top management.
Empowered team.



Business distribution

75% tech, 25% marketing



Perceived as

Innovation Outsourcing Partner,
Digital Partner



Core Services

Digital Consulting, Web Apps,
Mobile Apps, Digital
Marketing, Analytics, Cloud
Infra



Current Sales Channel

Inbound – Online, Events, Word of
Mouth, References.



Project Ticket Size

\$15-\$100K



Relationship Value

\$50K - \$2m per annum

Why we exist...

We, unlike robots, do not work only with our brains. We are humans with an uncanny love for technology and immense love for solutions.

Passion for the work we do continuously inspires us to be more and more involved. Adapting to changes help us keep up with latest trends. Our values have, on the other hand, kept us strongly rooted:

We create value

We innovate everyday

We love technology

Integrity. Respect. Commitment



Why we exist...

- **Mission**

To be among top 10 global digital service companies within 2025

- **Vision**

To make a digitally empowered world

- **Philosophy**

- *We win, when our clients win*

- **Motto**

- *Create value, to be valued*

The basics...

- **Quality**

- *ISO 9001 certified quality process framework*
- *CMMi Level 3 by February 2017*
- *Independent QA team*
- *Fully equipped mobility QA lab*
- *Independent audit team to ensure process and quality adherence*
- *Independent security audit with an option of third party certification*

- **Local subsidiaries in US, UK, Singapore**

- **ISO 27001 Certified Information Security Management System**

- **Onsite project management through local offices and extensive partner network**

- **Full IP Protection**

- **Partner with Google, Amazon, Samsung to name a few**

The basics...

- **Financially Robust**

- *One of the fastest growing IT companies in Asia Pacific*
- *Rated SME2 i.e. “High Financial Strength” by CRISIL*
- *Debt free and profitable since inception*
- *Top line - ARR of US \$10m*

- **Risk Management**

- *Distributed workforce*
- *Distrubuted client base*
- *Distributed industry exposure and revenue channels*
- *Disaster Recovery Center in Chennai*
(Effectiveness proven during 2012 July India power blackout)
- *Professional indemnity Insurance*

What makes us stand apart

- **Full Service Digital**

We do everything digital under one roof. This enables total ownership of project through single point of contact.

Tighter integration among various components ensure superior quality and timely delivery.

- **Born Digital**

We were born digital two decades back. We live a digital life, hence digital comes naturally to us!

- **Culture of Innovation**

We innovate everyday and come up with innovative solutions to solve your business problems.

A culture of challenging the status quo ensures that our clients outsmart the industry.

- **Enterprise Grade**

Successful track record of delivering mission critical, scalable, digital innovation for global enterprises

What makes us stand apart

- **Technology Leadership**

We love technology. We disrupt.

We create. We do the new.

Indus Net Labs is breeding ground for new use-case of technology.

We train our talents through our very own Academy.

- **Agile by Design**

We are the small big company. We have retained our agility through our unique company culture and a flat organizational structure.

- **Flexibility**

We are a customer centric, solution oriented business. We develop partnerships to create solid value for our clients.

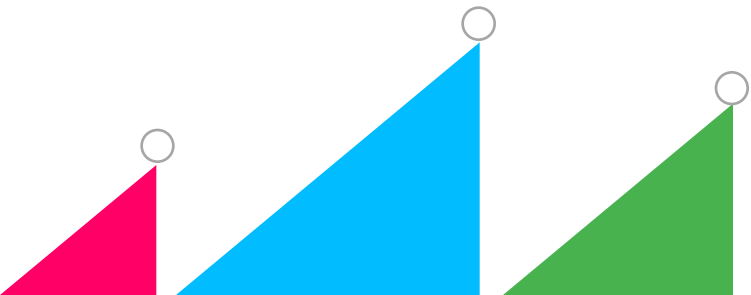
We are flexible in our engagement model, delivery process and pricing model to deliver top value to our clients.

System Integrator for the Digital Age

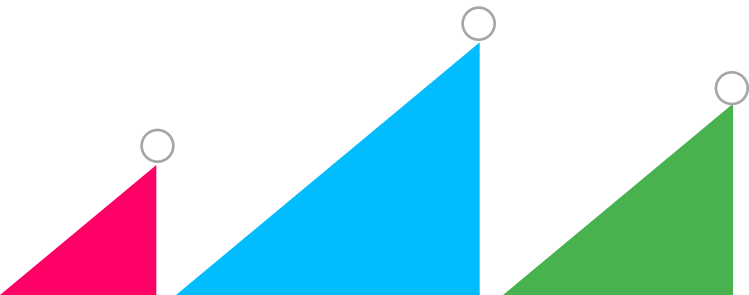
Integration of technology, marketing and innovation.

Awards *International*

- *Rated # 1 IT SME by Dun & Bradstreet in India – 2008*
- *Deloitte Technology Fast 500 Asia Pacific in 2010, 2011*
- *Deloitte Technology Fast 50 India in 2011*
- *India SME 100 Awards, 2014*
- *Top 100 SMEs of India by Dun & Bradstreet in 2015*



- *NASSCOM EMERGE 50 in 2010*
- *ET Bengal Corporate Award, 2013*
- *Franchise India “ Small Business of the year ” Award, 2014*
- *BCC&I the Bengal Entrepreneurship Recognition 2015*
- *BCC&I MSME Excellence Award in the Service Category 2016*
- *94.3 My FM & Stars of The Industry Group - National IT Excellence Award - Best eGovernance Implementation 2016*
- *National PRSI Award for "Best Online Campaign" & "Social Media Campaign" 2015*



The Face of Commitment

Mr. Abhishek Rungta
Founder & CEO



Abhishek is an Entrepreneur, Digital Strategy Consultant, Software Architect, Marketing Geek, Angel Investor and a Visionary. A technology guy, turned entrepreneur in his teens, Abhishek founded Indus Net Technologies in the year 1997.

He plays an active role in the Organisation providing strategic road map & also executing the same along with the management team.

Bharat Berlia
CIO



A die-hard hands-on entrepreneur Bharat Berlia joined Indus Net in 2007. He is a geek who knows how to connect tech with business.

His expertise lies in building businesses, building processes and building great products. Bharat is the CIO of Indus Net Technologies and heads the entire development team of 550+.

Advisory Board

Mr. Malcolm McLean, Advisor

Mr. Malcolm McLean is an astute entrepreneur, a fintech leader and currently serving as Head of Technology at Ageas, UK. He is a trained lawyer and have built several innovative technology companies in BFSI domain. He has been associated with Indus Net Technologies for last 12 years, initially as a client and recently as an advisor.

Mr. Anandamoy Mallick, Advisor

Mr. Mallick started his career with Deloitte & co. in London and was associated with them for 10 yrs. in various professional capacities. From 1977, he started his executive career in India and served in leadership position in several organizations including Woodlands Hospital as their CEO.

Manoj Tandon, Advisor

Mr. Tandon has over 29 years of experience in Business Management and Software Development. A large part of his professional experience, close to 12 years, has been in leadership positions, rendering Technical and Strategic Leadership to medium sized software organizations.

Uday Sankar Roy, Advisor

Mr. Roy served as the Chief General Manager of Bengal at State Bank of India. Mr. Roy served as the Managing Director and Chief Executive Officer of SBI Life Insurance Co. Ltd and a Deputy Managing Director of State Bank of India (SBI). He served as an Independent Director of IndiaFirst Life Insurance Company Limited. He served as a Director of SBI Home Finance Ltd., since October 21, 2005.

Verticals & Brands we serve

BFSI

Bank of America, Ageas Insurance, BNP Paribas SREI, Santander, TESCO Bank, Age UK, State Bank of India, Axis Bank, IndusInd Bank, Cumis Insurance, SBI General Insurance, SBI Life Insurance, IDBI Federal Insurance, Cash4u, Share Khan, PayTM

Media, Publishing & Entertainment

Cashpoint, Mattel, Last Vegas Journal, Readers Digest, Saudi Broadcasting, Spice Air, FOX Sports

Agencies, Software Companies, Consulting

KPMG, PwC, Deloitte, Infosys, Mid-sized agencies in UAE, UK, USA and India.

Retail, Telecom, Healthcare & Others

Hello Group, Konvergence, COOP, KPMG, E&Y, ESSAR, Cipla, Mercedes, Bridgestone, KIA, Renault, Pidilite, Uniliver, Goodricke

Government

Govt. of India, MyGov, Indian Parliament, Election Commission of India, NIC, NICS, ELCOT, MSME Dept., HIDCO

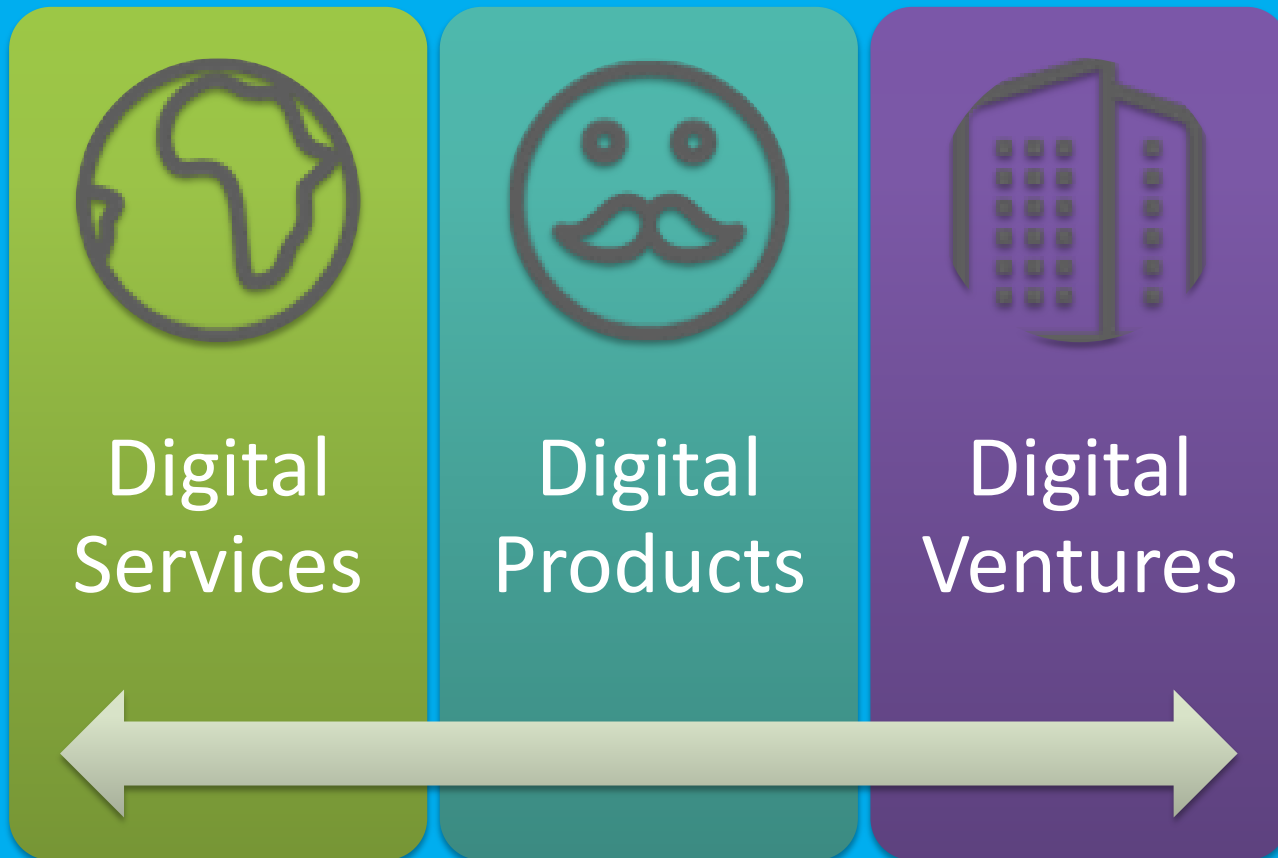
Others

Shriram Properties, Cipla

Portfolio

Technology served with
Passion, Commitment & Care

We are much more than a digital service company!



Full Stack Digital Services

- 01 Digital Consulting
- 02 Web Application
- 03 Mobile Application
- 04 Digital Marketing
- 05 Analytics
- 06 Cloud Infra Management



Custom Application Development tailored for your business

Transform your business with Agile, Scalable & Cost effective Cloud/Web Application Development tailored for your business

Some Solutions >

Intranets / Extranets

We create Communication and collaboration platform for employees, customers, suppliers and partners of business houses, like: HRIS, BPM, CRM, Sales Automation Systems, Marketing Automation System, etc.

Legacy Modernization

We can help you convert your existing legacy system into a web enabled application.

E-commerce Platform Development

We develop websites for e-commerce business that allows online transactions.

Content Management Systems

We build CMS based websites that are perfect solutions for companies who want to regularly update & manage their website contents in an uncomplicated manner with no technical knowledge & experience of web site designing & coding.



Enterprise Mobility

Give your business the mobile advantage of Anywhere, Anytime access with our world class end-to-end smart mobile solutions.

Some Solutions >

Mobile Applications

We create Communication and collaboration platform for employees, customers, suppliers and partners of business houses, like:

- iOS**
- Android**
- BlackBerry**
- WinMobile**

HTML5 App Development

We develop mobile devices using HTML5 technology for mobile websites and mobile applications on various mobile operating systems.

Mobile app Testing

We provide app testing facility with ongoing support.

Mobile Game Development

We specialize in design and develop mobile games both 2D & 3D

IOT Development

We have hands on experience in developing IOT applications that enables connected devices bringing innovation for our client's business.

Mobile Website Development



Integrated Digital Marketing

Leverage strategic advantage of our digital marketing mix to drive your online marketing success with improved bottom line & brand recognition.

Some Solutions >

Web design / Corporate Identity Design

We create Communication and collaboration platform for employees, customers & partners of businesses, like:

- **Web/Mobile App design**
- **Website/Landing page design**
- **Logo Design**
- **Graphic Design**
- **Illustrations &**
- **Animations / Explainer or Marketing Video**

Marketing Automation

Content Marketing

Web & Social Analytics

Internet Marketing Services

We create strategic digital marketing mix for our clients that helps improve the visibility, engagement, conversion & ROI of their brands.

We do Search Engine Optimization (SEO), Search Engine Marketing (SEM), Social Media Marketing (SMM), Conversion Rate Optimization (CRO) and Website Analytics to maximize ROI from your digital marketing investments.



Analytics & Cloud Infra

In Beta

Digital Products & Joint Ventures

- 01 Collusion & Collusion Project
- 02 Breeze ERP
- 03 Influx
- 04 Motor Tool (becoming Energy Tech Ventures)
- 05 Make Your Tax
- 05 Swanvi (pivoting to e-commerce fulfillment venture)

Launched Indus Net Labs, an incubation & acceleration center for B2B Digital Product Innovation.

Digital Ventures & Tech Capital

- 01 LetsVenture
- 02 Aureus Analytics
- 03 Betaout
- 04 Zepo

Launching Tech Capital in early 2017 to formalize investments in form of technology and marketing services.

Acquisitions

- 01 Influx - 2014
- 02 Techshu - 2016

Creating management depth and strong succession plan through acquisitions and mergers. More companies in sight.

We strongly believe that the future corporations will be build by network of entrepreneurs, partnering with each other, leveraging each other's strength, and in process creating value for all stakeholders.

Let's talk!

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