



Corporate Presentation

By Choice Solutions Ltd.



AGENDA

- About Choice Solutions
- Our Evolution
- Our Core Competencies
- Our Growth
- Our Presence
- Leadership Team
- Choice Solutions' Alliances and Partners

About Choice Solutions Ltd.

A leading IT and Facilities Management (FM) solutions provider, established in 1991

- ChannelWorld Premier 100 Agile 100 Award
- Eaton Excellence Award 2014
- SP Awards 2013 – Solution Champ DC Optimization
- SP Awards 2013 – Best Deployment - Education
- Emerson Critical Difference Partner Award 2012, 2013
- Awarded with “Channel World Premier 100” for 2011-12, 4th Year in a Row
- DQ Premier Partnership Award 2012
- CRN Best Managed Services Provider – Emerging 2012
- Best Deployment – Education 2013
- Solutions Champ – Data Center Optimization 2013



About Choice Solutions Ltd.

A leading IT and Facilities Management (FM) solutions provider, established in 1991

- Premier 100 Special Award – Cloud Champions 2013
- Recognized as Emerging System Integrator, Hyderabad (Partner Leadership Award-2011)
- Rated in “Asia-Pacific Fast 500” by Deloitte
- Wins CRN Excellence Awards 2011- Choice Solution Ltd. Managed Service Provider-Emerging Award
- 2011 Channel World Award
- Choice Solutions 2011 Honoree by APC
- Wins Managed-Service-Provider-Emerging at CRN Xcellence Award 2011
- Awarded “Channel World Hall of Fame” in 2012
- ITPV Regional Channel Award 2011 by TECPLUS

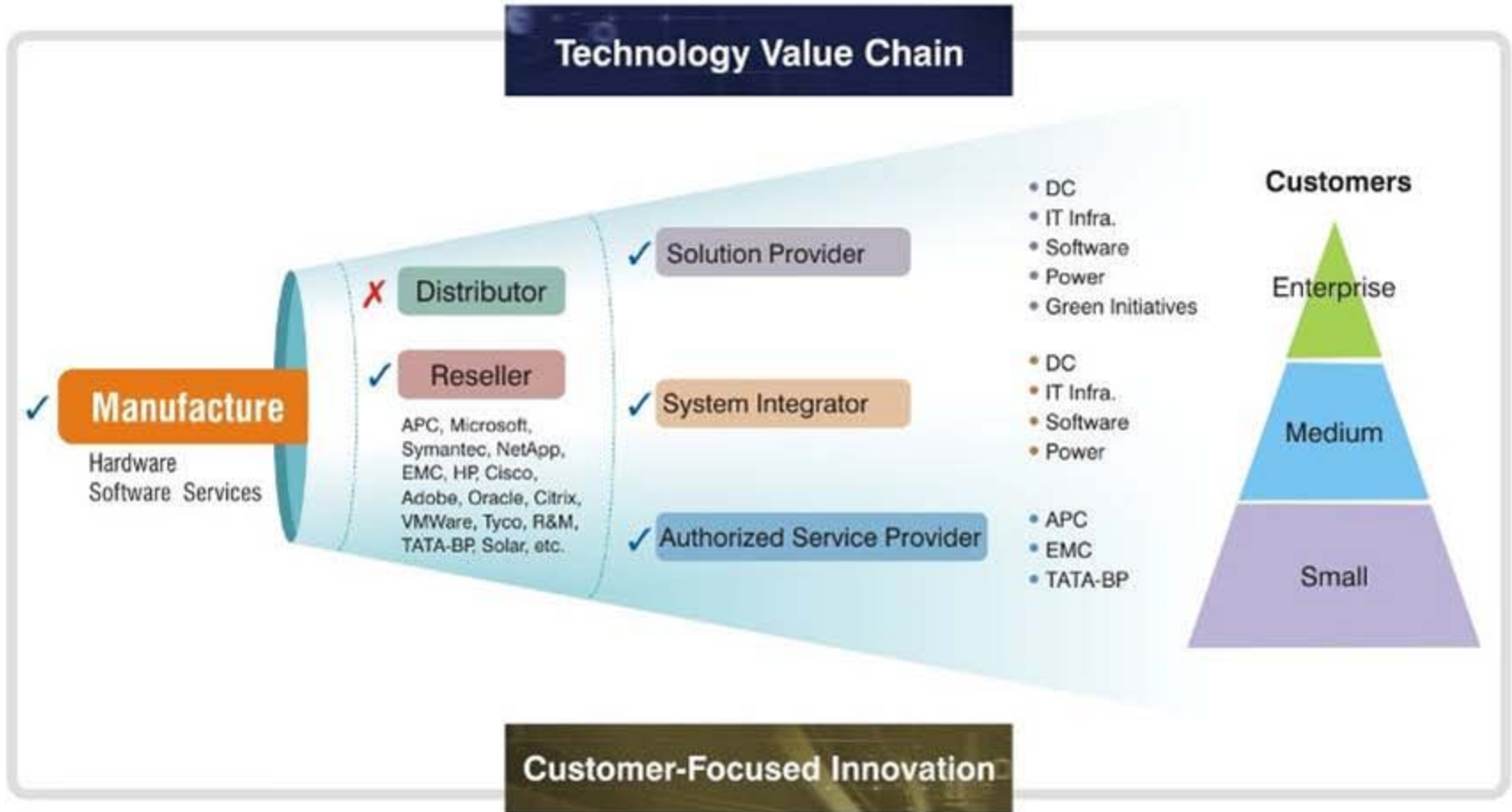


About Choice Solutions Ltd.

Providing Consultancy, Solutions and Services for

- Datacenter
- Managed Services
- Software Development
- Information Management, Network and Hardware products & Solutions
- Green Initiatives
 - Virtualization and Consolidation
 - Thin Client Implementation
 - Solar Power Solutions
- Pan India presence
- 11 offices, 550+ technologists
- INR 837 million turnover in FY 2014-15
- Recognized by our principals as value added partners for sales and services of many international IT brands
- ISO 9001:2008 certified

Our Evolution



IT Solutions – (Products and Services)

Infrastructure/Datacenter Consulting and Implementation Services

Network Technology Services

- Analysis/Design/Implementation/Management of
 - LAN/WAN Solutions
 - VoIP Solutions
 - Wireless Solutions

Network Audit Services

- Network Audits
- Security Audits

Infrastructure/DC Consulting Services

- Server and Storage Architecture
- Server Virtualization Services
- Server and Storage Consolidation
- Server Audits
- Storage Audits

Project Management Services

Systems Integration Services



IT Solutions – (Products and Services)

Network and IT Hardware Products

Network Products

- Routers
- Switches

Security Products

- Firewalls
- Security Appliances

Server Products

- HP/IBM/DELL

Storage Products

- EMC/NetApp/HP/Hitachi
- Tandberg



IT Solutions – (Products and Services)

Software Products/Services

Packaged Software Solutions

- Microsoft, VMware, Citrix, etc.
- Security, Anti-Virus and Firewall Products like Symantec, McAfee, Trend Micro etc.
- Microsoft Exchange Implementation and Migration services

Custom Software Development Services

- Analysis/Design/Development/Implementation/Maintenance of Applications /Products



IT Solutions – (Products and Services)

Infrastructure Management and Services

- Hardware Uptime and Maintenance Services
- Professional Consulting Services
- Technical Recruitment and Augmentation Services

Managed Services

- Remote Infrastructure Management/Monitoring
- Onsite Facilities Management Services (FMS)
- Infrastructure Hosting Services
- Physical Security and Fire Protection Solutions
- Environment Management System
- Surveillance – CCTV and Access Control Systems

FM Solutions (Products and Services)

Datacenter/Server Room Consulting Services

- Datacenter Site Selection
- Design and Deployment
- Project Management and Cost Budgeting
- Business Continuity Process needs - Analysis and Implementation Services
- Disaster Recovery needs - Analysis and Implementation Services
- Datacenter Relocation and Resizing

FM Solutions (Products and Services)

Datacenter/Server Room Solutions

Analysis/Design/Implementation/Management of

- Power Solutions (UPS, DG, Cabling)
- Cooling Solutions (PAC, Comfort AC)
- Rack solutions (Server/Network Racks)
- Physical Security and Fire Protection Solutions

Green IT Products and Services

- Solar Products

Network Cabling

FM Solutions (Products and Services)

Datacenter/Server Room Maintenance Services

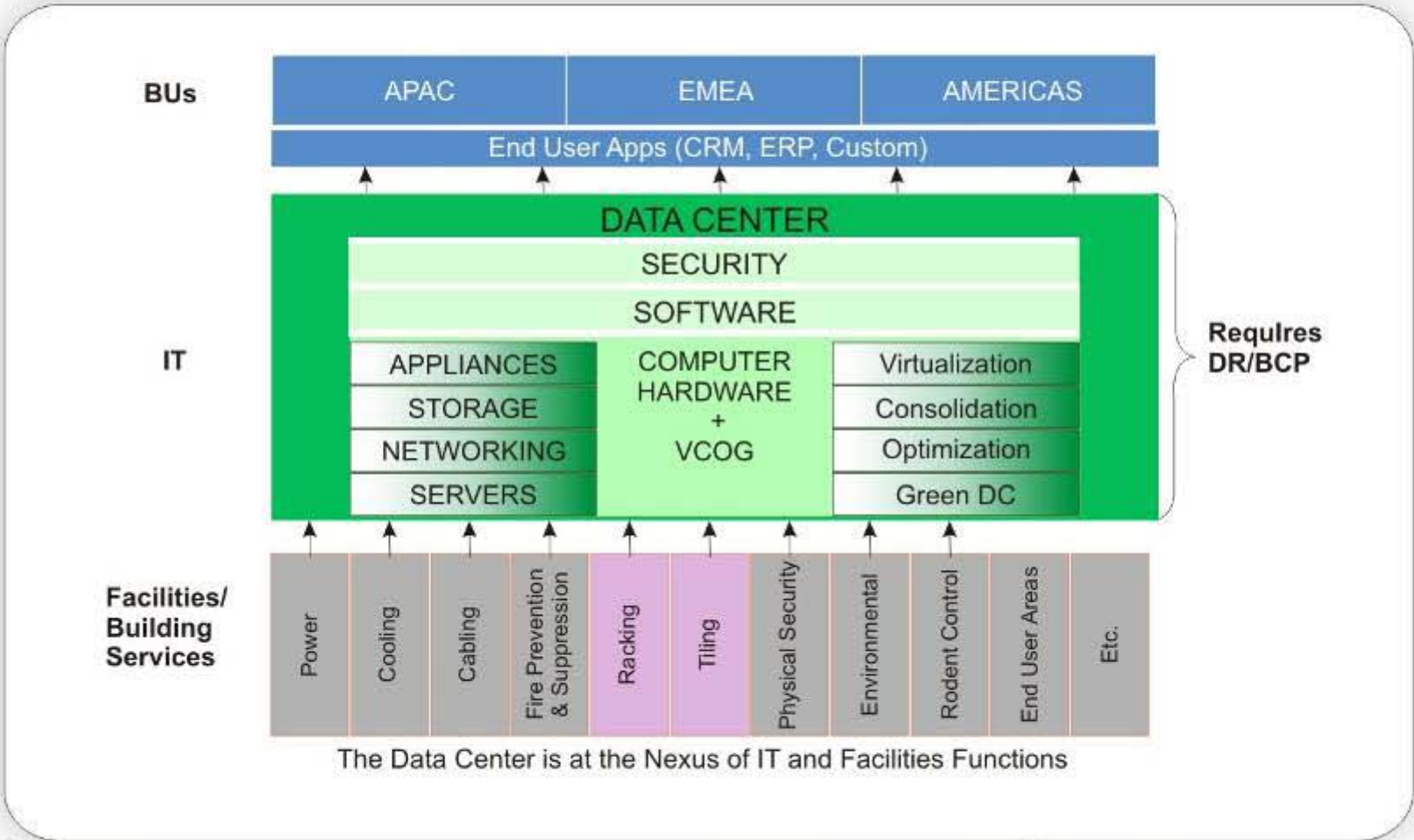
- UPS and Power Management Services
- Electrical cabling design and implementation
- Battery services and Implementation services
- UPS Rentals— OPEX based solution
- Power in demand - end to end OPEX based solutions

FM Solutions (Products and Services)

Datacenter/Server Room/Facilities Audit Services

- Datacenter and Facility Power Audit
- Datacenter and Facility Cooling Audit
- Air Quality and Environmental Audits
- Vibration Analysis and Audits
- Post Audit Diagnosis, Design and Implementation
- Datacenter Tier Level Audits and Certification

Our Focus Areas – Datacenters



Our Focus Areas – Managed Services

Infrastructure Management (Remote/On-site)

- Monitoring Services
- Management Services
- Hosting Services

Benefits from Managed Services include

- 24x7 Infrastructure Monitoring Services
- Customers need not hire skilled resources for every platform/equipment the purchase
- Customers can focus on their core-business and depend on the MSP for IT Infrastructure management
- Customers' costs are predictable month-on-month and everything is OPEX
- Proactive vs. Re-active services

Our Green Initiatives

Virtualization & Consolidation Services



Reduce customer server foot print to reduce energy consumption

Thin Client Implementation



Reduce customer desktop foot print to reduce energy consumption

Solar Power Solutions



Products

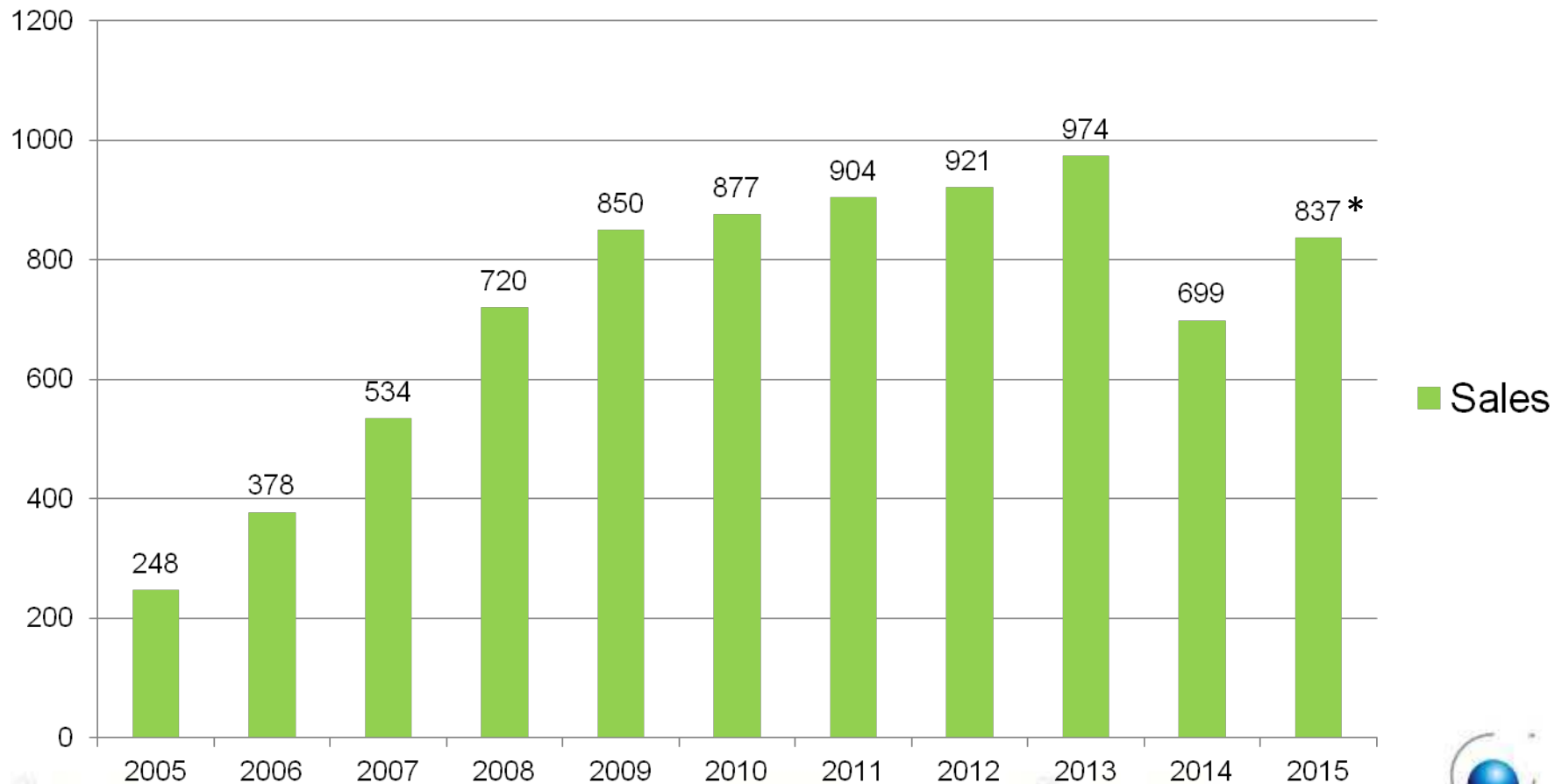
- Solar Lighting
- Solar Water Heaters
- Customized solutions using photovoltaic products

Services

- Design efficient solutions for customers to move to alternate energy solution

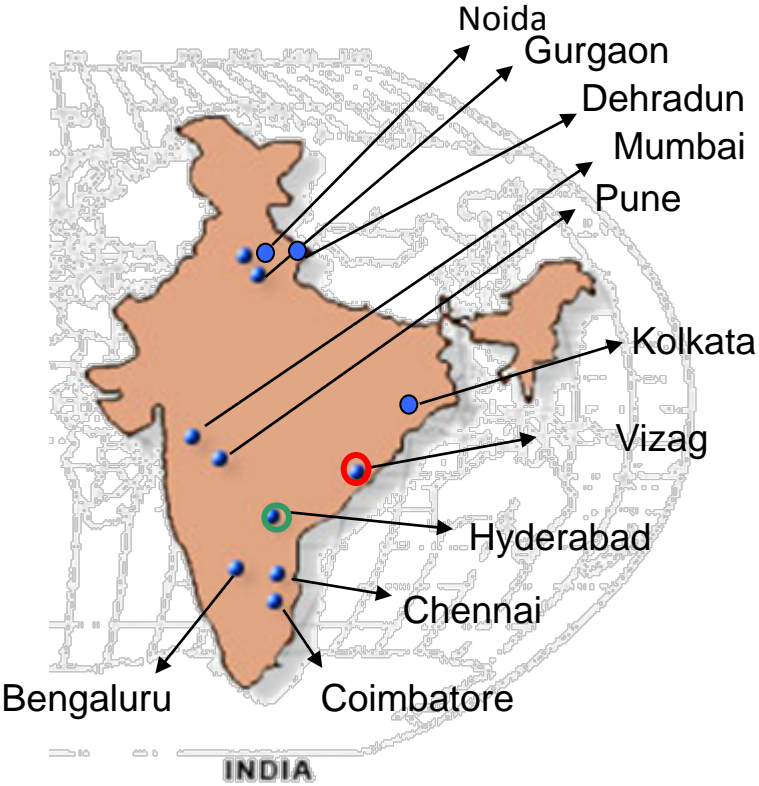
Our Growth

*** Revenues in Rs millions**
Sales



* FY 2014-15 Figures are unaudited

Our Presence



● Sales and Service	● Service Center	● Headquarters
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Leadership Team



Jagannath Kallakurchi

MD and CEO, since inception

Over 30+ years of IT experience

MS from IIT Roorkee, EMBA from ISB



Ravi Devulapalli

Director

30+ years overseas experience in IT and Project Management

MBA from Kennesaw State University, Georgia, USA

MS from IIT Kharagpur

Leadership Team



M J Dwarakanath

Executive Director and Head - Services and Supply Chain

22+ years of electrical backup power service experience and leading large teams to service UPS capacities in excess of 300 MW. Total 35 years of experience

MS from University of Madras



A Bhanu Prakash

CFO and Head – Business Services

25+ years experience in finance and law

PG Diploma from XLRI, Jamshedpur

Chartered Account (CA)

LLB from Osmania University

Leadership Team



Chand Narayan

Independent Director

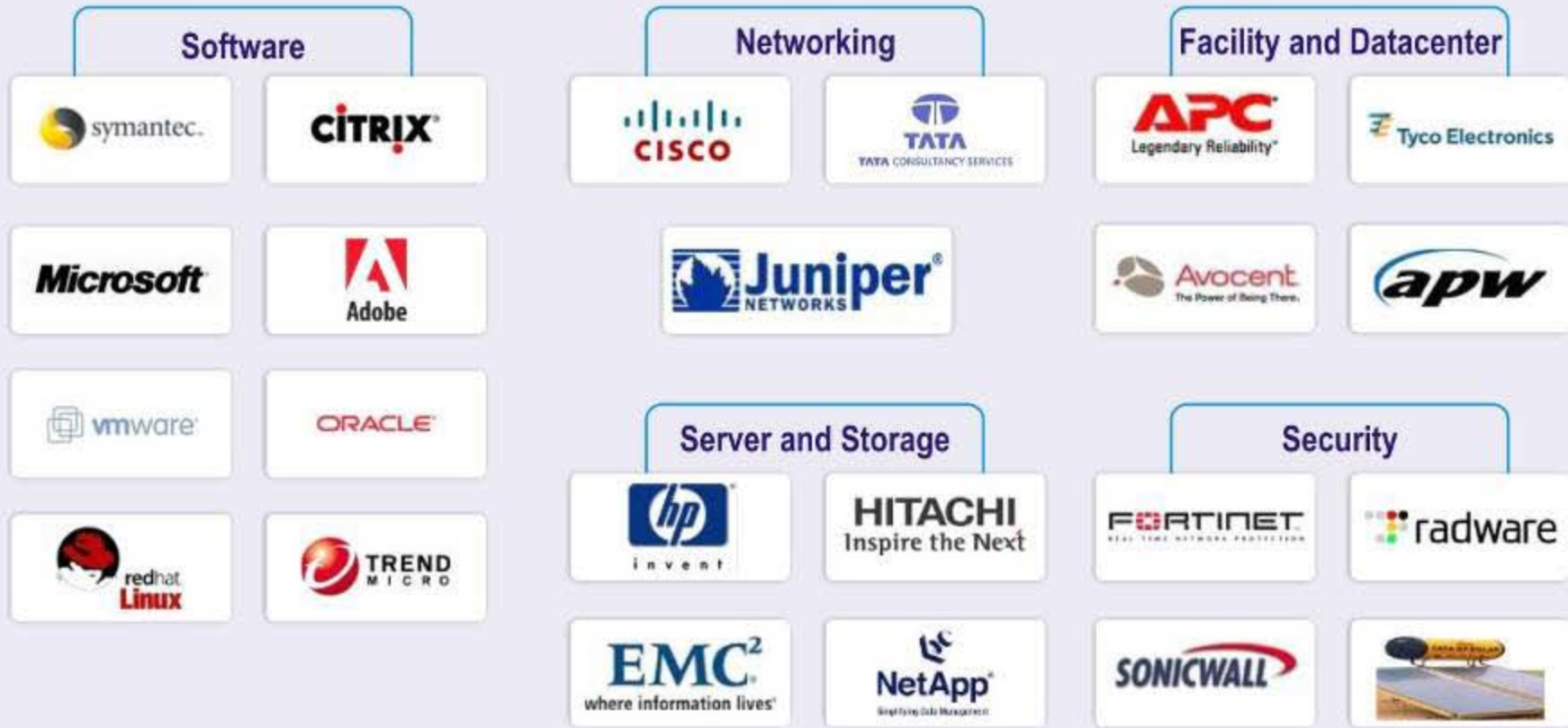
25+ years of experience in the area of engineering, ITES and media sector

Former member, NASSCOM National HRD Task Force

Post Graduate Management Degree from XLRI, Jamshedpur

Mechanical Engineer

Partners and Alliances



Partners and Alliances



Partners and Alliances





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