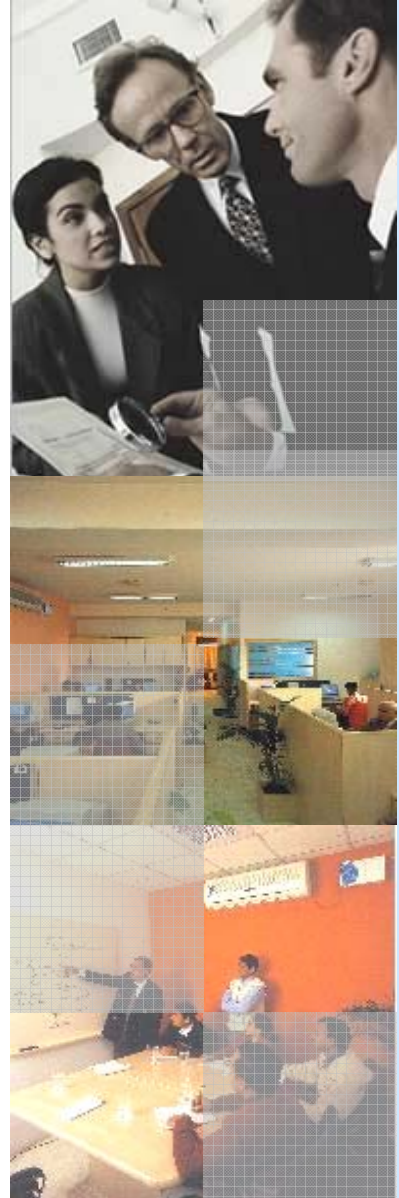


BUSSINESS PROFILE

BUSSINESS PROFILE



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BRIEF HISTORY

In mid - nineties every intellectual body had heard of Branded Software like SAP, BAAN , ORACLE APPS etc. available in the market at a cost which are beyond the reach of Small and Medium Entrepreneur. SMES' are finding the cost of these integrated software too high to absorb in there project cost. Few of our clients had approached us to search a software which can be of a great help to their organization. Considering the size of organizations we were unable to guide them even a single software which they can afford considering the size of their organization. From there we thought to develop our software to suit the requirement of our clients. The software must have the perfect mix of manpower, equipment and resources so that an organization is able to capitalize on opportunities, boosting the productivity and profits, cutting down costs, time and wastage by streamlining the operations and better utilizing the assets. And it should not cost the fortunes.

EXA was promoted in the year 1997 with the single objective of providing integrated and seamless solutions for businesses to run efficiently and effortlessly. EXA, thus, became a provider of strategic technology resources and products. Our primary business focus and core competency is to provide customers with End-to-End Solutions in the area of emerging technologies, designed on the world class platforms, thereby empowering enterprises technologically for the new millennium.

EXA intends to provide all small and medium entrepreneurs with a single solution which is a totally integrated, end – to – end and covers all the essentials of back and front office operations to deliver real time transactions that are simple and affordable. EXA strives to achieve integration of critical business processes seamlessly and efficiently.

AIMS & OBJECTIVES

At EXA we provide simple and easy to use IT solutions to solve the most complicated business problems. We, as an organization, firmly believe that size is never an obstacle to success. Provided one has the perfect mix of manpower, equipment and resources to capitalize on opportunities, which is Exactly what Team EXA can help you to achieve. Boosting your productivity and profits. Cutting down costs, time and wastage. By streamlining your operations and better utilizing your assets.

Our primary business focus and core competency is to provide customers with End-to-End Solutions in the area of emerging technologies, designed on the world class platforms, thereby empowering enterprises technologically for the new millennium.

EXA also aims to dispel the myth that such solutions are meant for large corporations only, which can invest millions for such a solution. Pricing our products reasonably, we intend to take it to the masses for bulk consumption.

The vision of EXA is to be a professionally managed corporate entity that is a household name with its products becoming a necessity rather than a luxury. EXA products need to be word class, built on the best available technologies.

ABOUT THE PROMOTER

Mr. Rajesh Handa

Director of EXA Infotech Pvt Ltd.

Man with eminent personality, professional skill set and vision to Grow.

Mr. Rajesh Handa is a qualified Chartered Accountant (FCA), Cost and Works Accountant (AICWA), Certified Oracle/Developer/Visual Basic and Oracle Applications Professional.

15 years of compassionate hard work made him won big accolades and huge experience, not only from the Indian industry but also for renowned MNC's. His core area of specialization remains Systems Study and Designing but stretches far and wide to envelop ERP, Software development & IT Solutions and Consultancy Industry.

Having been associated with reputed business groups like Kalyani, Onida, Kothari, PKF(UK) etc, he has gained wide experience and exposure to different facets of the Indian Business and different Industrial verticals.

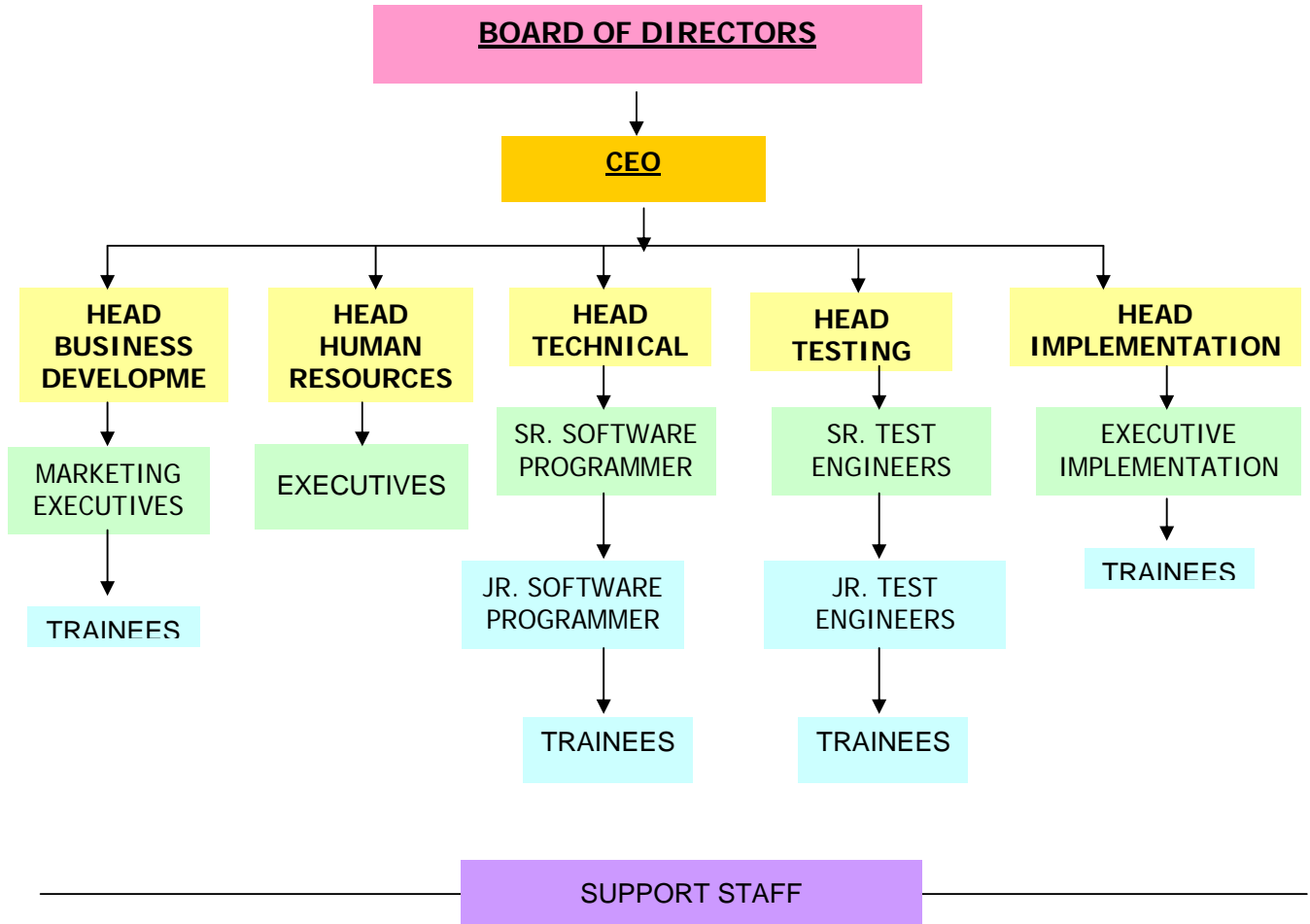
It was his vision & business acumen, which saw the metamorphosis of EXA Infotech from a Self-driven team into a professional organization with 50 strong professionals servicing the corporate India.

ISO 9001-2000 certification from TUV, USA adds another feather to his cap. It is due to, his guidance, that today EXA aims for CMM Level certification, in due course of time.

Besides his extremely busy schedule, he also takes keen interest in the professional and private activities like social, sports, and cultural.

TEAM EXA

ORGANIZATION CHART



**"We at EXA don't count the employees by number
But their strength is counted by their performance".**

EXA TEAM STRUCTURE

CEO (Director)	1
Technical Manager	1
Sr. Software Developers	5
Jr. Software Developers	10
Technical Support staff	2
Test Manager	1
Sr. Test Engineers	2
Jr. Test Engineers	4
Implementation Manager	1
Sr. Consultants / Implementers	2
Jr. Implementers	4
Trainers	2
Data Assistants / Operator	4
Marketing Manager	1
Marketing Executives	2
Tele Callers	2
Accountant	1
HR & Admin Manager	1
Support Staff	2

Consulting

Techno Functional Chartered Accountants	4
ISO Consultants	2
Process Consultants	5
Technical Consultants	4

BOARD OF DIRECTORS

Ms. Vimmi Bajaj

35 years of age, she is a qualified Cost and Works Accountant (ICWA) and is All India toppers in ICWA and a winner of Sir Moji Ram Award. She has over 10 years of industrial and management experience and is presently on the Board of Bajaj Group of Companies. She has widely traveled and has been felicitated with many awards in various fields.

Mr. Rajesh Handa

A qualified Chartered Accountant (FCA), Cost and Works Accountant (AICWA), a Certified Oracle/Developer/Visual Basic and Oracle Applications Professional. Having been associated with reputed business groups like Kalyani, Onida, Kothari, PKF(UK) etc, he has gained wide experience and exposure to different facets of the Indian industry.

Mr. Kuljeet Singh

More than 23 years experience in IT, out of which 20 years in Top Management positions. Worked with Symantec Corp, USA as IV&V Consultant. Associated with various organizations for IT consultancy

Mr. I.M. Handa

An Engineer by qualification. After serving the Government of India for over 35 years, he has been the main force behind Business Solutions. Having been associated with many prestigious projects of Government of India he is providing his expert knowledge to successfully execute projects in different areas.

Mr. M.L Chaudhary

A qualified Electrical Engineer and has more than 37 years of experience to his credit. He has a wide experience of working with various corporate like Maruti Udyog Limited, SAIL (Steel Authority of India Limited), Indian Railways etc. He has wide exposure to the national and international Business processes of different industrial segments in Strategic level.

OUR INFRASTRUCTURE

EXA is located in Gurgaon, a suburb of the capital city of India, New Delhi. The place is well connected by Rail, Road and Air and is at a very convenient location. A State Of Art Development Lab is also housed in the same premises with all needed infrastructural and communication facilities. We employ the latest and cutting edge technologies and hardware in our development process.

Office & Equipment

The office is situated at M-7, Commercial Complex, Old DLF Colony, Sector – 14, Gurgaon, Haryana, India.

EXA has all the necessary equipments like the latest high-end Servers, Clients, Internet Connections and other modern communication facilities to work on three tier environments.

There are 50 computers, 5 Laptops and 4 servers in the office to augment the facilities. Apart from that, we have 2 web-servers, co-located at third party data centers, to cater the web version of **erPro**, around the globe.

Team EXA

EXA has a well qualified and experienced team of professionals to look after the different facets of the software development like Technical Development, Testing, Implementation, marketing and customer support. Each department is headed by the experienced professionals to provide the world class services to our clients.

PRODUCTS

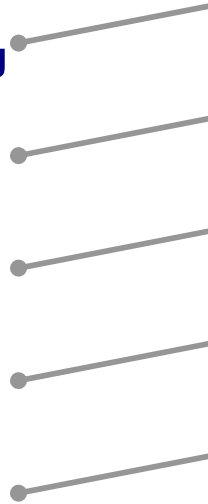
erPro Manufacturing

erPro Trading

erPro Construction

erPro Jewel

erPro CRM



ERP and Its Advantages

ERP (Enterprise Resource Planning) is a set of processes, procedures and protocols for an enterprise to account for and manage all its resources like Human Resources, infra-structural resources, financial resources or natural resources. ERP brings all these into focus and delivers them in relatable and understandable format through MIS reports. Thus different modules such as Material Management, Accounting, Production, PPC, HR & payroll etc. may be performing different tasks but on the macro level will appear as one entity to the Management at the MIS console for Planning, Budgeting, Costing for effective control and decision making. **ERP, thus, can be more appropriately termed as a Management Tool.**

ERP integrates all departments and functions across a company onto a single centralized server that can serve all those different departments' particular needs. ERP combines all departments or units together into a single, integrated software program that runs on a single database so that the various departments can more easily share information and communicate with each other. That integrated approach can have a tremendous payback.

ERP vanquishes the old standalone computer systems in finance, HR, manufacturing and store and replaces them with a single unified software program divided into software modules that roughly approximate the old standalone systems. Different departments still get their own console, except now the software is linked together so as to help in effective inter departmental communication and reporting. It helps the Management to capture the desired MIS from different departments without practically getting into the nitty gritty of the particular department.

Benefits from ERP:

- Assisting you to bring consistency and transparency across the enterprise;
- Providing timely information of 3P's - Process, Performance and Progress;
- Ensuring critical & meaningful information at every management level;
- Reducing distortion of information;
- Avoiding undue delay in critical decision making through proper planning;
- Providing real time performance and measurements;
- Becoming an effective tool for analysis and improved customer service;
- Augmenting labor productivity & production;
- Reducing obsolescence;
- Ensuring optimum and cost effective utilization of available resources;
- Enabling Cost control and cost reduction in production, sales, purchase, overtime/ idle time.

Why *erPro*?

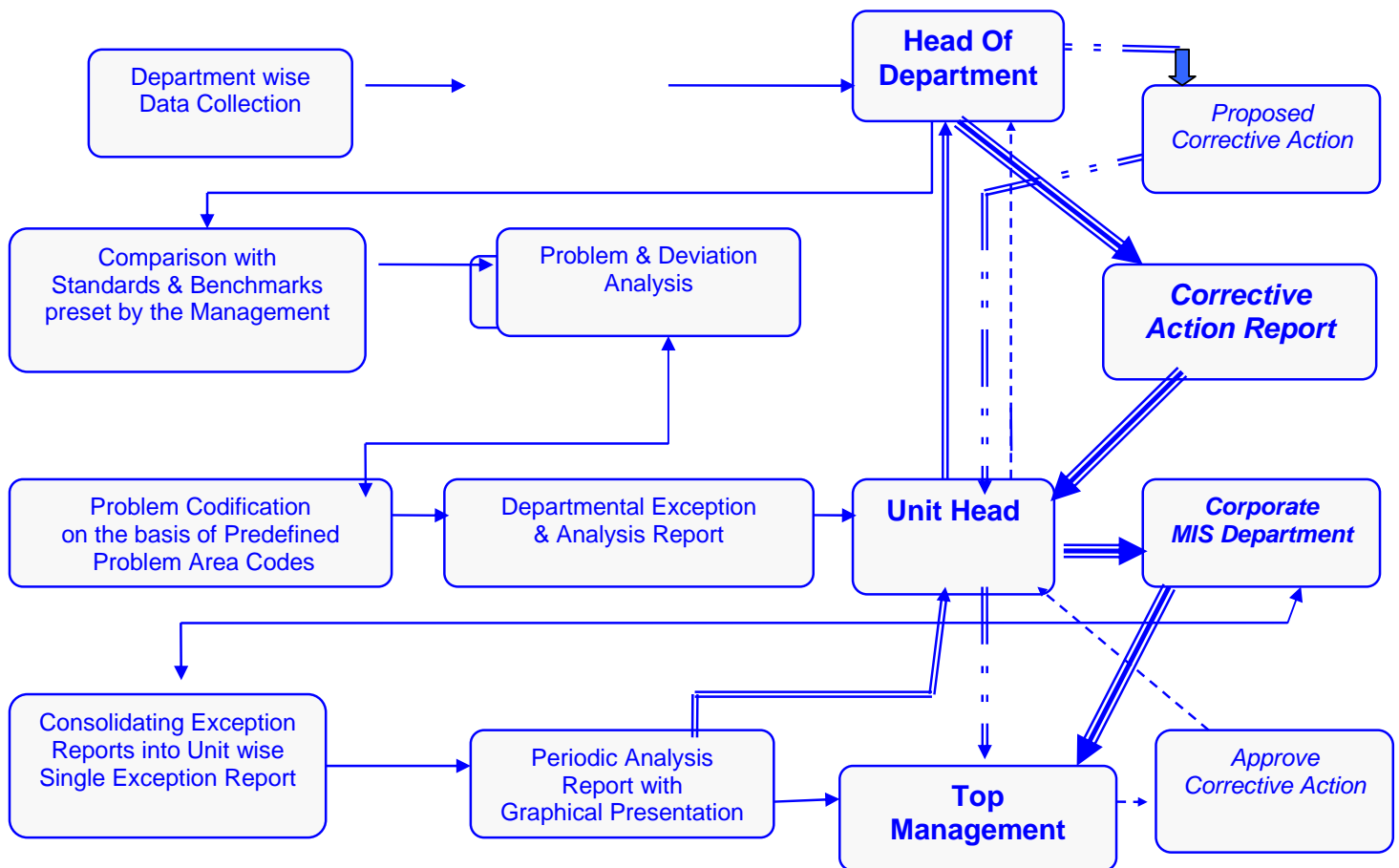
Presenting *erPro* – an Enterprise Solution committed to maximize potential of an Enterprise by creating a perfect mix of Manpower, Equipment and Resources to capitalize on opportunities. **And at a price which does not cost you a fortune. Or take up too much time to implement.** Which means, even if you are a small or a mid-sized Company, you can afford to install this ERP tool and open up your business opportunities, virtually.

MODULES UNDER *erPro*

PURCHASE	Executes all transactions related to Purchase Department.
SALES	Issue Sales Quotations and Invoices, Tracks Orders received. Barcode your products, generate reports for Sales Orders, pending orders and more...
MARKETING	Market your products in an efficient manner. Know your customer and keep track of your prospective customers, Budget your sales, Plan new product developments.
GATE	Manage your raw materials and Sales dispatches through Gate in and Gate out entries. Tag all Gate-in items.
RECEIPT STORE	Scan all MRN's before forwarding to Stores. View QC reports and keep track of raw materials supplied by vendors.
ISSUE STORE	View all materials issued to shop floor and its allied reports.
DISPATCH STORE	View all transactions of the dispatch store through Material submission reports, pending slips, dispatch requests. Issue Gate pass for dispatch.
INVENTORY	Cut costs by maintaining a low level of required inventories. erPro helps you in optimizing your inventory requirements in an effective manner.
EXPORT	This module takes care of your company's Overseas Business Transactions. All activities of Export trading like Shipment Tracking, Bank Realization etc. are covered in this module.
BUDGETING	Create your own budgets and analyze variances with previous years. View budgeted P & L account and Balance sheet.
COSTING	Ensure that you sell all items at an informed and right price. Costing module helps you in complete calculation and break-up of cost of a product for the unit. Cost sheet includes all costs such as labor/ raw material/ power/staff/ job work done/ freight/ overheads and interest. Also calculates time consumption and sales ratios critical for bagging a major order.
FIXED ASSETS MEMORANDUM RECORDS	This module helps you to keep all your fixed assets under your active control. Calculate depreciation on different assets and maintain statutory fixed asset register.
ENGINEERING	Keeps records of Insurance details, premiums due and paid, and guarantees provided and received.
PAYROLL	Control this important function by having complete details of bills of materials by maintaining process and component sheets.
PAYROLL	Fed up with calculating salaries and wages manually month after month. Keep records of all employees for daily attendance, overtime and incentives, gratuity, bonus, PF, ESI, Loans disbursed/ recovered, Form 16, tax exemption details. Print salary sheets and individual salary slips. Ensures complete peace of mind.

PRODUCTION PLANNING & CONTROL	Plan your production and have complete control. View sales plan with matching production plan, material plan, consumable plan, job work plan, tool plan, machine plan, jigs & fixture plan, process plan and manpower plan. Planned production maximizes the potential of the enterprise by reducing costs and unnecessary processes increasing profits in the bargain.
EXCISE	Stop manual calculations and reporting of Excise transactions. Re-entry of data is also not required at any stage. Issue challans, Dispatch advises, view pending MRN's for D3 Form, 57F, RG 23 Part-I and II, RG 23 A & C etc.
ACCOUNTS	Have total control of your unit. View trial balance, Profit & Loss account and Balance sheet at any moment. Eliminates faulty reporting of figures by different departments as there is no need to enter the data again.
PRODUCTION	As per the production plan view transactions related to shop floor. View pending orders, orders in process. Plan your production effectively to cut costs by reducing overheads.
TOOL ROOM	Tool room is a vital cog in the unit's wheel. View tools required for process or its repairs or further development.
MAINTENANCE	Maintenance of machines is another important event in a unit's daily life. Machine history cards show complete history of all machines of the unit. View the latest status of a machine like break down history and action reports, preventive maintenance reports etc.
QUALITY ASSURANCE	Quality assurance is again very vital to a unit's reputation and profits. Complete quality control is ensured through parameters set by the unit thus reducing rejection rate.
STANDARD ROOM	Quality can only be assured if the testing equipment is in right shape. View complete details of equipments, history cards, calibration information, Inspection reports etc.
GENERAL	This module is an MIS tool to keep track of the status of works done, pending jobs, document tracking, audit forms etc.
MANAGEMENT INFORMATION SYSTEMS	The MIS module ensures that you know your operations completely and that too at the click of a button. Contains over 130 reports as mentioned above in respect of purchase, sales, inventory, excise, vat, production and all other departments and processes. Although these reports have been designed with our long experience in the industry they can be further customized to suit the requirements of the management.

OUR APPROACH TO ERP



CUSTOMIZATION & IMPLEMENTATION

EXA is a team of skilled manpower with functional expertise, technical skills and ERP implementation experience. Our efficient team can take up any challenge and assist you in augmenting your resources swiftly and efficiently exactly at the time when it's required.

Implementation

EXA has a separate Team for implementation of erPro that undertakes the entire implementation at the customer site. ErPro is one of the easiest ERP tool, which does not take up too much time to implement.

Customization

erPro has been designed with EXA's long experience in varied industries and environments covering different processes, functionalities and skill sets but can be further customized as per the needs and requirements of the customer.

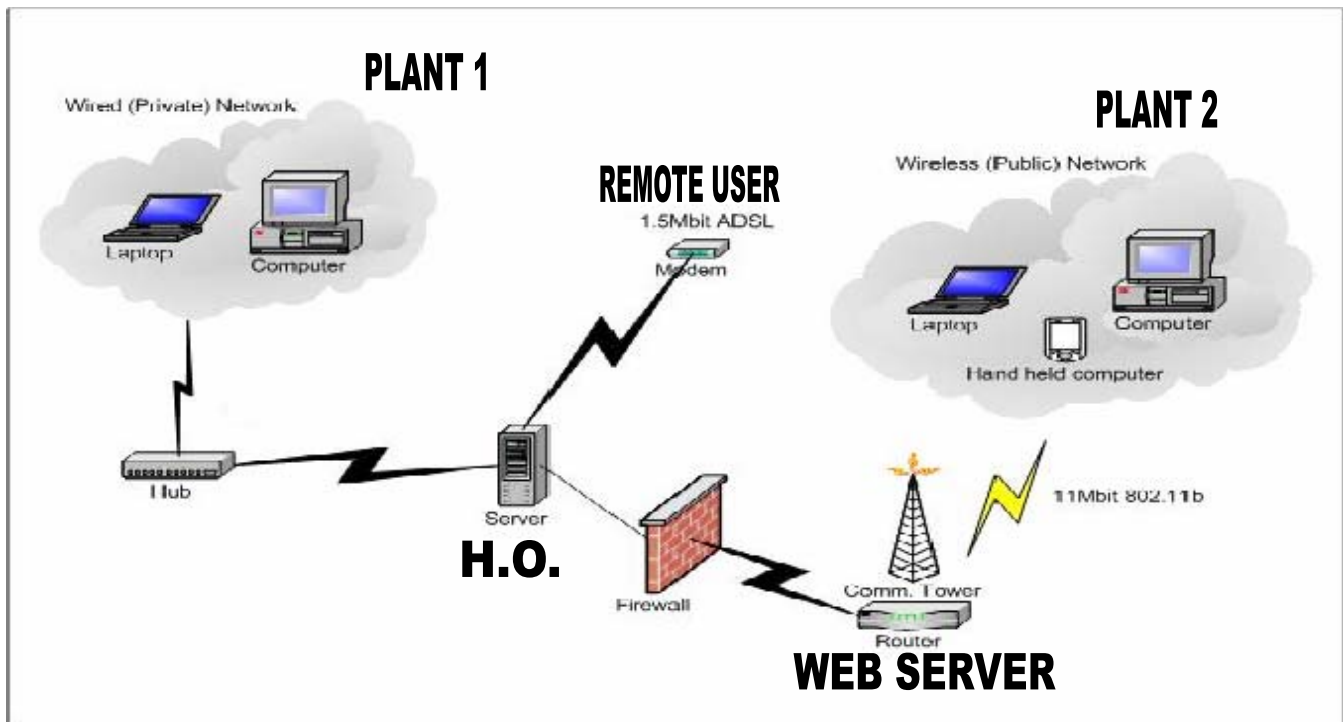
Integration and testing

Testing the links between various ERP modules that integrates all departments that have been built on a customized basis is another inherent function. As with customization, testing ERP integration has to be done from a process-oriented perspective. Team EXA does this with finesse.

Training

Remember that with ERP, finance people will be using the same software as store people and they will both be entering information that affects the other. To do this accurately, they have to have a much broader understanding of how others in the company do their jobs than they did before ERP came along. **Team EXA** imparts Pre and post implementation training to the end users. Training is considered to be the best ERP investment one ever makes.

WEB VERSION of erPro



erPro is a complete web enabled solution. Any company with various remote locations can get real time centralized data, from any part of the world. Remote locations can be different plants, warehouses, registered offices, POS or sales offices. Any authorized employee of the company with valid user name & password can retrieve and feed data in to the company's system at any point of time.

The web accessibility of **erPro** is possible through two ways.

- Browser Based (HTTP/HTTPS)
- Via Thin Client (ICA CLIENT)

Browser Based (HTTP/HTTPS):

Under this the entire application runs on Oracle's Internet Developer Suite. Entire application is transformed to Java Applets, which can be

easily viewed through any browser over HTTP/HTTPS web pipe. Oracle IDS in built technology provide a great suite of privacy and data security. Providing accurate and real-time transactions.

Via Thin Client (ICA CLIENT)

The other method to browse application over the Internet is through THIN CLIENT technology. THIN CLIENT is the thinnest over the web protocol available, providing high transaction and data transfer rate. There are many tools available to implement THIN CLIENT, EXA runs its applications on CITRIX's THIN CLIENT tool, which is the most successful & best product in its category. Apart from the ORACLE IDS' in built security, CITRIX adds its own security features. It has its own built in load balancing feature, providing highest data transfer rate.

Salient Features of erPro as a Product

erPro runs on Oracle 9i and Developer 2000, by far the most reliable and trusted platforms, worldwide.

erPro does not cost you a fortune to implement.

erPro is tailor made for the Indian environment by a team of techno-commercial professionals.

erPro is a business solution that is easy to customize & implement, even at the user level.

erPro is especially designed for small and medium size companies seeking a single solution for all its operations.

erPro can help you achieve cutting down costs, time and wastage by streamlining your operations and better utilizing your assets.

erPro helps you to boost your productivity and thereby profits.

erPro is really *Enterprisingly Effective*.

CLIENT LIST

	BAJAJ MOTORS LTD. A BAJAJ GROUP COMPANY	GURGAON	200.00
	Tusker Werkzeuge Gmbh Tusker Tools UK Limited Tusker Tools FZCO	Germany United Kingdom Dubai	CONFIDENTIAL
	SPEEDY HOT WATERS	QUEENSLAND, AUSTRALIA	CONFIDENTIAL
	JNS LTD. A JV OF JNS JAPAN & ANCILARY OF MARUTI UDYOG LTD.	GURGAON	100.00
	Magna Steel (Pvt) Limited	Karachi, Pakistan	CONFIDENTIAL
	ATLAS CYCLES (HARYANA) LIMITED	Sahibabad, UP	300.00
	SOHAR STEEL L.L.C	Sultanate Of Oman	CONFIDENTIAL
	Hi-Tech Werkzeuge Gmbh	Germany	CONFIDENTIAL
	ANSAL BUILDWELL LTD.	DELHI	CONFIDENTIAL
	Vatika Group	GURGAON	CONFIDENTIAL
	Ask Automotive Pvt Ltd	Manesar	Confidential
	SCHENCK ROTEC INDIA LIMITED	GERMANY NOIDA	250.00
	Palmun Limited.	London	25.00
	ASIAN COLOUR COATED ISPAT LTD.	BAWAL HARYANA	200
	BAJAJ SONS LTD. A BAJAJ GROUP COMPANY	LUDHIANA/ GURGAON	100.00
	Trigon Tooling Solutions Pvt. Ltd.	New Delhi	CONFIDENTIAL
	OMAX FUSION LTD. A HERO HONDA GROUP COMPANY	GURGAON	50.00
	THREE BOND INDIA PVT. LTD.	GURGAON	CONFIDENTIAL
	M & M MACHINE CRAFT PVT. LTD.	GURGAON	CONFIDENTIAL
	HAVELI RAM BANSI LAL	GURGAON	CONFIDENTIAL

	Ram Bhaj & Sons Pvt Ltd.	Jullandhar, Punjab	CONFIDENTIAL
	ACCURATE AUTO PRODUCTS PVT. LTD.	GURGAON	CONFIDENTIAL
	THE ROCKS INDIA	NEW DELHI BOMBAY SOUTH AFRICA	CONFIDENTIAL
	M AND M AUTO INDUSTRIES LTD	GURGAON	35.00
	VICTORA AUTOMOTIVE INC.	HARIDWAR	CONFIDENTIAL
	RT OUTSOURCING SERVICES LIMITED	DELHI BANGLORE USA	CONFIDENTIAL
	AVON TUBETECH PVT LTD.	FARIDABAD	CONFIDENTIAL
	AMERICAN NATIONAL SHIPPING LINE INDIA (P) LTD.	NEW DELHI	CONFIDENTIAL
	DELPHIC INDIA (P) LTD	REWARI	15.00
	AL KARMA (P) LTD.	NEW DELHI	CONFIDENTIAL
	INFOMAX MANAGEMENT SERVICES PVT LTD	DELHI	CONFIDENTIAL
	DIGICOM MANAGEMENT SYSTEMS PVT. LTD.	DELHI	CONFIDENTIAL
	SCOTISH HIGH INTERNATIONAL SCHOOL	GURGAON	CONFIDENTIAL
	EURO KIDS PRE-SCHOOL A EGMONT, DENMARK COMPANY	GURGAON	CONFIDENTIAL
	G.S Lighting Pvt. Ltd	GURGAON	CONFIDENTIAL
	CEBBCO	JABALPUR ,MP	CONFIDENTIAL

CLIENT SPEAK






“**erPro**” dramatically improved our production efficiency by at least 5%, which in turn led to an increase of 10% to our bottom line”

- S.P. Bajaj, Managing Director,
BAJAJ SONS LTD.

“**erPro**” has independently proven that organizations like us that implement their ERP solution improve resource utilization”

- VIVEK MEHTA, Managing Director, Omax Fusions Ltd.

The Company follows strict management and quality policies, which is evident from its working culture and status. It has been adorned with various awards and is a member of a number of national level trade bodies and associations.

 <p>AN ISO 9001 - 2000 CERTIFIED COMPANY</p>	<p>EIPL was certified as an ISO 9001: 2000 Company by TUV, USA, in January 2004.</p>
	<p>EIPL is a member of Oracle India Pvt Ltd.'s ISV programme.</p>
 <p>National Association of Software and Service Companies</p>	<p>EIPL is a member of National Association of Software and Service Companies (NASSCOM)</p>
	<p>EIPL is a member of Federation of Indian Chamber of Commerce and Industry (FICCI)</p>
	<p>EIPL is a member of Confederation of Indian Industry (CII)</p>