



CORPORATE PROFILE

Innovating Business Solutions
For All Your Requirements



Banking &
Finance



eGovernance
Practice



ERP
Practice



eCommerce
& Platforms

Virmati Group operates as



Virmati Group believes in being at the forefront of technology and providing Versatile, Customized & Affordable Solutions and Services to clients.

Across various industry verticals, Virmati Group partners with clients for

- IT Advisory, Consulting & Project Management
- Software Solutions & Application or Interface Development
- Project Delivery & Enterprise/Application Integration
- Training, Hand Holding & Facility/Application Management
- Application Maintenance, De-Commissioning & Transition



Code & Charter

committed to

- R&D for originating & deploying cutting-edge technology solutions
- delivering in time, every time & in line with expectations
- meeting or exceeding customer requirements in solutions or services
- application of knowledge, value addition & result orientation
- continuously review & improve learning curve
- have associates & partners, internal or external, contribute by ideas or action to the performance



Span

Virmati Group operates across the length & breadth of India & has served almost every of the 600+ Districts across 30+ States of India.

- Our Regional Centers in India: 12
- Our Global Representative Office: 2 (UAE & USA)
- Our Global Associates: 3 (& Growing..)



Team

Team Virmati is a rare combination of experience and agility. It includes people, who have been with the company since its inception as well as young technology evangelists. The young and zealous visionaries, led by seasoned veterans, do whatever it takes to ensure highly value added and quality solutions/services.

Team Virmati's DNA:

- Application of Knowledge → Result Orientation
- Value Addition

Core Competency

Application Development Consulting

Application Support & Maintenance

Deliveries..
Project Execution Implementation

Software Solutions

Accreditations

- 25+ years of track record in India
- An ISO 9001 Company
- CMM Level 3 Certified
- Flagship products audited by Price Waterhouse & other CISA Auditors
- Microsoft Gold Certified Partner
- ISV Partner for HP, IBM & Microsoft

About VSTL



Virmati Software & Telecommunications Ltd. (VSTL) has been a pioneer in the ever evolving technology space in the verticals of BFSI, eGovernance, eCommerce & ERP.

Established in 1983, VSTL made a wave by performing the **FIRST FULL BANK AUTOMATION** of OPERATIONS on a PC, in Ahmedabad, India in 1984.

Since then, VSTL has gone on to become a leading, consistent & versatile solution provider in the BFSI Segment across all sizes of Banking Institutions.

Since 2004, VSTL has added **Government Practice, Business ERP Practice & eCommerce** with Transaction Platforms to become a polygonal IT Solutions & Services hub. As an emerging player, VSTL has undertaken various successful & complex projects in Civic Automation, Health-Care, University Campus Automation & more.

The Company has developed & owns one of India's finest web portal www.eRajya.com – a superstore of eCommerce Services, Distribution Channel Management & Transaction Services.

The essence of each practice, **BFSI, eGovernance, ERP** or **eCommerce**, is to offer mission critical solutions & services in information & knowledge intensive businesses

VSTL leverages its deep technology strength & vast business process understanding to offer effective solutions & services in a fast evolving IT-Landscape, where success is driven by quality & speed.

In the process, VSTL commands recognition & repute for effectiveness & value addition of its offerings.

IT Solutions & Services



About VIL



To extend Virmati Group's vision, Virmati Infotech Ltd (VIL) was established in 2004-05 with a view to focus on IT enabled Services (ITeS) which are forming an increasing component of IT Landscape today.

From Hosting Solutions to Advisory Services, eCommerce Platforms to Financial Inclusion, Virmati Infotech Ltd caters to a host of new & emerging needs of Modern IT & Governance in India.

Virmati Infotech Ltd. has valuable guidance and access to expert domain knowledge & solutions from Virmati Software & Telecommunication Ltd., the group company, which has been a pioneer in industry-leading solutions in the verticals of Banking & Finance, eGovernance, eCommerce & ERP.

IT enabled Services (ITeS)



eCommerce Platform & Financial Inclusion

As a flagship achievement, Virmati Infotech Ltd. is managing & promoting eRajya.com portal across the length & breadth of India. eRajya.com has emerged as one of India's premier eCommerce Services Portal, now by mid- 2010

Started shortly back in 2008, this Portal has 40000+ POS Members who are increasingly using the portal for eCommerce business activities. The ease of use, online account & statements and ever growing list of digital services are adding to the popularity & growth of eRajya

Add to that Financial Inclusion & Business Correspondent Services, VIL is moving to consolidate & contribute as an outstanding Intermediary in bringing digital & financial inclusion across the masses of India, especially the rural & semi-urban regions.

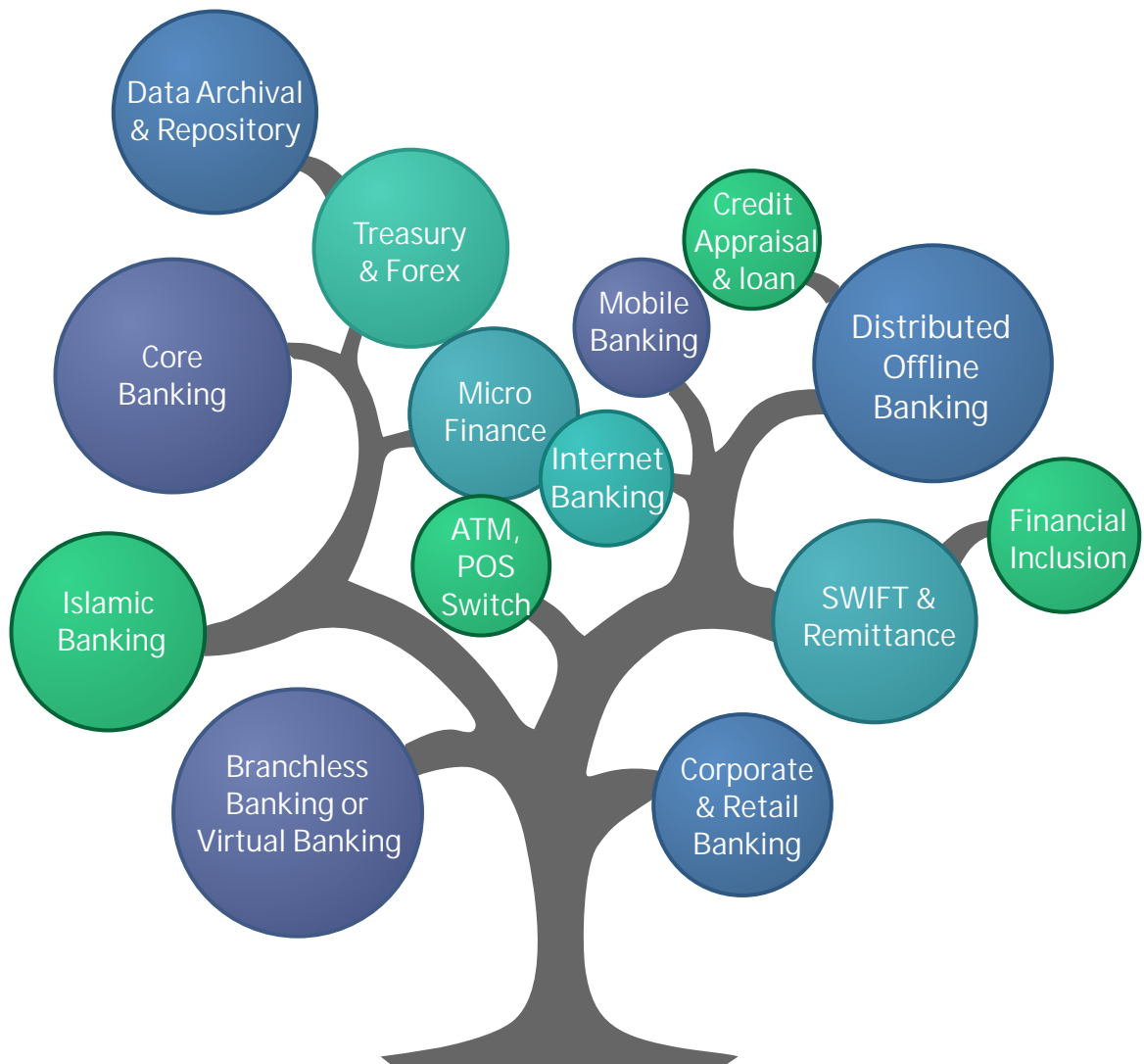
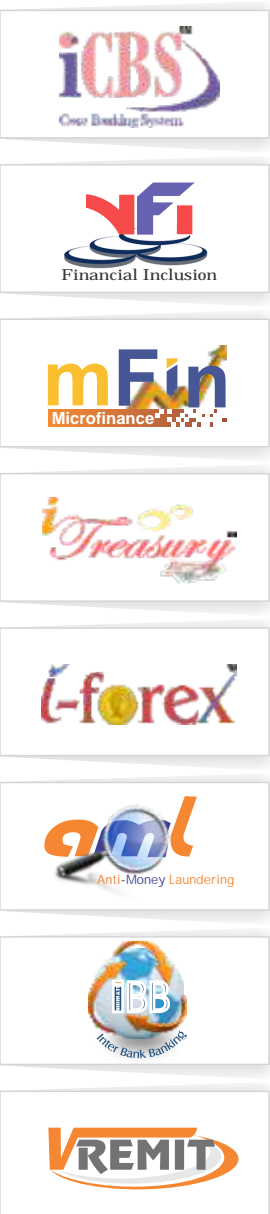
Banking & Finance

1984	we created India's first fully computerized Bank.	1989	we created India's first bi-lingual (Hindi Language) Branch Automation.	1998	we achieved India's first 1000 Branches' Automation for various Banks (Highest by any company)
2000	we created India's first fully computerized Bank.	2004	we created India's first bi-lingual (Hindi Language) Branch Automation.	2007	we achieved India's first 1000 Branches' Automation for various Banks (Highest by any company)

Be it changing consumer preferences, changing business models, changing strategies for efficiency, changing regulatory environment or changing competitive scenario, Virmati's offerings are right there to enable the Banking & Finance Institutions to stay nimble, to adapt, be robust & stay on the top of their game.

VSTL has 45+ Banks in India & overseas, which are working with our latest Core Banking Solution.

Our World of Banking & Finance includes, and is not limited to



eGovernance Practices & Products

eGovernance Practice

At Virmati, Government Practice is geared to serve various constituents of Government—be it Corporations, Departments, Boards, Local Civic Bodies, Universities, Hospitals, Agricultural Mandis or PDS & more...

A Government constituent's IT vision is to leverage the emerging new technology to improve the quality of its services & reach the masses

Virmati's vision is to enable the above keeping the complex IT eco-system simple & result-oriented making the Government Constituent responsive & transparent.

Virmati's Solutions & Services, based on the in-depth study of the government machinery at Village-District-State-Center(Federal) level, empower the Government Constituency in use of information & communication technology (ICT) to work, manage & deliver efficient, transparent and smart services to the citizens & businesses.

The essence of e-Governance is achieved by ensuring

Better Administration: Improving government processes by

- cutting costs
- managing performance
- making strategic connections within government, and creating empowerment

Better Citizen Services: Connecting citizens/businesses to government by

- incorporating the expectations of services
- improving public services availability, management, etc

Better Accountability & Responsiveness: Building & supporting the ethics

- establishing the modes & mechanisms of control, audit & review
- offering the tools to improvise, to plan & to control performance

An Array of Solutions & Services form our Government practice.

In major, they are:



University

- Admissions to Result Processing.
- Faculty, Course or Alumni Management & more



FAS & Civic Governance

- Budgets, Audit & Expenses, Work Management,
- Taxation, eTendering, Establishment & more.



RTI Exchange & Grievance Redressal

- Applications, Workflow, Task Distribution,
- Complaint Resolution, Content Sharing & beyond



Judiciary & Legal Exchange

- Management of Cases, Courts, Benches, Calendar, Reminders,
- Legal Content Library, Judgement Search, Digitization & more.



Healthcare

- Front Desk to IPD / OPD
- Billing, Laboratory, Pharmacy, Organ Bank & more



Workflow, Assignment Tracking & Document Management

- Flexible Workflow/Task Management Assignment Tracking
- Document Notings to Content Management.



Public Distribution System & Agricultural Mandis (APMC).

- Warehouse Management, Supplier Management.
- Inventory Control, Distribution & Logistics Management.



Human Resources, Audit & Taxation, Fixed Assets and other Business Modules

- Human Resources Management, Taxation, Legal
- Enterprise Facilities Resources, Assets & Inventory, etc..

ERP Practice

Virmati's Business ERP Practice is a sibling of Government Practice with the focus on Private Sector Enterprises committed to bringing IT Transformation.

An Enterprise's IT vision is to leverage the emerging new technology to improve performance, results, growth & decision-making.

Virmati's vision is to enable the above by offering No-Nonsense, Robust Solutions & Services making the Enterprise stay ahead in the game & in control.

The KEY DISTINGUISHING aspects of Virmati's Offerings are

- Modularity, which enables gradual step-up investment
- Scalability, which enables ramp up and utilization of previous investment
- Customization, which enables highly in-context & flexible solutions
- Enterprise Wide System Designs instead of Isolated Functional System Designs



The Array of ERP Practice includes

The ERP Solutions pack powerful features, comprehensively cover the requirements and are backed with excellent Project Delivery Services, covering SRS or Gap Analysis right upto Hand-Holding & Capacity Building.



Financial Accounting
w/ Budgeting & more



Human Resources
w/ Attendance, Leave, Payroll



Resources & Asset Management
w/ RFID & Tagging



Inventory & Stock Management
w/ Warehouse & Logistics



Workflow, Tasks & Content Management



Admin & Secretariat Services
Travel, Tax & Insurance Compliance, Events...



Virmati's eCommerce Platform & ITeS Practice is a testimony of ever growing Services Portfolio in modern IT Landscape.

It is often said that : "BIG PLANS need SMALL START or SMALL HELP"

The ITeS is harnessing on the rich skill-sets & experience of Team Virmati to fulfill the many various niche requirements of clients, as under:



Network Consultancy,
Data Center Advisory,
Management & Hosting



Disaster
Recovery Site Advisory,
Management & Hosting



Turnkey Project
Management &
IT Strategy Consulting



Website Designing,
Traffic Management
& Promotion.



Database &
Content Management
& Advisory



Application/Facility
Management
Services



Business Correspondents (BC)
Agents for NREGA,
PDS, Financial Inclusion, etc

The eCommerce Transaction Platform



Our eCommerce & Transaction Platform managed & promoted by the name www.eRajya.com has established an enviable market position commanding more than 40,000 plus POS/Business Agents PAN-INDIA.

The eCommerce Transaction Platform

It is a robust, comprehensive platform which handles & is capable of Improving government processes by

- Vendor or Service Provider Integration for B2C or G2C or B2B
- Distribution Chain Creation & Management
- Agent Management for Wallet-Balance or Credit as well as Inventory, if any
- Recharge Coupons Management for Vendor/Service Providers
- Communication Management thru SMS, email, Web Tunnel, VPN, Short-Code SMS, etc
- Complaint & Resolution Module
- Transaction & Audit Log

Ready Portal for Add-on Services

eRajya.com Portal Services

Mobile Recharge



DTH Recharge



Ticketing



ITeS & Cloud Computing



which can be combined to build a cloud-specific service package or offering

Cloud Computing is one of the hype topics in the high-tech industry today. Almost every IT company offers some kind of cloud product or services and almost every IT expert uses a different definition of the term Cloud Computing.

Typically Cloud Computing is related to an on-demand service model by which various different resources (hardware, software, and services) are combined on an on-the-fly basis. The service(s) are delivered over the network, which could be the intranet of a company or the internet when the service is ordered from an external provider.

There is no magic behind these Web services, other than the fact that the end-user does not need to deploy or install dedicated applications on their home PC system anymore.

The general concept of Cloud Computing from a private end-user's point of view is:

- To plug into the internet from anywhere access processing, applications, and data services whenever needed
- To only pay for what is sought, used or required

Cloud Service Models

It has 3 major categories

Software-as-a-Service (SaaS)

On-demand use of software over the Internet. This type of service has been on the market for several years, and has the greatest uptake so far. Businesses are moving steadily toward it, shifting from licensing software to subscribing to services, typically on a per-user, per-month basis.

Infrastructure-as-a-Service (IaaS)

Storage and computing resources as a service. The main advantages are lower costs, increased flexibility, and the ability to rapidly start up and shut down services. This type of service also helps to moderate capital expenditures by reducing the need for on-site data center infrastructure and computing systems

Platform-as-a-Service (PaaS)

Tools and environments to build and operate cloud applications and services. This is newer in the marketplace, but adoption is expected to increase significantly over the next few years as the time required to scope, develop, test, and deploy applications is reduced. The value of converging applications on a single platform should further drive adoption.



INNOVATING BUSINESS SOLUTIONS

AT ITS BEST

TO ALL YOUR REQUIREMENTS

Our Services

In the software lifecycle, nearly 70% of the cost goes into Application Support & Maintenance activities. Research suggests that large enterprises spend an average of 73% of their IT budget on Application Maintenance of existing system. Clearly, Application Management presents high potential for cost savings in global enterprises.

VSTL's expertise in Application support and maintenance has seen a long list of partnerships with our customers for more than a decade, VSTL offers a cost effective solution to customers through

- Focus on performance measures and continuous improvement besides Service Level Agreements (SLAs)
- Timely resolution of issues and root cause analysis of each issue
- Established support matrix offering Help Desk services
- Multi-level maintenance process using a Corrective, Preventive, Adaptive & Perfective approach



Methodology

VSTL has developed a high level of competency in providing Support for IT Operations remotely for many global corporations. VSTL has a unique and proven Application Management Methodology to ensure:

- Efficient knowledge transfer from existing staff
- Effective takeover of Application support
- Smooth & transparent operations
- Cost effective services
- Service is in line with SLAs

Best Practices

- Continuous improvement in application support and maintenance services with objective of lowering Total Cost of Ownership (TCO)
- Established practice focusing on defining / improving processes
- Feedback of lessons learned from projects to practice for wider implementation
- Generating knowledge repository of issues / resolution for future references.

Value Proposition

- Experience in supporting mission critical / business critical application for fortune 500 customers
- Decade long relationship with most of our customers
- Single window for providing application maintenance and support with infrastructure management
- Providing continuous improvement against industry standards and benchmark
- Binding SLA framework with Critical Service Level (CSL) and Quality Process
- Processes in line with ISO 9000 Standards and the SEI-CMMI framework



Virmati Software & Telecommunications Ltd.

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