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Vennfer

***a unique software based multiparty, multipoint
videoconferencing solution on multicast network
transmission protocol***

INTELLISYS Technologies & Research Ltd



"Vennfer" – Virtual enterprise network Conferencing

Introduction

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➔ In the year 1996, INTELLISYS developed Insurance Maestro jointly with Quadrant II Technologies Inc., USA (Warrior Insurance Group Inc. USA). The 2nd Cube architecture of this product won the 1st prize in Windows Open World, (COMDEX 1996).



Warrior Brings Continents Together for Software Development



Imagine traveling 8,000 miles just to go to work. And that's only one way.

Arup Goswami has traveled this distance twice in six months.

Arup is project manager at INTELLISYS, an application software development company located in Calcutta, India. He heads a specialized team that is working with Santa Fe and Warrior's Quadrant II Technologies to develop the Insurance Maestro, a new workflow-based policy management system to be released in the fourth quarter of next year.

Why did Warrior choose to work with a company from India?

"We were in India looking for a company to undertake offshore development of Maestro," says Santa Fe president of Quadrant II Technologies. "INTELLISYS was able to quickly put together a qualified team that could do the work in half the time and a third of the cost that it would take in the U.S."

Working together is also beneficial to Arup and his team. "The architecture of Maestro is different than any technology we have seen," says Arup. "We are able to gain experience working on a new and challenging project."

However, a cross-continental team does encounter a few obstacles. For example, the largest barrier is the 10-12 hour time difference. Communication is by e-mail, but it can take up to a day for the message to be read because of the different work schedules. Although it can be expensive, a conference call is sometimes necessary, even if Arup and his team have to answer the call from home.



"We are working on ways to communicate better," says Arup. "We are considering an online chat system and video conferencing. Both should help our communication process and prove to be more cost effective."

Arup has made two trips to the Quadrant II office and spent between four to six weeks here each visit. In the short time, he was able to take in some of Chicago's culture.

Says Arup, "The city of Chicago is beautiful and fast moving. The buildings are so big, the largest building in India is only 40 stories tall." However, he does dislike one thing about the Windy City. "The weather. It is very cold here," laughs Arup. "It is far from the tropical climate of India that I'm used to." When asked what he misses most about India, Arup replied, "The food. You cannot find good Indian food in America."

It might seem like a long way to travel for a job, but Arup is happy to be part of this project. "Our entire team is excited about working on this software. It is a great opportunity for myself and the team at INTELLISYS."

Partner Spotlight



Name: Arup Goswami
Resides: Calcutta, India
Title: Manager, INTELLISYS
Personal: Married, one son, Swimming
Education: Master's degree in computer science/engineering from Jadavpur University, India
Favorite food tried in America: Gyro
Favorite hobby: Photography
Things he plans on bringing back to India:

- Berberies
- Jeans
- Toys for his son
- Perfume/cologne
- A new camera



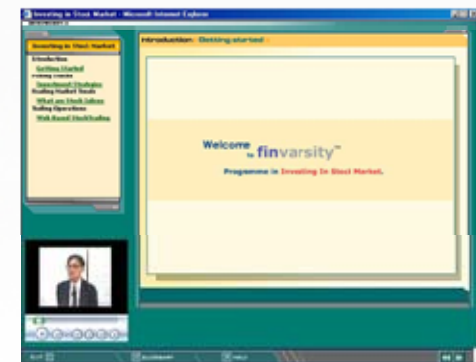
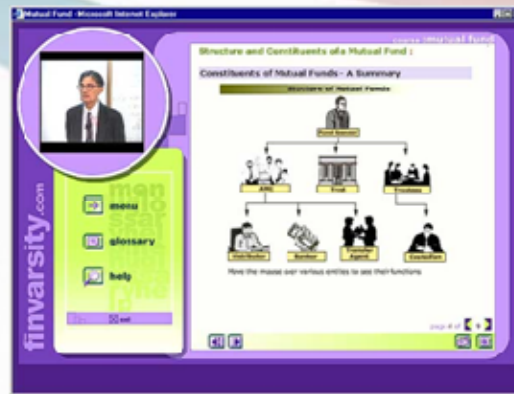
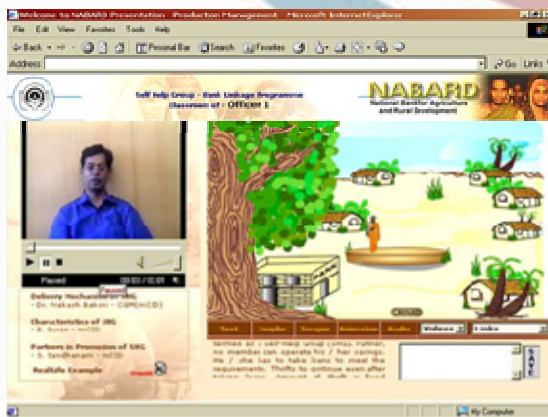
- ➔ In the year 2000, we launched India's first e-learning Management System "enlitor" to facilitate technology enabled learning across the country and created a Global Education Delivery model.



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➔ In the year 2001, we in collaboration with NSE.IT launched the country's first technology enabled learning platform "Finvarsity" for the financial services market in the country including Banks, Financial Institutions and Stock Exchanges.





- ➔ NSE.IT is the third largest Stock Exchange in the world and runs one of the largest VSAT implementations in the country with over 3000 VSATs , 10000 leased lines doing about 2.2 million end to end transactions every 5.5 hours, **our Learning Management Solution has proven expertise on the on the Intranet platforms**
- ➔ **In the year 2002**, implemented one of the largest LMS UNTEC projects in the country at MSBTE connecting over 141 engineering colleges with over 1,40,000 students
- ➔ We were invited by the **United Nations Technical Education Committee** to submit **a paper and deliver a lecture** on how to enable learning across a wire





➔ In the year 2004, we in collaboration with our telecom partner HUGHES enabled numerous educational institutes in the country to conduct live classrooms beyond their campus across the country in 40 cities in India



Next-generation Learning Tools

The classroom
with
NO backbenchers

DIRECWAY Global Education - Microsoft Internet Explorer

Address: http://www.direcway.com

Class Test Performance

Course: IIT - Entrance (Course1)
Student: Rahul Chopra

Test Description	Comparisons/ Score	My Avg. Score	Class Avg. Score
Subject level : IIT - Entrance (Course1) : IIT-Physics (Subject1) test on physics	(72.22 %)	72.22 %	91.66 %
Subject level : IIT - Entrance (Course1) : IIT-Mathematics (Subject2) test on maths	(60.00 %)	60.00 %	92.00 %
Topic level : IIT-Physics (Subject1) : Mechanics test on mechanics	(61.11 %)	61.11 %	89.58 %
Topic level : IIT-Mathematics (Subject2) : algebra class test on algebra	(60.00 %)	60.00 %	95.42 %
Chapter level : IIT-Physics (Subject1) : Mechanics : Friction class test on friction	(100.00 %)	100.00 %	93.42 %
2nd friction test	(70.43 %)	70.43 %	
Chapter level : IIT-Physics (Subject1) : Mechanics : Work,Energy & Power test on work , energy & power	(100.00 %)	100.00 %	91.09 %
Chapter level : IIT-Mathematics (Subject2) : algebra : complex equations class test on complex eq	(42.86 %)	42.86 %	81.34 %

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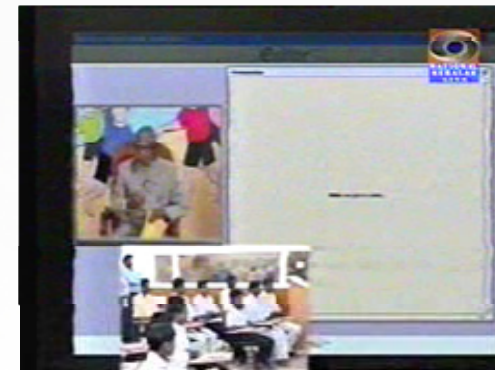
➔ In the year 2005 & 2007, NASSCOM has listed us in its directory of the most INNOVATIVE IT organisations in the country



www.Intellisysin.com	
Intelsys Technologies Private Limited	
Year of Establishment - 1999	
Area of specialisation	e-Learning and Live Collaboration
Field of Innovation	e-Learning solution
Company Overview	Intelsys started operations in 1994 as an IBM Business Partner. The company is a Microsoft ISV and Certified Partner and focused on the market for Multi-tier Client Server Computing in a Distributed Computing Environment, covering E-Business and Object Oriented Technologies. Intelsys has state-of-the-art software development facilities, in the USA and India. Intelsys became the offshore software development partner of Quadrad II Technologies Inc., USA, and jointly developed the Insurance Maestro software, a mission critical enterprise level application for the insurance industry.
The Innovation	"eLitor" is an advanced e-Learning solution based on a highly sophisticated software engine jointly developed by Intelsys and HGE IT US. The product integrates technology for improving the conventional disposal of knowledge, both in terms of delivery and reception. Built on state-of-the-art Microsoft Technologies and open Source Technologies, it is capable of deploying contents like text, audio, live motion video, interactive and streaming multi-media through the Internet, Intranet, LAN, WAN, Broadband, VSAT, thus providing a highly interactive learning medium through Virtual Classrooms.
Key Achievements	<ul style="list-style-type: none">• Within a short span, "eLitor" has emerged as a leading e-Learning solution in the country.• "eLitor" currently has over 15 e-Learning implementations across corporates, educational institutes and the government.• Over 6000 concurrent user licenses of "eLitor" has been sold till now along over 5 Unlimited User Server Licenses.
Potential Market	In a country like India with a huge population base, "eLitor" as a Learning management System has a huge potential in the all the corporate, education and government segments. A significant international market opportunity also exists for this product. The company is targeting regions such as the APAC, US, Gulf, Africa and Europe.
IT Innovation in India	
www.innovation.nasscom.in	



- ➔ One of the recent most successful demonstration of "enlitor" was for EDUSAT Programme (jointly with HUGHES) which was launched by the Honourable president of India Dr. A.P.J. Abdul Kalam on the 28th of July, 2005 at Trivandrum, Kerala.





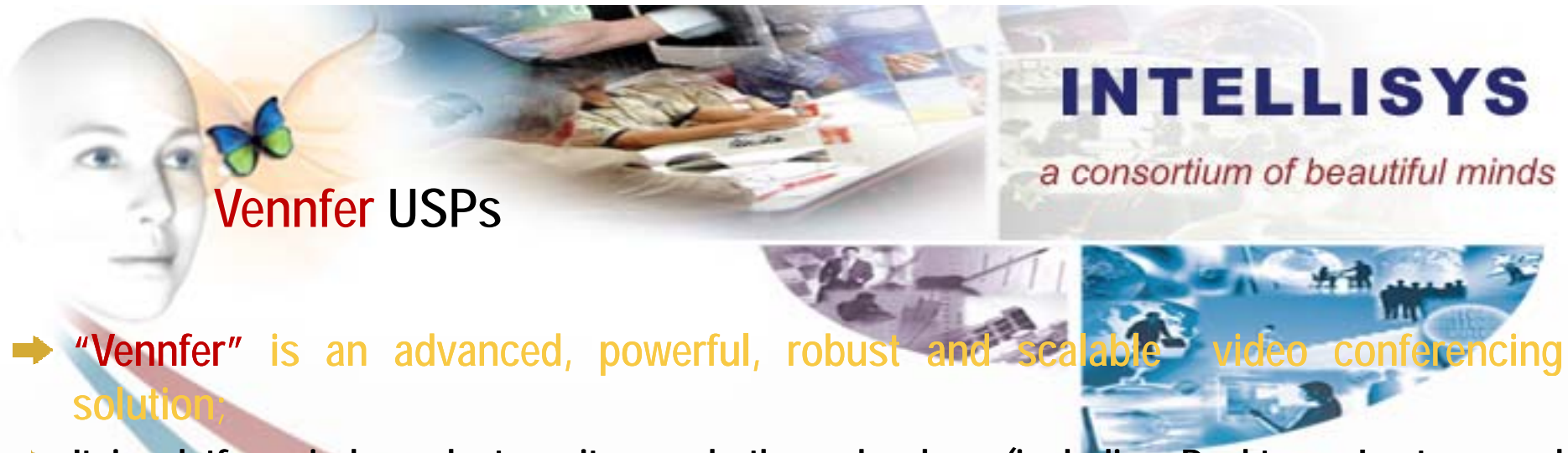
INTELLISYS's is a company focusing on high-end collaborative research and development efforts in the field of technology enabled collaboration, unified communication and videoconferencing is **one of the first of its kind in the country in the following areas:**

- ➔ **Live collaboration components**
- ➔ **Software based** - multiparty, multipoint videoconferencing product / application
- ➔ **High definition collaboration components** - development of H.264 / H.265 high definition codec on multicast network transmission protocol
- ➔ **Tele-medicine** - Tele-consultation, Tell-monitoring, Tele-mentoring, Tele-presence, Continuing Medical Education and virtual reality based 3D training
- ➔ **Tele-education** - Live collaboration studio and remote classroom based Learning
- ➔ **Tele-banking** - Videobanking applications
- ➔ **Telecom** - Videoconferencing on demand applications
- ➔ **Mobile Communication Technologies** - Advanced 3G mobile multiparty videoconferencing application
- ➔ **3D** - Videoconferencing & Content Generation Application



Why Vennfer?

- ➔ **Our study** - on the hardware end point VC equipment manufactures's namely Polycom, Tanberg and Sony
- ➔ **Our findings** – Unicast was being used as a network transmission protocol which would always be a bandwidth multiplier and hence impact scalability and for HD this would multiply manifold
- ➔ Usage of MCU for multiparty conferencing
- ➔ There was no solution that could integrate users on the boardrooms, PCs, Laptops and Mobiles in one integrated conference
- ➔ **Our Solution** – Development of H.264 / H.265 High definition Video Codec's
- ➔ Integrate the same with Multicast as a network transmission protocol
- ➔ **The result** - A unique software based videoconferencing solution "**Vennfer**" which would be robust and highly scalable, platform and network independent solution which would not only be unique for the country but also globally and can revolutionize the way Videoconferencing is done worldwide



Vennfer USPs

- ➔ "Vennfer" is an advanced, powerful, robust and scalable video conferencing solution;
- ➔ It is platform independent as it runs both on hardware(including Desktops, Laptops and mobiles) & software
- ➔ It is display device independent as it runs on any kind display LED, LCD, Plasma,
- ➔ Projectors, TVs, PC Screens, Laptop Screens and Mobile Screens
- ➔ It is camera independent as it runs on any kind of cameras High-end PTZ, Handycam, Webcam, and Mobiles
- ➔ It is network independent as it runs on any kind of Network Leased Lines, VSATs, MPLS VPNS,
- ➔ ILLs, Broadband and High Speed Datacards(HSD)
- ➔ It is a complete IP based video conferencing solution that enables real-time audio, video, and data communication over LAN , WAN (leased lines, VSATs, VPNs) and broadband by using TCPIP multicasting technology thus conserving real time bandwidth in case of synchronous audio and video delivery at multipoint locations thus, providing a highly interactive communication medium



➔ **"Vennfer"** runs on any IP based communication network which can support multicast over TCP/IP

- Intranets
- Leased Lines
- VSATs
- VPNs
- Broadband
- HSD Datacards
- CDMA
- 3G Mobile Networks (In progress)





- ➔ Developed a unique software based H.264 / H.265 compliant multiparty, multipoint videoconferencing solution on the multicast network transmission protocol
- ➔ The solution is purely software based and does not use any hardware based MCU for multiparty, multipoint videoconferencing
- ➔ The product would save between 50-65% of the capital cost of acquisition as compared to any traditional hardware based videoconferencing system
- ➔ The product would save 40-60% of the recurring bandwidth cost as compared to any traditional hardware based videoconferencing solution



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➔ Videoconferencing Market Trend

"There are going to be a few thousand boardrooms, few million PCs and a few billion handsets"

Estimated global market size is USD 9 Billion as per Frost & Sullivan projections of the growth of overall collaborative technology market.



➔ Through “**Vennfer**” we not only have a unique product in the country but also globally as per our understanding and our solution can revolutionize the way videoconferencing is done worldwide

India
USA
UK
Germany
Japan
Singapore
Australia
Africa





Boardrooms

PCs/Laptops

Mobiles

Internet

IPV6



1. Tanberg
2. Polycom
3. Sony
4. Vennfer



1. Tanberg - Mov
2. Polycom - Pvx
3. Vennfer



1. *Vennfer* (3G)



1. Skype
2. Webex
3. MS OCX
4. Vennfer (mbone)



1. *Vennfer* – only solution ready for IPV6 which is multicast

Vennfer

Videoconferencing Landscape



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Boardrooms

- Currently controls 85%+ of the Global market share
- Works in a CUG
- Works on unicast
- Requires expensive hardware based MCUs to scale up beyond 4 locations
- is bandwidth hungry with high OPEX
- comes with a high CAPEX
- Does not run effectively on all networks

PCs/Laptops

- Competition requires MCUs to enable a multiparty conference even using software clients hence the total purpose of the software client fails

Mobiles

- There is no competitive offering in this segment against "Vennfer"

Internet

- Currently has about 15% of the global market share
- Works on unicast in a services model
- Quality of Video/audio not good
- Enterprises do not use it for security threats on the internet

IPV6

- There is no competitive offering in this segment against "Vennfer"

Vennfer

*Vennfer
(Enterprise, Multicast / Unicast)*

- Saves 50-60% in Opex and 40-60% in Capex
- scales upto 2-17/37/200/N way conferences
- Can integrates boardrooms, PCs, Tablets, Laptops and Mobiles in one enterprise conference
- Can integrate data like PPT, Word , Excel, Chat, Whiteboard and Application sharing while VC
- Covers the entire spectrum of the customers VC needs and runs on any network
- Vennfer is the only solution ready for IPV6



→ **"Vennfer"** would enable videoconferencing between multi-party users from multi-point locations like boardrooms

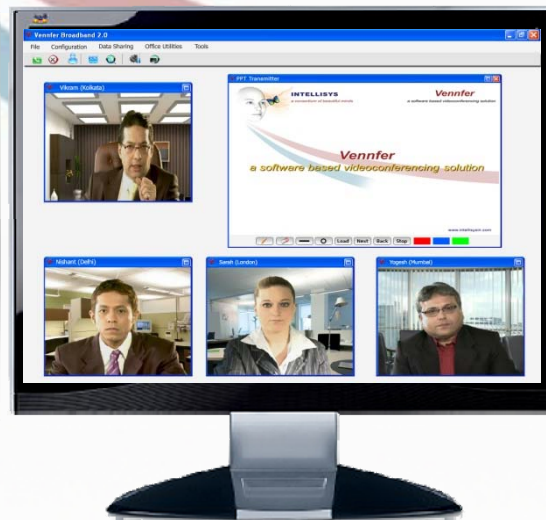




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➔ Desktops & Laptops



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➡ Tablets



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➡ Mobiles (3G)





Vennfer Product Features

- ➔ **"Vennfer"** would be able to conduct many-to-many simultaneous videoconferencing sessions 2-17 / 37 / 200 / N



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- ➔ Users of **"Vennfer"** while conferencing would be able to maximize video, share for Powerpoint, Excel, Word, Browser, Pdf, Whiteboards, Instant chats, and Application sharing



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➔ Users of **"Vennfer"** while conferencing would be able to share for Powerpoint



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➔ Users of “**Vennfer**” while conferencing would be able to share for Whiteboard

Vennfer Video Conferencing Software

File Configuration

LOG IN

Alternator

Ignition Switch

Push Button (Start Charge)

Charge LED

12V Relay

12V In

Cole / Hersee Soliniod

Keep relay switched on until Ignition is switched off

1K

Simi (Kolkata)

Iyer (Kuala Lumpur)

Ajith (Bengaluru)

Lubna (Dubai)

Reena (Ahmedabad)

Amin (Dhaka)

Firoz (Singapore)

Panda (Bhubaneswar)

Yogesh (Hyderabad)

Koruna (Guvahati)

Suresh (11.0.0.100)

Rimi (Delhi)

Raina (Gurgaon)

On Air

Cancel On Air

Maximise Video

Maximise Own Video

Restore Default View

One to One Chat

PPT Request

Cancel From Meeting

All Videos On Air

The screenshot displays the Vennfer Video Conferencing Software interface. At the top, there's a title bar with 'File' and 'Configuration' menus. Below the title bar, on the left, is a 'LOG IN' button. In the center, a circuit diagram is shown, featuring an 'Alternator', an 'Ignition Switch', a 'Push Button (Start Charge)', a 'Charge LED', a '12V Relay', a '12V In' connection, and a 'Cole / Hersee Soliniod'. A note states 'Keep relay switched on until Ignition is switched off'. On the right side, there's a vertical list of participants with their names and locations: Simi (Kolkata), Iyer (Kuala Lumpur), Ajith (Bengaluru), Lubna (Dubai), Reena (Ahmedabad), Amin (Dhaka), Firoz (Singapore), Panda (Bhubaneswar), Yogesh (Hyderabad), Koruna (Guvahati), Suresh (11.0.0.100), Rimi (Delhi), and Raina (Gurgaon). At the bottom, there's a grid of video thumbnails showing various participants. On the far left, a vertical toolbar contains buttons for 'On Air', 'Cancel On Air', 'Maximise Video', 'Maximise Own Video', 'Restore Default View', 'One to One Chat', 'PPT Request', 'Cancel From Meeting', and 'All Videos On Air'.

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➔ Users of “**Vennfer**” while conferencing would be able to share Applications



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➔ Users of “**Vennfer**” while conferencing would be able to share Internet Browser

The screenshot displays the Vennfer Video Conferencing Software interface. At the top, the title bar reads "Vennfer Video Conferencing Software". Below it, a "File Configuration" menu is visible. The main window is divided into several sections:

- Top Left:** A "LOG IN" button and a video feed of a man in a red suit.
- Top Center:** A browser window showing the URL "http://www.intellisysin.com". The browser's address bar and navigation buttons are visible.
- Top Right:** A vertical stack of six small video feeds showing different participants.
- Left Panel:** A list of participants with their names and locations, including Sini (Kolkata), Iyer (Kuala Lumpur), Ajith (Bengaluru), Lubna (Dubai), Reena (Ahmedabad), Amin (Dhaka), Firoz (Singapore), Panda (Bhubaneswar), Yogesh (Hyderabad), Karuna (Guwahati), Suresh (11.0.0.100), Rini (Delhi), and Raina (Gurgaon).
- Center:** The Vennfer website content, featuring a large image of three people working together, navigation links (Home, About Us, Products & Services, Support, Partners, Media Room), and sections for "Industry Sectors", "News & Events", "Why Vennfer", "Become a Partner", and "Buying guide".
- Bottom Left:** A control panel with buttons for "On Air", "Cancel On Air", "Maximise Video", "Maximise Own Video", "Restore Default View", "One to One Chat", "PPT Request", "Cancel From Meeting", and "All Videos On Air".
- Bottom Center:** A grid of 12 video feeds showing various participants in the conference.
- Bottom Right:** A small status bar indicating "Title of the browser window changed." and "Vennfer - Browser".



➔ **"Vennfer"** would enable switching between meetings and surveillance mode to enable real-time surveillance across the enterprise





➔ **"Vennfer"** would run on any kind of hardware display LED, LCD, Plasma, Projectors, TVs





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➔ **"Vennfer"** Runs on any kind of cameras High-end PTZ, Handycam, Webcam, and Mobile cameras





→ "Vennfer" for the first time in the world would launch 3D videoconferencing



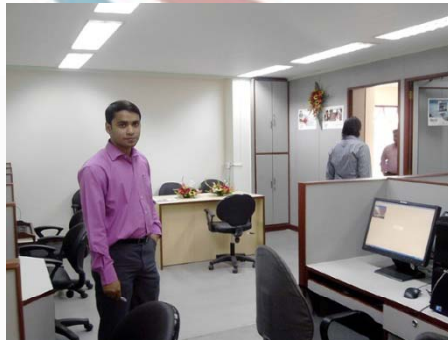




R & D Ecosystem

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IIT Kharagpur, R&D Centre



Kolkata R & D Centre



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→ **"Vennfer"** for Education & Training

- Top management / board / council meetings
- Face-to-face meetings
- Educational presentations
- Classroom sessions
- HR-placement meetings
- Campus interviews
- Distance learning
- Seminars
- Collaborative educational sessions
- Faculty meetings
- Security and real-time surveillance

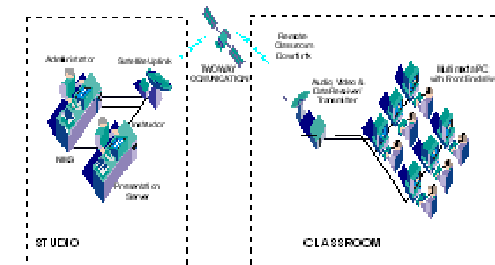




➔ Using "Vennfer" you can do **Live Synchronous Studio & Classroom** Learning and Collaboration



Network Topology



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→ "Vennfer" for Live Collaborative Classrooms



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➔ **"Vennfer"** for Live Collaborative Classrooms with electronic hand raising



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➔ “Vennfer” for Live Collaborative Classrooms with Powerpoint

Vennfer Video Conferencing Software

File Configuration

LOG IN

Sharone - Sydney (10.0.0.98)

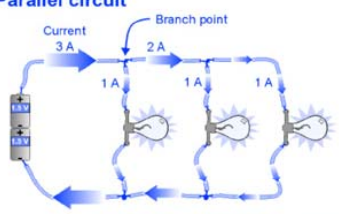
Query List

- Rimi - Kolkata (10.0.0.98)
- Sus - Pune (11.0.0.101)
- Sharone - Sydney (10.0.0.98)
- Kunal - Delhi (11.0.0.105)
- Diksha - Patna (11.0.0.120)

20.1 Series and Parallel Circuits

- In **parallel circuits** the current can take more than one path.
- Because there are multiple branches, the current is not the same at all points in a parallel circuit.

Parallel circuit



Circuit diagram

Load Next Back Stop

On Air
Cancel On Air
Maximise Video
Maximise Own Video
Restore Default View
One to One Chat
PPT Request
Cancel From Meeting

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→ **"Vennfer"** for Live Collaborative Classrooms with Whiteboard

Vennfer Video Conferencing Software

File Configuration

LOG IN

Sharone - Sydney (10.0.0.98)

Query List

- Rimi - Kolkata (10.0.0.98)
- Sus - Pune (11.0.0.101)
- Sharone - Sydney (10.0.0.98)
- Kunal - Delhi (11.0.0.105)
- Diksha - Patna (11.0.0.120)

Ignition Switch

Push Button (Start Charge)

Charge LED

1K

12V Relay

Keep relay switched on until Ignition is switched off

12V In

12V Out

Cole / Hersee Soliniod

Volt Meter V1

Main Battery

Volt Meter V2

Deep Cycle Second Battery

Load Next Back Stop

On Air

Cancel On Air

Maximise Video

Maximise Own Video

Restore Default View

One to One Chat

PPT Request

Cancel From Meeting

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→ **"Vennfer"** for Live Collaborative Classrooms with browser

The screenshot displays the Vennfer Video Conferencing Software interface. At the top, a menu bar includes 'File' and 'Configuration'. The central area features a browser window displaying the 'ELECTRIC CO.' website, which promotes '49 WAYS to save ENERGY'. To the left of the browser is a 'Query List' containing names and IP addresses, such as 'Sharone - Sydney (10.0.0.98)' and 'Diksha - Patna (11.0.0.120)'. On the right side, a vertical column of video feeds shows several participants. At the bottom left, a control panel includes buttons for 'On Air', 'Cancel On Air', 'Maximise Video', 'Maximise Own Video', 'Restore Default View', 'One to One Chat', 'PPT Request', and 'Cancel From Meeting'. The bottom right corner contains a grid of empty video slots, suggesting a multi-participant session.



➔ "Vennfer" for Healthcare & Telemedicine

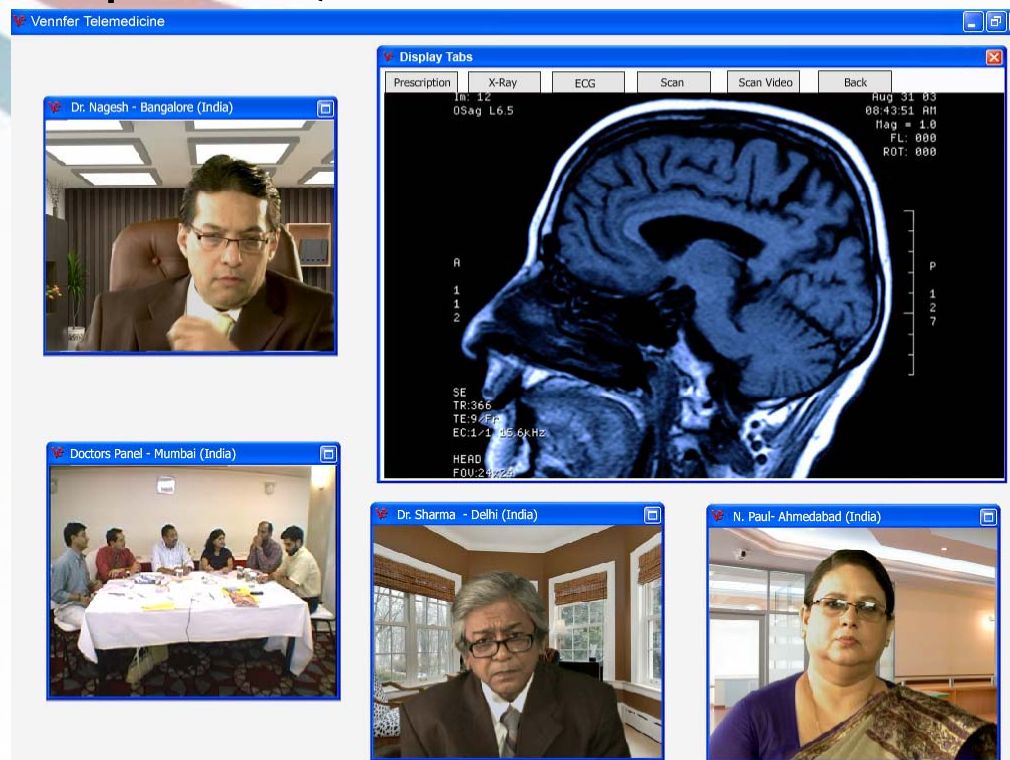




- ➔ **"Vennfer"** for Healthcare following areas on account of scarcity of doctors and para-medics
- ➔ Telemedicine
 - ~ **Tele - consultation** (Direct clinical, preventive, diagnostic, therapeutic, treatment, consultative & follow-up services)
 - ~ **Tele - monitoring** (Remote monitoring of rehabilitation services)
 - ~ **Tele - mentoring** (Education to patients & healthcare professionals)
 - ~ **Tele – presence** (Remote assistance in surgery)
- ➔ Continuing Medical Education
- ➔ Administration

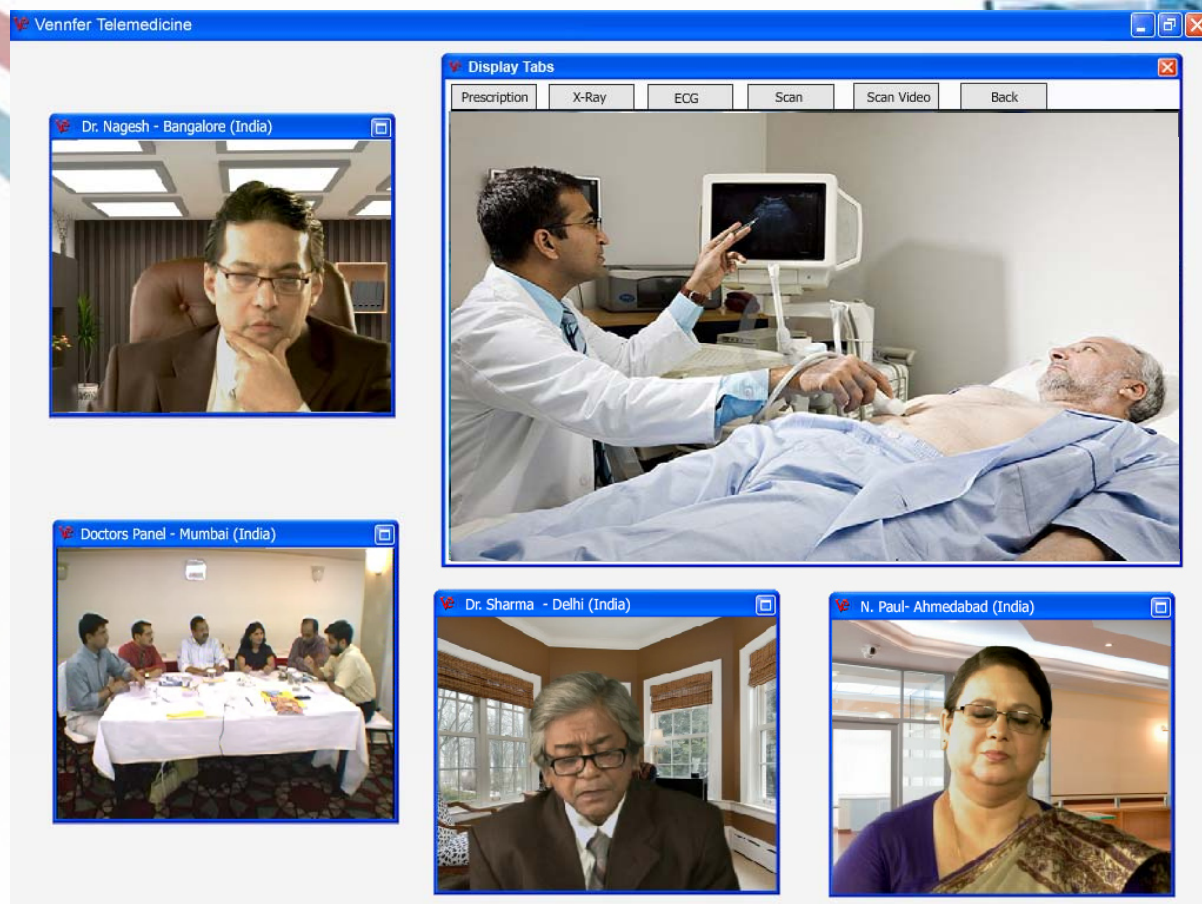


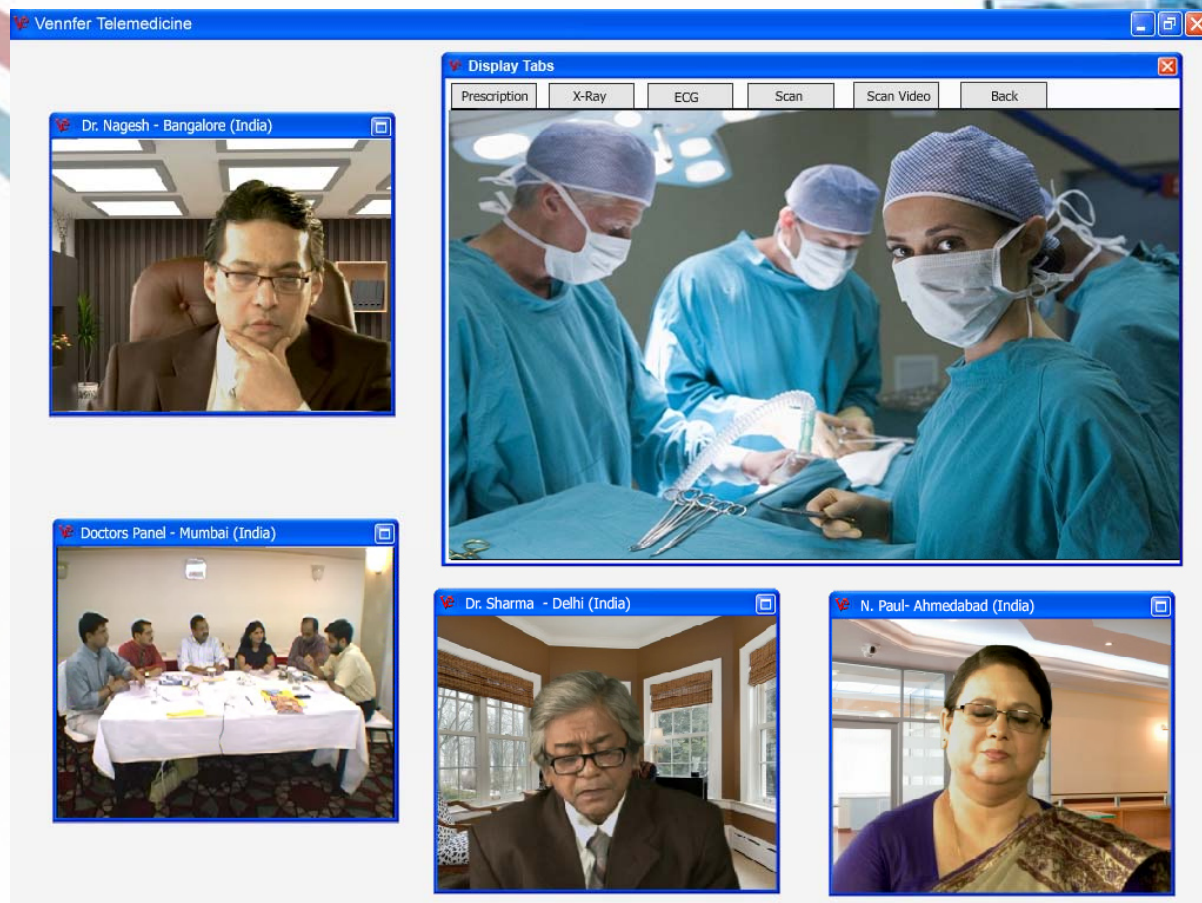
- ➔ **"Vennfer"** can be used for video conferencing extensively in the Healthcare industry in the following areas of Tele-medicine;
- ~ **Tele - consultation** (Direct clinical, preventive, diagnostic, therapeutic, treatment, consultative & follow-up services)





➡ **Tele - monitoring** (Remote monitoring of rehabilitation services)







➔ **Telemedicine on Mobiles** (Integration with DICOM)





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➔ Using **"Vennfer"** you can do 3G Mobile conferencing and Tie-up with Telecom Companies for Videoconferencing on demand





➔ "Vennfer" for the Government

- e-Governance Projects
- Statewise SWAN projects
- Education Departments
- Healthcare Departments
- Judiciary & the Legal System
- Police Force
- Defense
- Inter - departmental meetings of all govt. departments
- Public Sector Organisations
- Security and real-time surveillance
- CSC's and Kiosks



➔ **"Vennfer"** for Video Banking Services , Finance, Securities Insurance & Treasury, PSU Banks





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➔ **"Vennfer"** for Video Banking Services , Finance, Securities Insurance & Treasury, PSU Banks

Vennfer Video Banking

Relationship Manager
Welcome to ABC Bank

Customer

Vennfer Browser

Address: [] Back Next

LOGIN

- Personal
- Corporate
- Money2India
- Young Stars
- b2 branchfree banking

New User ?
Forgot User ID & Password

APPLY NOW
Fill it, Submit it, It's ONLINE.

- Savings Account
- Fixed Deposit

Personal Banking

- Deposits
- Loans
- Cards
- Investments
- Car / Health / Travel Insurance
- Life Insurance
- Demat Services
- Wealth Management

NRI Banking

- Money Transfer
- Bank Accounts
- Investments
- Property Solutions
- Insurance
- Loans

One to One Chat

Customer : my account no is 11659723644
Relationship Manager : ok
Customer : my ATM card no is 586976633214569
Relationship Manager : ok
Customer : card expiry date : 10.01.2020
Relationship Manager : Confirm your name please
Customer : Yashwant Rao

My Address : The IL & FS Financial Centre
1st Floor, Qdt. 'C', Plot No. C - 22, 'G' Block
Bandra Kurla Complex, Bandra (E)

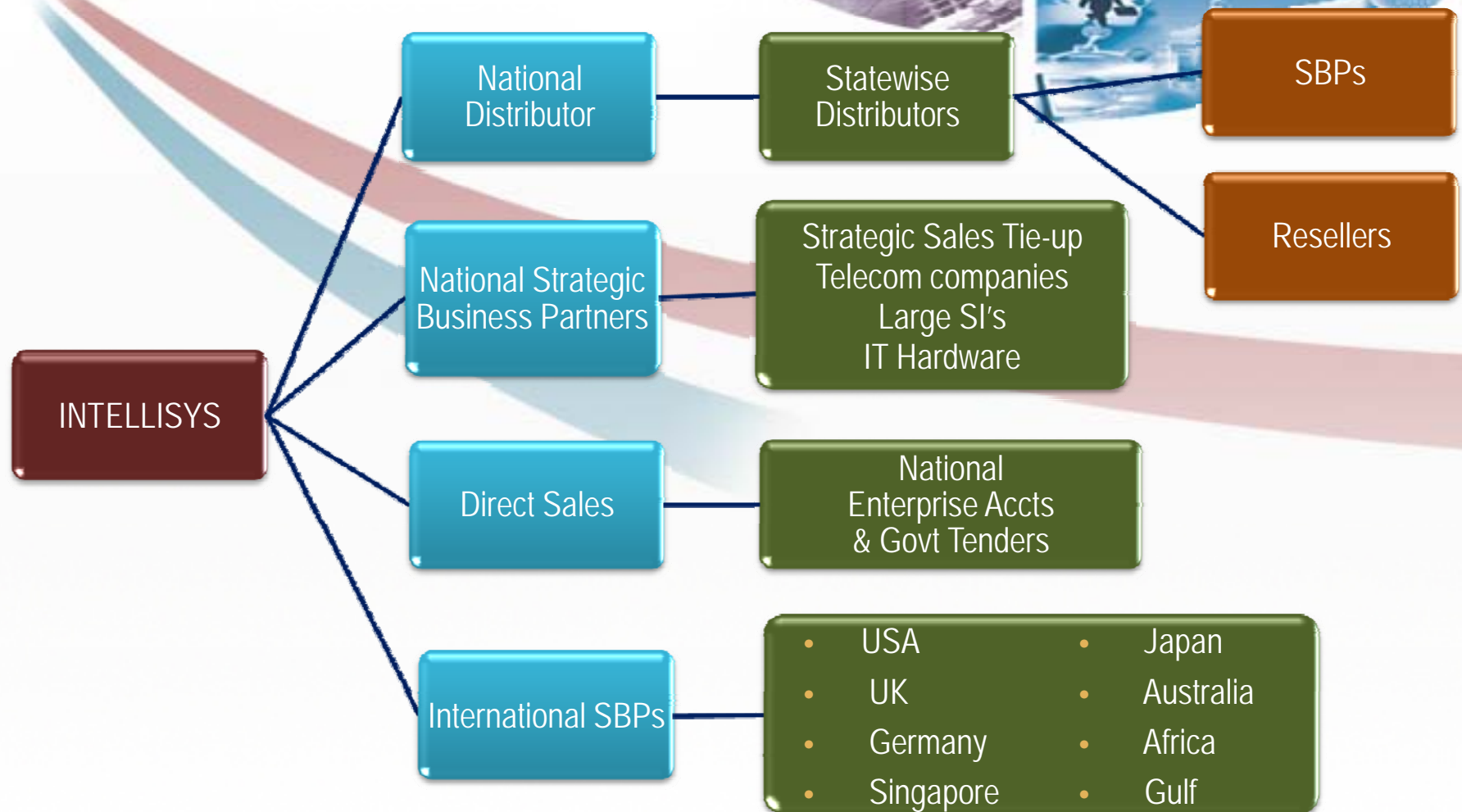
Security, Growth, Safety of I, 7.75% interest p.a.



Product Distribution

INTELLISYS

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Support Services

INTELLISYS

a consortium of beautiful minds



Escalation matrix followed

- Email
- Call Centre
- Telephone
- Remote Diagnostics
- Onsite

Existing partners trained on basic support & installation

Separate Enterprise and SMB support

Exclusive support partners appointed on a nationwide basis



Licensing Patterns

Perpetual User License

- Every client is a user, # users = # clients
- One license per client
- Mainly applicable in the SMB segment pack

Concurrent User License

- Mainly applicable in large scale enterprise deployments
- S/W installed in any # of clients
- Concurrent usage restricted based on # licenses bought

Server License

- Unlimited user license per server, # users restricted by server capacity
- Applicable where # users is high e.g. educational institutions

Annualized License

- Users pay a pre-contracted annual usage fee
- Applicable in case of offerings from telecom partner

VC on Demand

- Future licensing model for Video Conferencing
- Telecom players bill clients on a usage basis

Training & Implementation

- Integral part of all software solution deployment
- Additional source of revenue

AMCs & Product Upgrades

- Product Warranty applicable for 180 days
- After 180 days, customers would be required to sign up for AMC contracts
- Additional revenue source



Nitin Umesh (Group Chairman & Founder)

Email :

nitin@stbtechnology.com

Info@stbtechnology.com

Website :

www.stbtechnology.com