

**Microsoft**  
**GOLD CERTIFIED**  
*Partner*

Custom Development Solutions  
Mobility Solutions  
Data Management Solutions

# Corporate Profile

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## Executive Summary

Nexusus Techno Solutions Pvt Ltd., established in the year 2004, is a technology solution provider, focused on TI products and services and Application Software development using proprietary strengths in latest technologies.

Nexusus has successfully catered to the domestic CTI market needs, creating high revenue earning possibilities and at the same time managed to achieve a compounded growth rate of over 100% since its inception.

## About Nexusus

## Introduction

Nexusus Techno Solutions Pvt Ltd., promoted by first generation entrepreneurs, started their foray into CTI product development and marketing as a small but smart initiative, way back in 2004 from a small office located within the business district of Andheri, a suburb of Mumbai.

## Vision, Mission Statement

### **Vision:**

To be the leading player in the emerging market, establishing premium relationships and formulating innovative business strategies for the changing global markets.

### **Mission:**

- ▶ "Kaizen" in the business process, technologies and software development
- ▶ Continual adaptation to the changing environment of technical and business expertise.
- ▶ Delivering the apt solutions to the clients which are technically sound, innovative and eco-friendly
- ▶ Establishing a premium level of relationships with clients, vendors and internal resources for future consideration.
- ▶ Capture the target segment of IT market with business acumen and knowledge

Values:

Provide definite and perceptible value in terms of growth and savings to the customers through:

- ▶ Transformation of enterprises into a competitive force in the market place that drives top-line.
- ▶ Optimization of global operational models in the digital economy that translates into bottom-line savings
- ▶ "To be a quality provider of Information Technology Products and Services World-wide in selected vertical niche markets."
- ▶ Quality achieved through recruiting and retaining the best talent through key motivation policies and fostering Professional and ethical management at all levels of the Company.

## Product Suite

The initial focus was to develop a simple and affordable Voice Logger that the stock brokers can use for recording the transactions that take place between the broker agents and their customers. Aided by the mandate from Securities Exchange Board of India (SEBI) that all stock traders must have voice records for all their trading activities, and rapid development of the Voice Logger, Nexusus could capture the market quickly and continue to service them efficiently. The Voice Logger product, now known in the market as "CallConfine", has grown from strength to strength and has captured a market share of more than 60% in the domestic market.

Nexusus has subsequently developed IVRS product named "InterAct" and OBD product named "MaxDial" and a hybrid combination of IVRS and Outbound Dialing (OBD) named "CallBalance", to address the growing needs of the ITES market. As a forthcoming initiative Nexusus plans to enter the mobile VAS space. Plans are firmed up on developing and providing these services using "NexVAS".

## Software Development Center

NEXSUS has its CTI Product Development Center at Mumbai and Offshore Software Development Center at Kolkata and serves its clients across the country. These centers are fully equipped with required IT Infrastructure, and are managed by highly qualified and experienced personnel with relevant skill sets.

CTI Product Development Center focuses on developing and deploying CTI solutions like Voice Loggers, IVRS, OBD, SMS & Fax solutions. The mobile VAS will be also developed from this center.

Offshore Software Development Center focuses on customized application development like Enterprise chat application, Workflow management, Web portals, Record management system, Content management system etc.

These centers are adequately equipped with hardware infrastructures that include:

### Hardware

- |  |                                  |
|--|----------------------------------|
| Domain Server - HP Prolaint DL380G6        | DVR - ANX-840H                   |
| Backup Domain Server - HP Prolaint DL380G6 | EPABX - Panasonic KX-TDA 200     |
| VSS Server - HP Prolaint DL380G6           | Tata PRI (E1)                    |
| Mail Server - HP Prolaint DL380G6          | Tata 2 Mbps Internet Leased Line |
| Database Server - HP Prolaint L380G6       | Airtel Broacband 2 Mbps (Backup) |
| Firewall - Sonicwall 2400                  | Printers                         |
| Network Switch                             | Desktop                          |
| 8 port KVM Switch ATEN - CS9138            | Laptop                           |
| Biometric Finger Print Recognition         |                                  |

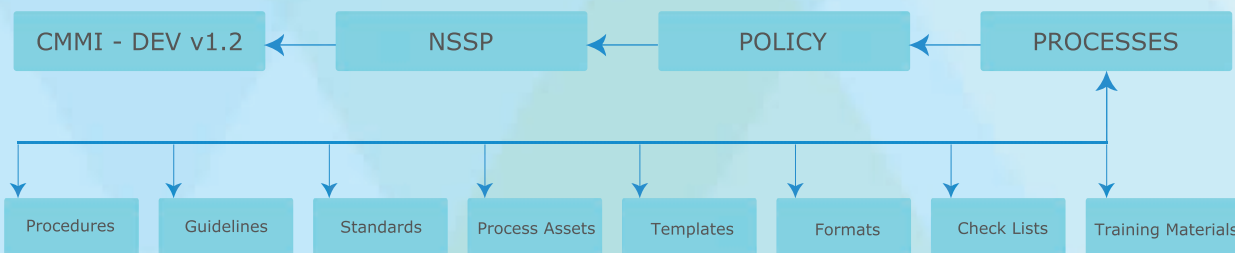
## Sales and Support functions

There are Zonal Sales offices at Mumbai, Kolkata, Bangalore and New Delhi with adequate sales personnel to acquire business for the company. The Technical Support Engineers are stationed across the country to provide technical support to the esteemed customers ensuring excellent service levels.

## Process and Quality Focus

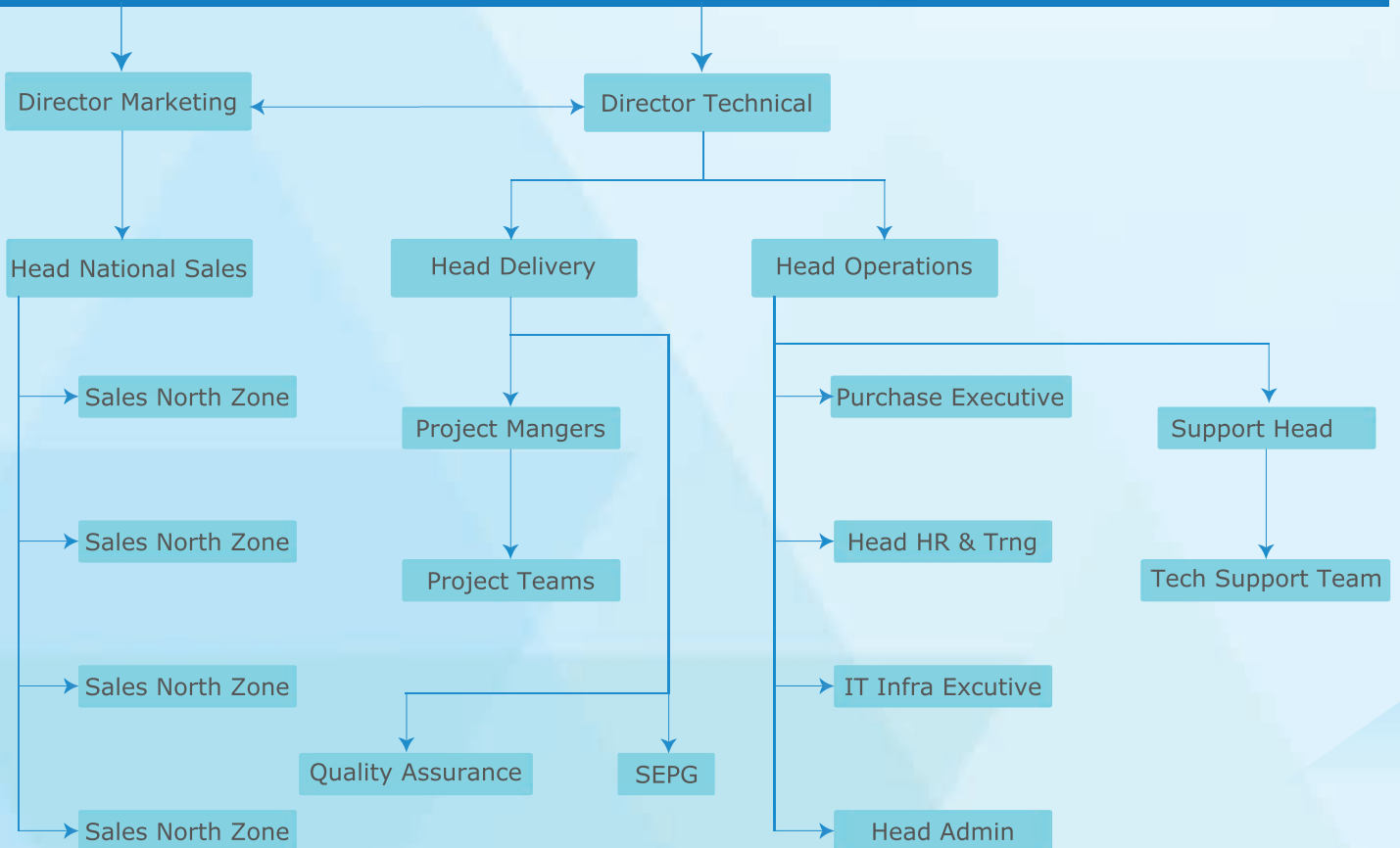
From the day one, Nexsus management believed in a process-driven culture to ensure quality products and services. Nexsus has been following a Quality Management System that is certified against ISO 9001:2008 Quality System Standards since 2006 (ISO 9001:2008 certificate) and has presently taken an initiative to implement CMMI-Dev v1.2.

To enhance the process capability to meet the business objectives and equip itself for managing outsourced software projects, the management has chosen to implement a Nexsus Standard Software Processes (NSSP) complying with the SEI-CMMI-Dev v1.2 model. On successful implementation of NSSP, the same would be appraised against Maturity Level 3 Process Areas of the CMMI-Dev v1.2.



Organization Structure

# Managing Director & CEO



You can contact us on:

#### Nexusus - Mumbai :

Reg. Office Address: Nexusus Techno Solutions Pvt. Ltd.  
33B, Apurva Estate, Makvana Road,  
Off Andheri Kurla Road,  
Andheri East  
Mumbai - 400 059  
Tel No.: +91-22-67410600

Corporate Office Address: Nexusus Techno Solutions Pvt. Ltd.  
Antariksh/Thakoor House,  
7th Floor No. 704, Makvana Lane,  
Off. Andheri Kurla Road,  
Andheri (East)  
Mumbai - 400 059  
Tel No.: +91-22-67410300  
Fax No.: +91-22-67410351  
E- Mail: [Contact@nexsussolutions.com](mailto:Contact@nexsussolutions.com)

#### Nexusus - Delhi:

Address: Nexusus Techno Solutions Pvt. Ltd.  
Room No.12, Second Floor,  
E-6, Kalkaji Main Road,  
New Delhi-110 019  
Land mark: Opp. to Citi Bank ATM  
Tel No.: +91-11-43244300

#### Nexusus - Kolkata:

Address: Nexusus Techno Solutions Pvt. Ltd.  
FE-488, Salt Lake City,  
Sector-III, 1st Floor,  
Kolkata-700106  
Tel No.: +91-33- 40071428/29

#### Nexusus - Kolkata:

Address: Nexusus Techno Solutions Pvt. Ltd.  
A - 104, Blue Cross Chamber,  
Infantry Cross Road, Bangalore - 560 001  
Tel No.: +91-080- 42048300