



“ It’s a privilege to connect with you on 'E N G A G E'.

As you know the market is highly cash sensitive. Customer trend is moving investments from capex to opex model. For the same we have established back to back association and partnerships with partners/organizations to address and serve the current expectation by incorporating a single window to transact. This is thus simplifying the complete process.

Last qtr was in line with projections in place and we, at FSPL have witnessed a YOY growth of 20% however we are optimistic on a better performance basis the funnel and pipeline in place.

We have established strategic tie up with like-minded partners, to extract core competency and expertise, that each one carries to serve a larger audience, by bringing in a win-win situation for both involved as well as adding to top and bottom line whilst ensuring bare minimum/no exposure.

Although we are optimistic, a word of caution has brought us to improvise on approach as well as inculcate new processes and procedure while onboarding customer and extending credits; the steps taken have reduced financial exposure by managing our accounts receivable to minimize outstanding balances and proactively identify poor credit risks. The Implemented credit and payment standards, specifying which credit scores and payment records are acceptable while identifying payment patterns.

I take this opportunity to urge all of you to stay inspired in managing efficiency and maintain best practice, and do keep yourself updated with all the exciting things happening in FSPL, through our very own newsletter – FSPL E N G A G E.”

Warm Regards, **Mr.Ashutosh Sharma - CFO**

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YEARS OF EXCELLENCE

An achievement like this is a testimony of a great company - one that values its employees, customers, principles and other stakeholders. Lets celebrate the good news and share it with all.



FSPL FACT

Dedicated RIM	Serving 450 + Locations Globally
Serving 5,00,000 users at 500 + Clients	Managing 2,00,000 incidents a month.
Managing 11,000 + Servers 3,70,000 + Desktops & 10,000 + Network Devices.	

ALERTS *Here we share cutting edge technology news & features.*

Opera browser reports breach

The company revealed that attackers gained access to Opera Sync, a service that lets users synchronize their browser data and settings across multiple platforms. It is investigating the incident, but initially believes the attack may have compromised user data, including passwords and login names. Opera counts 350 million users across its range products with 1.7 million Sync users. The company has reset all passwords and emailed all registered Opera sync users with details.

Chat service can be hacked

Omegle is a free online chat website that allows users to socialize with others without the need to register. The service randomly pairs users in one-on-one chat sessions where they chat anonymously. The anonymity encourages users to talk dirty and sometimes share identifiable info. Unfortunately, the chat conversations are recorded and stored on their servers. An Indian bug bounty hunter, found a way to hack into these servers to access these conversations. One should be careful with what identifiable information you are sharing over such online service while chatting with strangers. The more personal information you share, the more chances there are for others to blackmail or misuse the information.

VIEWS *Customer delight is central to FSPL goals of every team member, Here our Clients highlight the same.*



Mr.Kumar Amit
Manager - (IT)

We appreciate their Fire in the belly, their determination and zeal shown by support personnel's.

Commitment and enthusiasm of FSPL towards set targets,

is the quality I highly recommended in taking up various initiative in future.

To me Team FSPL are best described as "Challengers" – since they are ready to take any challenge connected to customer's need.

Associated with Noida Power Company Limited From 10 Years





STORAGE ASSESSMENT DEAL FOR SEPTEMBER

- Deal Of The Month, valid from 13th September to 10th October 2016.
- Contact - info@fspl.co.in

FSPL looks at your storage system from the standpoint of efficiency, security and cost effectiveness.

Storage assessment is aimed at discovering ways to get more out of your existing storage and how to grow your storage architecture in the most effective manner. It also looks at how well your storage supports your present and future business needs.

Typical areas include storage utilization, storage capacity management, storage growth and cost effectiveness.

Our Approach



Discovery

- Conduct workshop with Technical & Mgmt Stakeholder
- Define Scope of Assessment [limited to 2 days of efforts]



Analysis (Fact & Finding)

- In-depth discussion with concern owner
- Collect information such as basic host server inventory; storage capacity
- Collect information for Utilization; server configuration and performance; support and maintenance issues and disk sub-system configuration



Recommendation

- Consolidated report based on findings from the assessment and Analysis phase
- Identifies key exposures and risks
- Finding report that includes: Key exposures and issues - Recommendations to resolve exposures and issues

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TRENDS Here we share cutting edge technology news & features.

TODAY'S ENTERPRISE IT CHALLENGES

IT is asked to do more, faster and at lower costs.

They require new ways to rapidly deliver business applications and IT services while driving down overall TCO.



Cost & Complexity

Buying, deploying, managing and scaling datacenter infrastructure is expensive and time consuming.



Cost & Complexity

Legacy infrastructure built with separate servers, storage and networking creates inflexible silos of specialized IT skills.

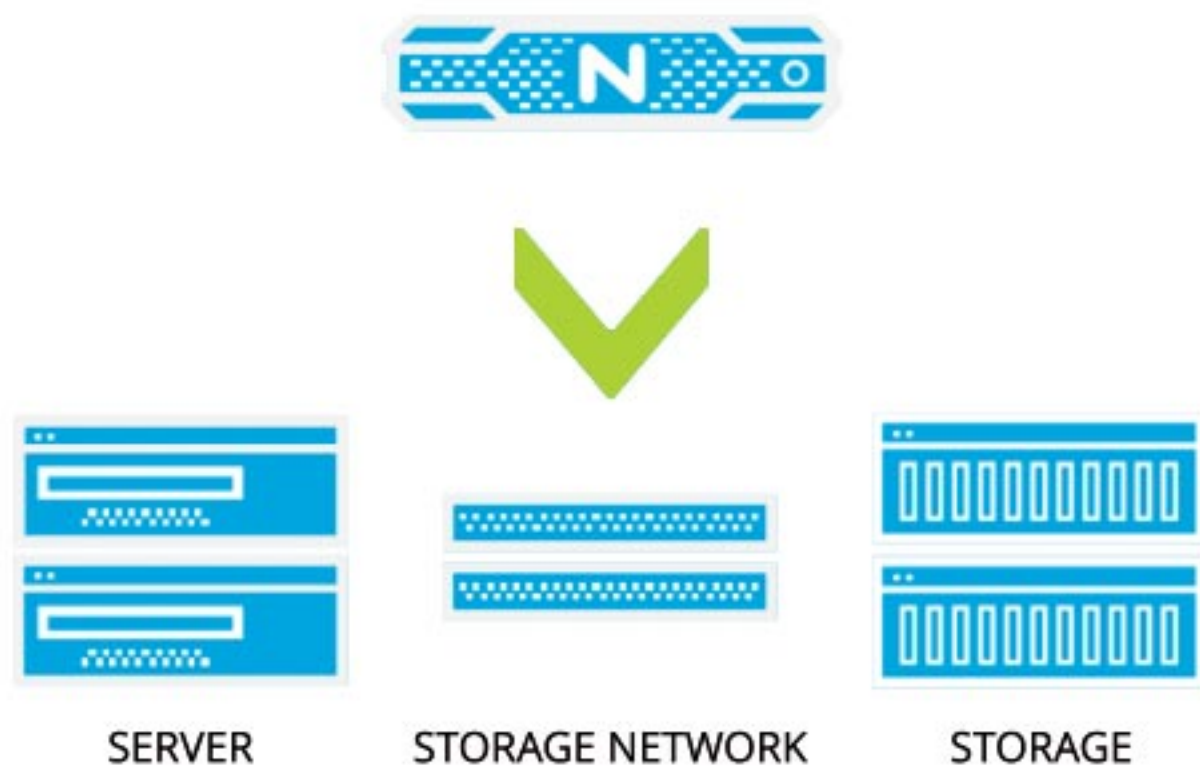


Cost & Complexity

Innovation suffers when IT spends a majority of time dealing with operational issues.

IT needs next-generation datacenter infrastructure that delivers cloud-like economics and agility, but with the security and reliability of on-premises solutions.

Hyperconverged Infrastructure



Hyperconverged infrastructure natively integrates compute and storage into a single x86-based server deployed in scale-out clusters. It reduces power and space, and dramatically eliminates storage complexity.

A hyper-converged system allows the integrated technologies to be managed as a single system through a common toolset. Hyper-converged systems can be expanded through the addition of nodes to the base unit.

Hyper-convergence grew out of the concept of converged infrastructure. Under the converged infrastructure approach, a vendor provides a pre-configured bundle of hardware and software in a single chassis with the goal of minimizing compatibility issues and simplifying management. If required, however, the technologies in a converged infrastructure can be separated and used independently. The technologies in a hyper-converged infrastructure, however, are so integrated that they cannot be broken down into separate components.

How Your Enterprise Will Benefit

<p>Lower Costs 40-60% reduction in overall CapEx and OpEx</p>	<p>Limitless Scalability Scale infrastructure predictably with no limits.</p>	<p>Fastest 8x faster time to value in buying, deploying, and managing.</p>	<p>Smallest Footprint Up to 90% reduction in power, cooling, and space</p>	<p>Time for IT Innovation Free IT resources to focus on important business initiatives and true innovation.</p>
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WELCOME Wishing the new joinees all the best for a successfull career with FSPL.

Name	Location	Name	Location	Name	Location
Shivaraj M Magi	Bangalore	Ajit Kumar Jha	Delhi	Monu R Nirmal	Mumbai
Sidin D	Bangalore	Rajeev Sharma	Delhi	Shaik Abdul Zubair	Mumbai
B Hema chalam Naidu	Bangalore	Gopal Gupta	Gurgaon	Bhavesh Kishor Gohil	Mumbai
Yuvaraj T	Bangalore	P Durga Avinash	Hyderabad	Dastgirsab Shaikhji	Mumbai
Akhil Reddy C M	Bangalore	S Maheswara Rao	Hyderabad	Sanjeev Kumar Jha	Noida
G Mahavishnu	Chennai	Harish Nadella	Hyderabad	Mohd. Imran Ansari	Noida
Shiva Anthony	Chennai	Vinod Kumar Kumawat	Jaipur	Deepak Mishra	Noida
Kavidasan Nagappan	Chennai	William Mathew	Kochi	Ankit Gupta	Noida
C Saravanan	Chennai	Pallab Tripathy	Kolkata	Mukesh Papneja	Noida
Saran Raj K	Chennai	Rajesh Prasad	Kolkata	Sonu Kumar	Noida
Suresh Chandra Pradhan	Delhi	Ravi Kumar	Ludhiana	Dragpal Singh Patel	Noida
Nafis Ahmed	Delhi	Sanket Rajapkar	Mumbai	Goutham Suryavanshi	Mumbai
Omveer	Delhi	Abdur Rahman Mannan Ahmad	Mumbai	Jatin Lad	Mumbai

GOLD Special recognition for our long service team member.



Priti Makhija
Sr. Account Manager - Sales

“ I have completed 5 years in Futuresoft Solutions. Working with FSPL here has helped me broaden my horizons. Would like to thank all my colleagues for their support. Would like to thank my senior Colleagues for always inspiring, supporting and guiding me. Most of my ideas work, not just because they are creative, but because they are supported and endorsed by my Senior Management colleagues who are supportive. Thank you FSPL family.”

WINS Recent new accounts in the FSPL Basket.

Services / Solution / Profession Service

Hardware AMC, Migration, Managed Services, DLP for End Points, SAM audit etc

SECURITY SOLUTION

End point protection
[Antivirus, DLP,
application control,
mobile security]

Migrated existing setup of leading ITES company to latest version of Trend Micro while renewing 90K existing user and adding 10K new to the setup

END POINT SECURITY SOLUTION

End point protection
Deployed Trend Micro End Point Solution for a leading consumer industry across India for 2200+ end points.

HARDWARE AMC

AMC for End points Assets

Leading Cars manufacturing brand has chosen FSPL as a partner to manage their Hardware AMC for its end point devices deployed across India operation's and its self-owned showrooms.

Total Assets covered - 500+
Locations covered - 12+
under defined SLA

ENERGY Joyous memories with team spirit. Birthday, Anniversaries and Special Celebrations



Independence day celebration - 15th Aug 2016



B'day and anniversary celebration - Aug 2016



**Certificate
of Appreciation**

We rewarded
two employees in
Sept-2016



Abhishek Bhatt (left) and Nikhil Kumar (right) being awarded the certificate of appreciation by FSPL ...

We would like to congratulate Monukumar for winning our 1st contest – Shoot Share Win! He has won himself a Nextech Power Bank of 11700mAh.

Thank you to all the participants.

Stay tuned... for the next contest!

Shoot. Share. Win.
and the WINNER is...
MONUKUMAR R NIRMAL

FSPL launches 'SHOOT SHARE WIN' campaign for our client side deputed employees FROM August 2016, we would be running this activity once in every two months till OCTOBER.

PARTICIPATE AND GET FEATURED ON ENGAGE

STRENGTHS Our services capabilities vertical wise and our delighted clients

Industry Verticals

Sectors	Managed Network Services	Managed Application Services	Managed Security Services	IT Support Services	Remote Infrastructure Management	Resource Augmentation
Retail / FMCG	✓	✓	✓	✓	✓	✓
Manufacturing	✓	✓	✓	✓	✓	✓
BFSI	✓	✓	✓	✓	✓	✓
ITES	✓	✓	✓	✓	✓	✓
BPO/KPO	✓	✓	✓	✓	✓	✓
Media & Entertainment	✓	✓	✓	✓	✓	✓
Hospitality	✓	✓	✓	✓	✓	✓
Healthcare	✓	✓	✓	✓	✓	✓
Government	✓	✓	✓	✓	✓	✓

Key Customers

Sectors	Key customers
Retail / FMCG	Pantaloons, Wal-Mart, ITC, Carrefour, Coke, Pepsi
Manufacturing	Jindal, Punj Lloyd, Rico Auto, Jubilant Group, Bata, Greenply, PL Engineering
BFSI	Amex FRC, BOA, HDFC, Aegon LIFE, GE, Fiserv, Canara HSBC, Max Life, Edelweiss, Max Bupa, Tata BSS, ABN AMRO, Man Financial, SPA Group
ITES	HCL, Adobe, Tech Mahindra, Dell, Cadence, IBM, Capgemini, Steria, Atos, R Systems, Xebia, Annik Technologies
BPO/KPO	Quattro, Vertex, Genpact, iGATE, i-Yogi, Serco, Sapient, Impetus, Aptara, Concentrix, HCL BPO, Tech Mahindra BPO
Media & Entertainment	Publisis Group, BCCL, India Today Group, NDTV, TV 18, Hindustan Times, ESPN, Cogencis, PVR, Walt Disney, Times Now
Hospitality	Lalit, EIH, IHG, Dominos, Ibibo, Leela
Healthcare	Max Healthcare, Artemis, Fortis, Sun Pharma
Government	AAI, NPCL, BHEL, HPCL, REC, NTPC, Railways, IRCTC, PFC
Others	Lufthansa, Bharti, Jaypee Group, Atos, Avaya

PARTNER-LED DELIVERY MODEL SUPPORTING 800+ LOCATIONS

250+
LOCATIONS IN
TIER-2 CITIES

200+
LOCATIONS IN
TIER-3 CITIES

300+
LOCATIONS IN
TIER-4 CITIES

Corporate Office

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