

### It's my great pleasure to connect with you all via - **ENGAGE**

Last 16 years have been phenomenal with FSPL, an organization that is driven by transparent intentions and matured directions helping us to grow and become a skillful professional.

FSPL has been established now, as a complete SI, from a box reseller in last 5 years, an accomplishment on its own. Last quarter was good in volatile economic conditions.

Also, despite being in cash deprived market, we adopted an approach to think out of the box, a contemplating approach like pay per use / finance / leasing module, which is not only helping us to optimize internal costing but also being lookers by customers in an encouraging light.

Due to demonetization, customers trend has also moved towards such partners who are fair, transparent and ethical in business. This trend has also made partners like Futuresoft to re-think before approaching customers and do a deep mapping, to showcase how ethically strong our company is, so as to mitigate risk.

A belief of a customer on its vendor, a faith of an employee on its employer and vice-versa. We need to be more focused to build this reliance. If we are able to do so, we will definitely get desired success.

Look forward to close the year on a great note and wishing you all a very fantastic financial year 2017-18.



**RAKESH BHATT**  
GM – FINANCE

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

20 YEARS  
OF EXCELLENCE

Futuresoft is recognised as a Super50 solutions partner with capabilities to create solution & service model for new age enterprises, address their end-to-end needs, that makes them a software enables digital organization.






“Here we share cutting edge Technology, News & Features.”

**Google Invites Open Source Devs to Give E2EMail Encryption a Go**

Google has released its E2EMail encryption code to open source as a way of pushing development of the technology. "Google has been criticized over the amount of time and seeming lack of progress it has made in E2EMail encryption, so open sourcing the code could help the project proceed more quickly," said Charles King, principal analyst at Pund-IT. That will not stop critics, though, he added.

**Red Hat's OpenShift Container Platform Expands Cloud Options**

Red Hat has announced the general availability of Red Hat OpenShift Container Platform 3.4. This latest version helps organizations better embrace new Linux container technologies that can deliver innovative business applications and services without sacrificing existing IT investments. It offers dynamic storage provisioning and multitenancy for both traditional and cloud-native applications.

VIEWS

Customer delight

is central to FSPL goals of every team member, here our clients highlight the same.

“ Association with Futuresoft for last three and half years has been really appreciable and we wish to have such continuation in future. They are the preferred and reliable business partner for BATA India in numerous activities that we had worked over. We have found Futuresoft team, to be a partner who have understood our requirements and have offered best proven solution as per industry practices. We definitely recommend Futuresoft Solutions Pvt. Ltd. for all IT Products, Services & Solutions. ”





Contact - [info@fspl.co.in](mailto:info@fspl.co.in)  
Offer valid till 15 April 2017.

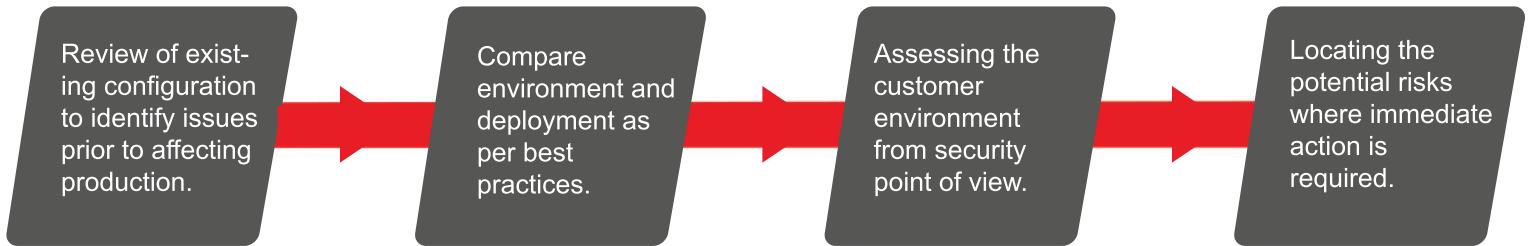
# INFORMATION SECURITY HEALTH CHECK

Information security can be defined as the process of protecting information from a wide range of threats in order to ensure business continuity, minimize business damage and maximize return on investments and business opportunities by preserving confidentiality, integrity and availability of information. Information security management could therefore be very vital in maintaining an organization's profitability, competitive edge, cash flow legal compliance etc.



Our Security health check service collects data and statistics on the critical aspects of Firewall, UTM Antivirus, and Servers Vulnerability environment: Operations, Performance, Infrastructure, Security, and Routing. The goal of this health check is to proactively diagnose and analyze the data collected to potentially avoid any problems in the future.

The Security Health Check is designed for senior and top-level IT staff responsible for the daily support and maintenance of the infrastructure security. FSPL will provide operations, configuration and architectural recommendations aimed at improving the operational efficiency of your Firewall, UTM, Antivirus, Servers Vulnerability etc.



**FSPL's Security Health Check** reveals causes (not just symptoms) of root problems enabling you to take a proactive approach to reduce errors. This includes helping to optimize productivity and uncovering potential efficiency issues before they affect users and drive up support costs. Addressing any hidden weaknesses in your infrastructure and security processes which can result in improved up-time and lower support costs. Contact our experts to schedule your Security Health Check.



## Assessment Pre-Requisites

- FSPL would need Security Device or Servers credentials for assessment of Security Health Checkup.
- A dedicated engineer should be aligned during the assessment who can provide the required information.
- An existing or new Member Server (Windows 2008R2) server would be required to install few tools.



## Assessment Scope

- One no. of Assessment of UTM/Firewall
- Five no. of Servers to identify the Vulnerabilities
- One No. of Antivirus server
- No. of locations covered in the scope would be one



## Assessment Duration

- 2-3 working days would be required for doing the assessment
- Two additional days would be required for generating the report with recommendations.





**TRENDS**

**Few things you need to know about Software Compliance & its repercussions**

It is no mystery that Software licensing and audits can be complicated. Chances are good, if you are like many of the companies who do not have the right Software Asset Management (SAM) strategy in place.

Unfortunately, most companies do not have a strong understanding of software compliance—or the repercussions of a Software Audit. That is why, we have put together a quick reference guide to help you get up to speed with what you need to know about Software Compliance and Audits.

**You are going to get audited**

If your company uses Microsoft / Adobe / Oracle / Autodesk software licenses—no matter if you are a Fortune 500 organization or a mom-and-pop business—you will almost definitely be audited at some point. It is impossible to say when it might happen, but you have to be ready.

Most companies do not have the proper controls and plan in place to deal with an audit. And this almost always leads to findings that will cost your business a settlement. Lucky for you, you can avoid any such surprises with an experienced team of IT professionals on your side.



**Compliance is your responsibility**

It is still surprising how many companies do not understand that Software Vendors / OEM's have absolutely no liability when it comes to compliance. In fact, there is a clause in just about every software contract that gives the software vendor the right to come in and audit at any time. That makes it critically important for your organization to implement the right policies and procedures to maintain compliance—so if you have not taken ownership of your compliance plan, now is the time!



**Failure or neglect can cost you big bucks.**

The financial penalties for non-compliance can be significant because improper use of software licenses will cost your company in two different ways.

- 1 You will have to pay the upfront purchase/initial licensing cost. There are maintenance fees associated with this, too. And these fees will need to be paid retroactively if you aren't compliant.
- 2 Improper license use will cost you is through software consumption. If you are using more units of the software than you are licensed for, you will have to pay for these as well and that gets expensive.



**Successful compliance is a blend of people, processes, and tools.**



There are literally **N** number of licensing metrics for eg. MS. There are even more when you extend these metrics to other vendors. With the complexity of these licenses, proper use of metrics tools becomes important—and using them the right way means more than just putting them in place.

You have to make sure you know how to use them, how to report properly, and how to stay consistent with reporting. Not to mention, you have to always be ready for an inevitable audit. This means a seamless integration with your staff, making sure they have the tools they need to succeed, and creating a plan for the process.

*Many companies do not have the necessary expertise, time, or workforce to devote to software compliance. This is unfortunate, because it is going to cost them in the long run.*

**GOLD**

— thanks for —  
**BEING AWESOME**  
*employee recognition that works!*



**Employee Code - 22397**  
**Employee name - Vipin Rana**  
**Designation - System Engineer**

I am really thankful to you guys for providing me great platform to serve and achieve my goals in these 5 years, it was a pleasant journey with FSPL. I am really thankful to all my colleagues who have supported and pushed me in arduous situations.

If I talk about my achievement in these 5 years, there are number of achievements, and I believe my confidence is the biggest achievement for me. I proudly say that my job profile and responsibilities given to me has changed me completely, and working with such leaders is a pleasure for me.  
 Thank you FSPL for all your support and guidance.

**BUZZ**

**"Contest of the Month - Let's be crazy on this Holi"**

Celebrate the Festival of Colors and Spread a message through your face.

Choose your own Theme, it may be 'Save Water', 'Save Nature', 'Quit Smoking' or any other of your choice.

Two painted faces with best messages, will be rewarded. Also your painted face will shine in our Newsletter.

**2500 each**

**T&Cs.**

1. Only use water base safe paints or approved cosmetics which are not harmful for skin.
2. Two Pictures before and after have to be submitted. Share the message in written as well.
3. Last date of submission is 20<sup>th</sup> March'17.



**"Contest Of the Month"**

**Paint your Face w  
 "Be Crazy On This HOLI"**





**WELCOME** *Wishing the new joinees all the best for a successful career at FSPL.*



**View New Employees Information**

NOIDA	
NAME	DOJ
Razi Ahmed	24/01/2017
Pravesh Kumar	27/01/2017
Ravinder Singh Bist	16/02/2017
Abhinav Yadav	20/02/2017
Iftikhar Alam Shah	25/02/2017

GURGAON	
NAME	DOJ
Ajaz Amin	17/01/2017
Lav Kumar Yadav	25/01/2017
Sumit Chatterjee	01/02/2017
Harsh Sethi	09/02/2017
Harish Kumar	09/02/2017
Syed Imran Hasan	22/02/2017

DELHI	
NAME	DOJ
Siddhi Datri	06/02/2017

OKHLA	
NAME	DOJ
Ashwin Angiah	06/02/2017

MUMBAI	
NAME	DOJ
Hardik U Vaiyata	19/01/2017
Ganesh Bonal	01/02/2017
Murali K V	01/02/1017
Vaibhav T Jiman	01/02/1017
Omkar Mhatre	20/02/2017

CHENNAI	
NAME	DOJ
Dinesh kumar R	16/01/2017
Manikandan TM	09/01/2017
C Prabhu	18/01/2017
Arun kumar S	18/01/2017
Arika Kiran Kumar	27/01/2017
P Ramsandeep	08/02/2017
A Selvakumar	10/02/2017
Veeramani K	12/02/2017

LUCKNOW	
NAME	DOJ
Neelesh K Verma	16/01/2017
Ritesh Kumar	06/01/2017
Vikas Yadav	08/02/2017

TRIVANDRUM	
NAME	DOJ
Vasanthkumar R	12/01/2017

**WINS**

**Hardware AMC**

India's largest media conglomerate company showed faith in FSPL and awarded its SERVER AMC contract for approx. 350+ nodes spread across PAN India.



**Product Retail**

Leading global retail chain with its presence across India bought Microsoft licenses for their corporate office to smoothly run their business.



**Hardware AMC**

Leading IT/ITES company renewed their Hardware AMC contract with FSPL for the 3rd consecutive year covering 300+ servers spread across PAN India.



**Managed Services**

A leading player in the Indian liquor industry outsourced 'desktop support' work for their head office and one of the key location covering 350+ users. Also they have undertaken our 'on-call support' services for other PAN India locations.





ENERGY

Joyous memories within team, Birthday, Anniversaries & Special Events - 2017

B'day & Anniversary Celebration - Jan-Feb 2017



FSPL FAMILY



LOHRI CELEBRATIONS





**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	Publicis Groupe, 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

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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**

253, Okhla Industrial Estate, Phase III, New Delhi - 110 020  
Voice: +91-11-4859 5900 | Fax: +91-11-4161 2344

**Branch Office**

Mumbai 202, 2nd floor. Neelkanth Commercial Center  
Sahar Road, Parsiwada Andheri East Mumbai - 400099

Email: [info@fspl.co.in](mailto:info@fspl.co.in)