

ASHUTOSH SHARMA, CFO



Dear All,

It is always an honour to re-connect with you all after long and especially amidst the domain buzzing with action, confusion, assumptions, yearend closures, New Year challenges, anxiety with so much happening. List seems endless. Nevertheless enveloped in exciting times!

While all were shared in the last edition of Engage (from CEO desk) on how we fared last year, trends, notes to be of cognizant of; importance of attitude and the positivity with which we stepped into new year ; things are only looking better as we speak and I thank one and all for their contributions for treading towards ensuring the dreams at personal and organization levels are met .

This would only talk about the most exciting topic of today...the subject which has occupied the minds of Indians across globe from last few months , has taken the print and electronic media by storm , have memes, pro and against motions, septicity , ambiguity but yes super enthusiasm amongst all and you know that already before reading the next word...





Yes, I am talking about **GST** and my intention here, is not to bombard you with adjectives and financial jargons, but attempt is to explain simply with a hope that you and your friends benefit whilst clearing any assumptions existing already.

GST is "one indirect tax" for the whole nation, which will make **India One Unified Common Market**. GST is a single tax on the supply of goods and services, right from the manufacturer to the consumer. With GST coming in under one roof, Goods and service tax brings uniformity for all products across the states. Every common person will be able to understand it as GST for all products.

Credits of input taxes paid at each stage will be available in the subsequent stage of value addition, which makes GST essentially a tax only on value addition at each stage. The final consumer will thus bear only the GST charged by the last dealer in the supply chain, with set-off benefits at all the previous stages.

The benefits of GST can be summarized as under:

A) For Business and Industry:-

-  Easy Compliance: Uniformity of tax rates and structure
-  Removal of Cascading: A system of seamless tax credits throughout the value chain, and across boundaries of States, would ensure that there is minimal cascading of taxes. This would reduce hidden costs of doing business.
-  Improved Competitiveness: Reduction in transaction costs of doing business would eventually lead to an improved competitiveness for the trade and industry.
-  Gain to manufacturers and exporters.

B) For the Consumer:-

Single and transparent tax proportionate to the value of goods and services: Due to multiple indirect taxes being levied by the Centre and State, with incomplete or no input tax credits available at progressive stages of value addition, the cost of most goods and services in the country today are laden with many hidden taxes. Under GST, there would be only one tax from the manufacturer to the consumer, leading to transparency of taxes paid to the final consumer.

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 Relief in Overall Tax Burden: Because of efficiency gains and prevention of leakages, the overall tax burden on most commodities will come down, which will benefit consumers.

Following taxes at the Centre and State level are being subsumed into GST:-

A) At the Central level, the following taxes are being subsumed:

- Central Excise Duty,
- Additional Excise Duty,
- Service Tax,
- Additional Customs Duty commonly known as Countervailing Duty, and
- Special Additional Duty of Customs.

B) At the State level, the following taxes are being subsumed:

- Subsuming of State Value Added Tax/Sales Tax,
- Entertainment Tax (other than the tax levied by the local bodies), Central Sales Tax (levied by the Centre and collected by the States),
- Octroi and Entry tax,
- Purchase tax,
- Luxury tax.

Though I have tried to remain simple in choice of words but always available for a revisit, which would have got unexplained; until we meet again on our very own ENGAGE.

Registration End Date
- 31 August 2017 -

DEAL OF

THE MONTH

INR 50/- per
desktop & server
for a one time license
compliance / audit report

SOFTWARE LICENSE AUDIT

Overview

With Software Compliance, rules getting tighter, it has become crucial for IT administrators to ensure that unlicensed software are not a part of their organization.

Identification of unlicensed software during a Software License Audit might not only result in the organization shelling out huge amounts but also damage the very reputation of the enterprise.

Software Compliance Facts

1

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3

4

FIRST FACT

There is no escape: 8 out the top 10, or 13 out of the top 20 software vendors (by revenue) have active License Compliance Audit Programs globally to safeguard licensing revenue

SECOND FACT

This is not about honesty: The average settlement fee per audit equates to 34% of a company's existing annual contract value with the auditing vendor

THIRD FACT

Many names for one goal: 'SAM Engagement', 'True-up', 'License Optimization', 'Baseline' and many more . No matter how the vendors call it, it is always an audit that will cost you money

FOURTH FACT

Cannot outsource the challenge: Whoever 'looks after' licensing for you, whether it is a LAR, SAM service provider or SAM tool vendor, no one will guarantee your compliance or pay your audit bills

Software Compliance Audit Service



The challenges of software license compliance and software license management are many, but the rewards can far outweigh the costs of tackling the problem proactively with a comprehensive Software License compliance Audit program that Futuresoft provides as a service. FSPL has a specially designed Software Compliance Audit program to do a Software compliance audit for Microsoft products. The compliance check will help organization in getting a holistic view of the licenses utilized on desktops/laptops/servers (physical or virtual).

Audit Benefits

The key benefits of Software License Management include:

- Maintain a list of commercial/non-commercial software used at the enterprise.
- Identify the over-licensed / under-licensed software.
- Avoid penalty for non-compliance of software licensing during software license audits.
- Cut down cost by canceling the licenses of unused software.

Surviving the Security 'Skills Desert'

If you've ever spent time in a desert, it may seem inconceivable to you that creatures actually can live there. The fact that animals not only survive, but also thrive in those conditions seems counterintuitive. In fact, a number of animals do so -- in many cases, they are aided by an array of specialized adaptations that allow them to leverage the environment to their advantage. [Read more...](#)



ALERTS

Reinventing Online Marketplaces in the Cloud

In the cloud, showcasing the partner ecosystem in an online marketplace has become imperative. Salesforce has been in the vanguard of this trend. Since its inception in 2005, the AppExchange has grown to include more than 3,000 partner solutions that augment Salesforce's growing portfolio of cloud services. AppExchange has strengthened significantly Salesforce's position in the marketplace. [Read more...](#)

VIEWS

“ We have been associated with Futuresoft for more than 8 years. During our association we found them proactive & a trust worthy partner willing to work with us anytime. They offer proven solutions as per the industry best practices and will continue to be our preferred partner in numerous engagements.

Chief Manager



”

TRENDS

Are you READY for the Next Big Cyber-Attack?

Ransomware is a family of malware that takes files on a PC or network storage, encrypts them, and then extorts money to unlock the files. Ransomware is one of the most widespread and damaging threats that internet users face today. Since the infamous CryptoLocker first appeared in 2013, we have seen a new era of file-encrypting ransomware variants delivered through spam messages and exploit kits, extorting money from home users and businesses alike.



As Robotics, Digitization and the Internet of Things (IoT) become more ingrained; cyber-attackers continue to provide stark reminders that critical computer infrastructure systems – increasingly linked via wireless networks – are vulnerable to serious breaches.

For instance, the most recent WannaCry ransomware affected hundreds of millions of computer users worldwide.



CRITICAL CYBERSECURITY RISKS



Inadequate cybersecurity could yield the following critical risks and potential scenarios :

Insecure remote access communication, which would lead to a hijacked process control system.

Improper pre-deployment IT system testing, which could lean to an operations disruption or shutdown.

Poor security practices by a third-party contractor, which could introduce a virus and shut down SCADA systems.

Direct acquisition of unpatched technology without adequate testing, which could allow adversaries to gain remote access.

THREE LEVELS OF RANSOMWARE

Ransomware: a type of malicious software designed to block access to a system until a sum of money is paid.



HOW TO DEFEND YOUR ORGANIZATION FROM RANSOMWARE ATTACKS

Train your employees

Specify the cyber security rules and explain the social engineering techniques.



Limit User Privileges

Careful management of user privileges may help in avoiding the spread of ransomware.

Explain What Phishing is

Instruct your employees not to open suspicious files or files sent from unfamiliar senders.



Block AppData / Local AppData

Create rules that block programs from AppData / Local AppData folders.

Disable Macro Scripts

Disable the running of Macro scripts on Office files sent via email.



Keep your Systems Updated

Hackers take advantage of outdated systems to infiltrate the network.

Use Third-Party software

Many programs aimed at addressing specific ransomware threats are constantly being released.



Introduce the Culture

Implement technical indicators.

GOLD

It's been a memorable experience working with Futuresoft Solutions for 5years now.

Learnt many things with Futuresoft and HCL. Here, I got an opportunity to improve on my technical and managerial skills.

I am sure this will help me in my future career growth.

I would like to thank Nikita Bharti, Jayant Narang for their continued support whenever needed.

I truly hope my dedication towards work will help in my professional growth.



VIKRAM SINGH BISHT

Team Lead (IT Logistics)



ROHIT

Team Lead

It's been a memorable experience working with Futuresoft Solutions for 5years now and I must say , these have been years well spent.

Exposure I have received has been phenomenal which helped me in molding myself into a well-rounded professional. Learnt many things with Futuresoft and HCL. I am sure this will help me in my future career growth.

I am thankful to Nikita Bharti, Jayant Narang for their continued support whenever needed.

BUZZ



SPOT THE DIFFERENCES

LAST DATE: 20-AUG-17

Spot **5** Differences

First 2 correct early bird entries would be awarded.

This contest is for **On-site deployed employees Only**



WELCOME

New Joinees in May 2017

CHENNAI

Gopi Krishna S
H John
Nirmalraj M
Gayatri Devi Kasibhotla

AHMEDABAD

Jaydip Vadgama

BANGLORE

Mandapati Sateesh Kumar
Deepak K
Naveed Showkat

LUCKNOW

Rahul Kishan Yadav
Salman Khan

DELHI

Sattayam Rawat
Neha Bhatnagar

NOIDA

Md. Shakib Alam
Ritambhra Anand
Deedar Singh Deol

New Joinees in June 2017

NOIDA

Indrajeet Prasad
Vivek Kumar
Amit Kumar Chauhan
Kapil Kumar
Ankur Gupta
Ankur Goel
Vivek Tripathi
Suraj Kumar
Vijay Kumar

Mumbai

Rahul Mishra

Hyderabad

Naga Anil
babu chinthala

Jamshedpur

Rabindra K S

Raipur

Himanshu S

GURGAON

Surendra Yadav
Jatin Prasad
Ghanshyam
Bijender Singh
Praveen Kumar
Saurabh Singh
Vikas Gupta
Partik Kumar
Shubham Sharma
Vaibhav Goswami
Santosh Singh
Anil Kumar
Tarak Rindani
Shahney Alam
Rishav Pipal
Inderjeet Singh
Deepak Singh Danu
Prabhjot Singh
Abhinandan Garg
Suryakanta Mishra
Anand Agnihotri
Nitin Mathur

KOLKATA

Anurag Thakur
Debasish Ghosh
Premanshu Kodali
Ekhlakur Rahman

CHENNAI

D Balamurugan
Thanigaimani A S
V Ravi Srinivas

Joseph Paul P
A Balamurugan

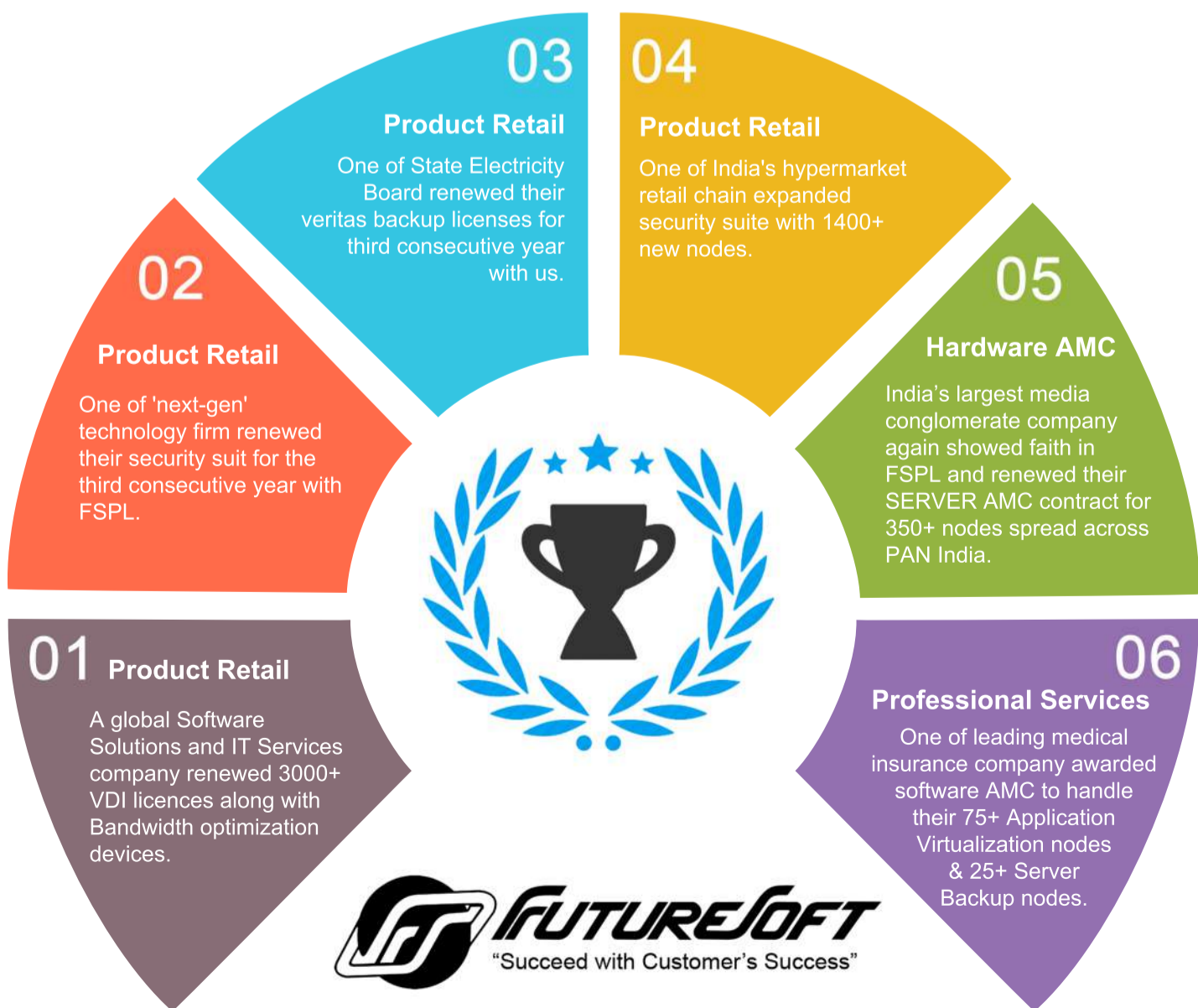
DELHI

Rajmohan Singh Bisht
Sumit Kumar
Kirti Srivastav

Resham Kumar
Akash Deep



WINS



ENERGY

Biggest Loser Season 2

WINNER



NAME	FROM	TO	REDUCTION IN %	CHANGE IN %
ASHISH SHARMA	114.5	91.7	22.8	19.91%

1st RUNNER UP



NAME	FROM	TO	REDUCTION IN %	CHANGE IN %
MOHD. FAHIM	78.5	67	11.5	14.65%

2nd RUNNER UP



NAME	FROM	TO	REDUCTION IN %	CHANGE IN %
MUBASHIR KHAN	84	73.8	10.2	12.14%

3rd RUNNER UP



NAME	FROM	TO	REDUCTION IN %	CHANGE IN %
NEERAJ MUNDRA	83.4	74.9	8.5	10.19%



B'day & Anniversaries Celebration



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

20 YEARS OF EXCELLENCE



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



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 enabled digital organization.

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

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