

VIPUL DATTA,
CEO

I wish to start by thanking our internal & external customers for their continued support to FSPL.



At the end of first quarter for the new FY 18-19, we have sustained 100% renewal for all our existing contracts and attrition is way below the present industry standards. It means, team FSPL is doing most things right at every step of their engagement with internal & external clients. Outlook for current FY is robust for us and we are certain to achieve our target of YOY growth of 80%, which means that we have acquired the required skills and have built the delivery capabilities in line with the business growth.



Key Areas of Growth for us are Digitization Adoption in Government & Corporate / growing focus on Digital Workplace / Adopting Cloud & HCI in Refresh or Scale out requirement of client in Backend Infra / Adopting Mobility in greater ways and increasing application & data availability in most secured way possible to support the Geo expansion of our clients from major cities to Tier 3 and Tier 4 cities. Compliance is a growing concern for our clients and FSPL is geared up to provide apt solution for our clients business specific or generic compliance needs especially towards GDPR etc. Process Automation will be the key driver for achieving productivity and digitization targets of our clients.

I can't thank everyone enough to provide us with an opportunity to contribute in creating values for us and our client on continual basis and management of FSPL is committed to bring more value on table and drive each engagement with greater ROI and better than before TCO for our customers.



It is crucial to our success that the team FSPL works as a common force and to achieve this objective a land mark program is being launched by HR to bring more skin in the game from each team member and reward the top performers (nominated by the team itself) with Harley Davidson / International Vacation for family and many more goodies.

I wish all my colleagues the very best and wish to thank them again for their continued support and trust in our combined abilities.



“ 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, JK Tyre ”

« OUR AMBIT »



Futuresoft Solutions has always produced and maintained unprecedented value to their valued customers by working on highly inventive business models of Data Center migration and NOC/SOC setup, which is now, attuned to new reality needs. Over a passage of time, as we gain experiential opportunities, we are now adopting and moving towards “Digitalization as a Strategy” by transforming traditional business models and processes by spreading word of new digital technologies. Our leaders think strategically and harness each wave of digital change to create new value to customers and fresh opportunities to our business. Due to these unique propositions undertaken by FSPL, we stand out as a reliable IT/ITeS organization.

SUMMARY OF KEY CAPABILITIES OF FSPL.

- 1 Data Center / DR setup migration projects.
- 2 NOC / SOC setup migration project
- 3 PKI based digital authentication process implementation
- 4 Smart contracts using blockchain
- 5 Blockchain projects in Crypto or Non-Crypto currency use cases.
- 6 Cloud Adoption Migration (Private, Public or Hybrid cloud) - experience in Microsoft / Amazon and Oracle cloud platforms
- 7 APDRP Projects
- 8 SWAN Project - State Wide Area Network.
- 9 Smart City project
- 10 Smart Grid
- 11 Compliance in totality for Data Security / Availability
- 12 Virtualisation Adoption for an Enterprise covering Network / Storage / Server and End-Point Virtualisation
- 13 Managed Service - Delivering IT services mapped to a SLA
- 14 Hardware AMC - Partner owned SLA mapped Annual Maintenance Contract (AMC) for entire hardware stack for a company including Servers / Networking / Telecom / Storage / Desktop and Laptops across India.
- 15 Adoption of business use cases in advanced technologies like Blockchain, Chatbots and Machine Learning
- 16 Artificial Intelligence
- 17 Augmented & Virtual Reality projects
- 18 Process Automation projects

Certifications of the company are [CMMI LEVEL 3](#) / [ISO 27001](#) / [ISO 20001](#) / [ISO 2009](#) / [ITIL](#) and few more.

Contact us today at info@fspl.co.in, to talk to our Industry experts on any expertise we hold.

5 Important Healthcare Cloud Security Factors to Weigh

The healthcare cloud has been growing incredibly, becoming an ever-more-important element of health information technology, or HIT. There are many reasons why the HIT cloud has been becoming more prominent, such as research and development and collaboration. Since the cloud has been expanding so rapidly, this may be a good time to reconsider security. [Read more...](#)



ALERTS

The IoT's Perplexing Security Problems

Worldwide IoT spending will total nearly \$773 billion this year, IDC has predicted. The IoT will sustain a compound annual growth rate of 14.4 percent, and spending will hit \$1.1 trillion by 2021, according to the firm's forecast. Consumer IoT spending will total \$62 billion this year, making it the fourth largest industry segment, after manufacturing, transportation and utilities. [Read more...](#)

« WINS »»

1



Professional Services

For our client, amongst the leading MNC we provided them with the solution of Data protector which is being used for managing the data backup needs of clients core business application and team FSPL has successfully implemented the product in-line with mutually agreed SLA / SOW.

2



Hardware AMC

Leading Media company has renewed its DC Hardware Asset AMC contract with us @ increment of 8% on previous year prices owing to our quality of services and delivering ZERO SLA breach last year.

3



Product Retail

For hosting its core application, a leading Industry Leader in IT company has chosen FSPL to provide with Linux O/S solution and FSPL has ensured timely delivery and implementation for SUSE Linux in clients DC as per mutually agreed SLA & SOW.

One of global leader in IT solutions, business consulting services & digital technologies awarded Hardware Asset AMC contract to FSPL.

4



Managed Services

Digital Consulting and Transformation Services Company, has renewed its Managed Services contract for another term. We are delighted to share that this is our 5th year in engagement with client and besides managing its' Infra Availability, we are now entrusted by client to manage their Business Process & Security Compliance portfolio as well.

Leading MNC for its DC refresh chose FSPL to be the execution partner for selling and implementing VMware Virtualization solution.

EUROPEAN UNION GENERAL DATA PROTECTION REGULATION



Does your organization comply with the new data protection rules?

FutureSoft Solutions believes that it is important for everyone to look after their privacy so please bear with us while we walk you through this update on GDPR - General Data Protection Regulation.

THE GDPR APPLIES TO ORGANIZATIONS ACROSS THE WORLD

Drawn up by the EU, GDPR aims to strengthen the data rights of residents and harmonizes data protection law across all member states, making it identical. At its core, GDPR is a new set of rules designed to give citizens more control over their personal data. It aims to simplify the regulatory environment for business so both citizens and businesses can fully benefit from the digital economy.

We have been preparing for the recent European Union General Data Protection Regulation (GDPR). The GDPR means there are new and updated requirements as to how we process personal data and as such, we have adapted to these changes, implemented them and intend to fully reflect the new legislation. We have always been committed to strict data privacy and security, and will continue to do so with changing laws.

HOW DOES GDPR AFFECT BUSINESS?

This new data protection regulation puts you (the customer) in the driver's seat, and the task of complying with this regulation falls upon businesses and organizations. In short, the GDPR applies to all businesses and organizations established in the EU, regardless of whether the data processing takes place in the EU or not. Even non-EU established organizations would be subject to GDPR. If your business offers goods and/or services to citizens in the EU, then it is subject to GDPR.

All organizations and companies that work with personal data should appoint a data protection officer or data controller who is in charge of GDPR compliance. Audience might think that the GDPR is just an IT issue, but that is the furthest from the truth. It has broad-sweeping implications for the whole company, including the way companies handle marketing and sales activities.



ENSURING THE RIGHTS OF INDIVIDUALS & CORPORATES

The GDPR recognizes a wide range of rights that an individual or an organization enjoys because of the right to privacy being a fundamental right. Herein listed below are some of the rights afforded under the scheme of the GDPR:

- ✔ The Right to Information about the identity of the data controller and the purposed of collection of personal data.
- ✔ Right to Confirm and Access Personal Data being processed by the controller/processor.
- ✔ Right to file a complaint with the supervisory authority.
- ✔ Right to be informed of appropriate safeguards undertaken upon transfer of personal data to a third country or international organization
- ✔ Right to rectification of inaccurate personal data held with the controller
- ✔ Right to obtain erasure of personal data concerning the data subject without undue delay, upon satisfaction of certain conditions
- ✔ Right to restrict processing of personal data by the controller upon the existence of the stipulated conditions
- ✔ Right to be notified of any rectification, erasure or restriction of processing of personal data in accordance with the above by the controller
- ✔ Right to object to processing of personal data.
- ✔ Right to transmit the data to another controller without any hindrance.

DATA PROTECTION ASSESSMENT

In the event, where new technology is being used for the purposes of processing, and after having taken account of the nature and scope of the same, it is determined that it is likely to result in high risk to the rights of natural persons, the controller is required to carry out an assessment of the impact on personal data prior to such commencement of processing.

FSPL IS COMMITTED TO PROVIDE TOTAL COMPLIANCE & PRIVACY PROTECTION FOR OUR CLIENTS AND OURSELVES

- ✔ You can write to us at info@fspl.co.in, if you wish to know more about the subject.
- ✔ You can take assistance of our security consultants to validate your existing security framework.
- ✔ You can utilize our services in preparing for an security framework for your organization.
- ✔ FSPL team can assist your organization in total compliance joinery and help you in protecting IP and privacy threats from the internal or/and external sources.

GOLD



To begin with, I would like to express my heartfelt gratitude to my seniors & colleagues for always supporting me with their kindness & generosity. I would not have been able to accomplish my 5-year journey here, without their support and guidance. FSPL has always encouraged me to be an exceptional employee & human being. I saw many ups and down but I am grateful that with my line manager's guidance, I have become a mature individual. Working in FSPL family is pleasant. FSPL Team and colleagues are reliable, helpful, kind and understanding.

I am confident that with this positive attitude and great teamwork we can become one of the top SI organization in near future.

Regards – **Tahseen Raza**

I have been employed with this company since last 5 years, I have learnt lot of things and also a gained great experience here. I have had a chance to work with and make friends with some of the most dedicated, passionate and razor sharp minds – stuff that sometimes makes these past five years seem surreal.

I am very proud to say I am one of the employee of that company I would sincerely thanks to my company and managers, co-workers and all who supporting to me for past five years.

Thanks to all.

Regards – **Gayathri**



There are some magical numbers in life to remember and I surely consider completing this nice milestone of 5 Years as a Futuresoft Employee is something to cherish and brag about :). The learning experience that I get just by being inside Futuresoft is huge!!! I learn from every single conversation that happens here.

I am exhaling my gratitude to our esteemed organization and all my colleagues for the opportunity they given me to work with them in these 5 years. It's a great, friendly and learning atmosphere.

Thanks again for supporting me till date – looking forward for the support in future too.

Regards – **Priya Rai**

I have been employed with this company since last 5 years; I have learned lot of things and have had a great working experience with this company. I had a chance to work with and make friends with some of the most dedicated, passionate and sharp minds, things that sometimes makes these past five years seem surreal.

I am very proud to say I am one of the employee of this company, I sincerely thank my company and managers, co-workers and all who have supported me for past five years.

Thanks to all.

Regards – **Vipin**



I have been working with FSPL for the last five years. Learnt many things with Futuresoft, I am sure this will help me in my future career growth.

I would like to thank Futuresoft team for their continued support whenever needed.

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

Regards – **R. Sumathi**

WELCOME

JOINING LIST AS ON MAY, 2018

| | | | | |
|---------------------------------------|--|---------------------------------------|---|---|
| Delhi System Admin - 2 | Noida System Engineer - 2 | Kochi System Engineer - 1 | Chennai System Engineer - 2 | Hyderabad System Engineer - 1 |
| Madurai System Engineer - 1 | Bangalore Network Engineer - 1 | Lucknow System Engineer - 1 | Gurgaon Logistics Executive - 1 | |

JOINING LIST AS ON JUNE, 2018

| | | | | |
|--|---|-------------------------------------|--|---|
| Noida Network Engineer - 1 System Engineer - 4 Linux Admin - 1 | Bangalore System Engineer - 4 Network Engineer - 1 | Delhi System Engineer - 1 | Chennai System Engineer - 6 Team Leader - 1 | Bangalore System Engineer - 1 |
| Gurgaon System Engineer - 1 Network Engineer - 1 | Chandigarh Network Engineer - 2 | Pune System Engineer - 1 | | |

JOINING LIST AS ON JULY, 2018

| | | | | |
|--|--|---|---------------------------------------|---------------------------------------|
| Delhi Remote Support Eng - 2 | Noida System Engineer - 1 | Hyderabad System Engineer - 1 | Chennai System Engineer - 6 | Gurgaon System Engineer - 2 |
| Patna System Engineer - 1 | Bangalore Network Engineer - 5 | Lucknow System Engineer - 1 | | |

ENERGY

MAY, 2018



JUNE, 2018



JULY, 2018



AUGUST, 2018



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, Sapiient, 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 |

22 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 Super100 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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