

## W WELCOME 2018

### Full of things that have never been...



Past 8 quarters, the only GOAL FSPL management had, was to identify and invest in concepts / use cases which has relevance across customer verticals and investment were made as required in terms of capital & resources from management to realize our GOAL.

Company's ability to identify new solution streams and quickly acquire required skill / capability was only possible due to the relentless efforts of FSPL team commitment to stay ahead of the curve and contribute to customer's success and help them achieve their goals built around adoption of new technologies.

Some of our new initiatives/ solutions offerings have already contributed for us in the first 3 quarter for the current FY and we are aiming at more than 100% YOY growth by the end of current FY.



**VIPUL DATTA, CEO**

**A New Year with Renewed Hope, New Opportunities, New Ways to Work and Share.**

## 2nd Indian ISV Awards 2017

**"Best Managed Service Provider of the Year."**

Organized by TechPlus Media dated

FutureSoft has been adjudged with this award as Team FSPL has delivered services efficiently in a sustainable environment with the required predictability for smooth operation. FSPL ensured FCR (First call Resolution) % greater than 90% and high availability of IT-Infra in totality with promised 99% of uptime. FSPL has also contributed in customers achievement of Industry standard for compliance and their TOTAL OWNERSHIP approach has ensured an edge over other competitors.

FSPL has ensured near to 100% user growth.

**We have LIVED the famous saying "BE THE CHANGE if you want to change things for you".**

FSPL team proudly says this because, as traditional SI or Software resellers, we have aimed to achieve high growth in a NON-OEM dependent business model for over a decade. Today, almost 80% plus of our business is NON-OEM dependent. Our customers prefer and choose FSPL for our ability to deliver the solution not based on our OEM solution partner we are engaging for the solutions delivery.

**Disruption for good is the focus area for team FSPL.** We use Disruptive technologies like Social Media, Mobile, and Analytics, which would act as an enabler for next-gen business models. Shaping strategies is a pathway to restructure markets and industries using platforms to bring people together and mobilize large ecosystems with positive incentives by creating a compelling view of the future.

Some of the solution streams, which have already seen a real time deployment / adoption are captured below for quick recall.

- 1. CA / eSign (Certifying Agency setup)** – One of the leading State Government Agency has awarded a project on BOOT model to FSPL for setting up the entire IT / Application & Process Infra to assist them in becoming the first state government agency and Authorized CA in the country.
- 2. Blockchain "The Myth"** – Client has invested in creating smart contract Health Records / Subsidy programs & Mobile Wallet using Blockchain. Further use cases are being explored for further expansion of Blockchain fabric in the state application portfolio which is offering services to state residents.
- 3. Managed Services** – An OIL & Gas Field Government Agency has awarded a 2-year contract to FSPL to manage entire DC/ DR operations across India.
- 4. Private Cloud** – Using solutions from global partners like Nutanix & VMware, FSPL has helped two leading law firm's to setup their own private cloud and executed a project for an leading electronics manufacturing company to setup their own Private Cloud initiative with Phase 1.
- 5. Process Automation** – One the top three Health Insurance company is the first organization in its space to have achieved a total process automation with regard to its Asset Lifecycle (IT or Non IT Asset sourcing to exit of the asset).
- 6. DR Automation** – FSPL has helped a leading Automotive organization to setup a DR with no latency and for a leading Electronic goods manufacturing company, we have setup a DR for their business.

Social media world is changing and getting adapted well. It is one of the most important influencing initiatives run by all businesses currently.

We have been proactive in adopting social media platforms namely, LinkedIn, Facebook, YouTube, Press Releases, ENGAGE Newsletters and the list goes on. Social Media has been most important breakthrough for FSPL, as contacting our potential customers has become easier and fruitful. Besides this, we have observed followership and interaction has increased on FSPL official pages and audience is keener to stay updated on our new initiatives and updates.

Registration End Date  
- 31 March 2018 -

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

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#### 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.

### Cloud Training to Boost Competitive Advantage Strategies

One of the biggest challenges facing organizations of all sizes trying to move to the cloud is finding and retaining the skilled workers necessary to implement today's rapidly expanding assortment of on-demand services. This skills gap cost companies more than \$250 million in lost business opportunities in just one year, according to a recent survey conducted by the London School of Economics.

[Read more...](#)

### New Open Source Mobile OS Puts Privacy Front and Center

A renowned Linux innovator has developed a new mobile operating system, called "Project eelo," in an effort to provide a level of data privacy that traditional Android and iOS devices fail to offer. The new eelo system will allow mobile phone users to regain control over their personal information at a price they can afford, said Gael Duval, who created Mandrake Linux back in 1998.



ALERTS

### VIEWS

“ We appreciate their Fire in their belly, determination and zeal shown by support personnel's. Commitment and enthusiasm of FSPL towards set targets, is the quality I highly recommend highly recommended in taking up various initiative in future. To me, Team FSPL are best described as "CHALLENGERS" since they  
Mr. Amit Kumar  
Manager - IT  
Associated with NPCL from 10+ years



## Technology Trends That Will Transform Our World in 2018

“The only constant in Tech is Change, and the certainty that tomorrow is going to look much different than today”.

**2018** promises to be the year we see the culmination of some key technologies, **Biggest Trends** identified — **from Intelligent AI, Blockchain to Design Thinking, IoT, Cloud and Real time Risk Decision making through Automation** Technology evolves at a breakneck pace, with new languages, platforms and software replacing legacy systems almost as fast as tech pros can master them.

### 1. BlockChain



Blockchain is now perceived, as a disruptive and utopian solution to a host of technology-related challenges. Large enterprises will opt for a BlockChain architecture that enables them to 'permit' membership, enable multi-party transactions efficiently and have built-in security and access-control mechanisms. A key feature that is universal to diverse use cases is that BlockChain solutions involves aggregation of sensitive data (including sensitive personal data), storage and handling of documents and sharing of transaction information between network participants.

### 2. AI revolutionizes Project Management

Any industry right now is removing the work that's tedious and letting humans focus on those areas where machines do not do well. So much work on project management is not number crunching, it is about understanding, if we have clear goals to achieve, whether we all are moving in same direction and have co-ordination. Some of the AI tools are being adopted by businesses, such as predictive maintenance, which can help make projects more efficient and reliable. From software development to construction to logistics and finance, every company has projects that need planning, managing and monitoring and complete work, which is easily adaptive through Artificial Intelligence (AI).



### 3. IoT



The Internet of Things (IoT) and Industrial Internet of Things (IIoT) will breakout in 2018, with organizations ramping up deployments and incorporating IoT technologies into their products, processes and workflows. OEMs will begin to provide smart connected conveyor belts, air compressors, cutting machines, etc. In addition, IoT technologies will begin to enable automation, orchestration, and DevOps-style operations. Mobile monitoring and factory management will become increasingly globalized — with IoT linking facilities with data insights from every location to drive better business decisions forward. Information technology (IT) and operational technology (OT) have traditionally been separate domains. However, with IIoT deployments, it would force IT teams and OT teams to work closely together to achieve success.

GOLD

Thank you very much for your kind and encouraging email and congratulating me on 5 years of service. It became very amazing journey of my professional life. I'd joined with you underdeveloped level but till now, I've gained lots of technical and professional skills and I got an opportunity to providing my services for a valuable customer.

Nitin Rathi



It has been an educational 5 years for me here at Futuresoft.

Vikash Kumar



I would like to express my heartfelt gratitude to my seniors & colleagues for always supporting me because I wouldn't have been able to complete my 5 year ride here, without their generosity, support and guidance. My team has always encouraged me to devote my best.

FSPL has taught me to convert my mistakes into lessons, pressure into productivity and skills into strength. I wish to complete more 5 years here to achieve more lessons, success & skills.

Rajnish Kumar Sharma



WELCOME

Joining List as on Oct, 2017

<p><b>Gurgaon</b> System Engineer - 1 System Admin - 1</p>	<p><b>Chennai</b> System Engineer - 2</p>	<p><b>Noida</b> System Engineer - 2 Executive MIS - 2 System Admin - 2</p>	<p><b>Kolkata</b> System Engineer - 1</p>
<p><b>Bangalore</b> System Engineer - 6</p>	<p><b>Cochin</b> System Engineer - 1</p>		

Joining List as on Nov, 2017

<p><b>Gurgaon</b> System Engineer - 1</p>	<p><b>Noida</b> System Engineer - 5</p>	<p><b>Bangalore</b> System Engineer - 3</p>	<p><b>Chennai</b> System Engineer - 7</p>
	<p><b>Delhi</b> System Engineer - 1</p>	<p><b>Mumbai</b> System Engineer - 1</p>	

Joining List as on Dec, 2017

<p><b>Bangalore</b> System Engineer - 1</p>	<p><b>Kochi</b> System Engineer - 1</p>	<p><b>Gurgaon</b> Helpdesk Coordinator - 2</p>
<p><b>Noida</b> System Engineer - 3</p>	<p><b>Chennai</b> System Engineer - 1</p>	<p><b>Delhi</b> Service Desk Executive - 1</p>

WINS

Solution Vertical	Remarks
Business Solution – Private Cloud , IT devices	A global Software Solutions and IT Services company deployed a Private cloud Infra and awarded the project to FSPL, It devices were sourced from EMC & Dell for the project and Software solution is from VMware.
Business Solution – DMS / Business Productivity & Mobility Management solution with Private Cloud	One of India's biggest Law Firm entrusted FSPL to consult them on their IT road map on account of Public or Private cloud to host its crucial Business Productivity / DMS / other business application & historical data along with deploying compliance solution for End Point & Mobility platform management. Post thorough ROI & TCO study, customer chose to adopt Public Cloud Solution for Business Productivity and Private Cloud is setup for hosting all its other core business, compliance & functional tools. FSPL proposed solution that comprised of technology from Microsoft (o365) and IBM (MDM) & Nutanix for Compute and S/W platform for Private Cloud.
Business Solution – Migration of Messaging on Premise to Cloud	A leading full-service Intellectual Property law firm engaged FutureSoft to migrate its on-premise messaging solution to the cloud option for the total user base of 300+ users. Proposed solution also included backup automation & FSPL solution comprises Microsoft O365 and Symantec for Backup.
Parametric Security Solution Migration	One of the wholly owned subsidiary of the National Dairy Development Board (NDDB) awarded contract to FSPL to migrate their end point security environment along with solution proposed by FSPL only. Also post detailed evaluation, addressing the present and future compliance & protection specific queries of the client, FSPL has successfully migrated client IT environment from complete solution to Trend Micro's solution.

ENERGY

Birthday Celebrations



2018 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
<b>Retail/FMCG</b>	Pantaloons, Wal-Mart, ITC, Carrefour, Coke, Pepsi
<b>Manufacturing</b>	Jindal, Punj Lloyd, Rico Auto, Jubilant Group, Bata, Greenply, PL Engineering
<b>BFSI</b>	Amex FRC, BOA, HDFC, Aegon LIFE, GE, Fiserv, Canara HSBC, Max Life, Edelweiss, Max Bupa, Tata BSS, ABN AMRO, Man Financial, SPA Group
<b>ITES</b>	HCL, Adobe, Tech Mahindra, Dell, Cadence, IBM, Capgemini, Steria, Atos, R Systems, Xebia, Annik Technologies
<b>BPO/KPO</b>	Quattro, Vertex, Genpact, iGATE, i-Yogi, Serco, Sapiient, Impetus, Aptara, Concentrix, HCL BPO, Tech Mahindra BPO
<b>Media &amp; Entertainment</b>	Publicis Groupe, BCCL, India Today Group, NDTV, TV 18, Hindustan Times, ESPN, Cogencis, PVR, Walt Disney, Times Now
<b>Hospitality</b>	Lalit, EIH, IHG, Dominos, Ibibo, Leela
<b>Healthcare</b>	Max Healthcare, Artemis, Fortis, Sun Pharma
<b>Government</b>	AAI, NPCL, BHEL, HPCL, REC, NTPC, Railways, IRCTC, PFC
<b>Others</b>	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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