



I wish to begin by thanking every customer of ours in trusting our abilities to assist them in driving IT Automation for their respective business vertical requirements and having worked exhaustively with them in depth have helped us understand in great details the IT's contribution in business growth. I am certain that we have exciting times ahead for team FSPL. Our approach of **Customer Interest First** is well acknowledged by our clients and currently we are engaged with many large enterprises project both in Corporate and Government sector (across Verticals), helping them in leveraging IT to establish leadership for their business in respective domains.

### Latest Technologies / Solution domain in which we have acquired skills are as follows:

- PKI based digital authentication or Esign process integration
- Smart contracts using Block chain and crypto or non-crypto currency use cases
- HCI based Green Field / Data Centre Migration
- Cloud adoption / migration ( Private, Public or Hybrid cloud)
- Mobile app platform and mobile app development
- Chatbots adoption for real time business use cases

As a token of assurance & commitment to stronger internal processes, I am proud to share the certifications our company has acquired over the years CMMI LEVEL 3 / ISO 27001 / ISO 20001. / ISO 2009 / ITIL. FSPL management is committed to achieve higher level of third party certifications in near future and we are aspiring to be an CMMI Level 5 organization in near future.

We are set on a high growth path and aiming to achieve 100% YOY growth for next 3 years and contribute to many more customers quest to adopt IT as a business driving engine.

## FSPL bags Nutanix Award as “Best Solution Partner - North”.

[Read more...](#)

### FSPL SIMPLIFIES & DECODES THE PRIVATE CLOUD DEPLOYMENT FOR ITS CLIENTS.

FSPL has achieved accolades from one and all for ITS contribution to Nutanix India and maturing opportunities around their marquee solution offerings. FSPL's contribution to their business in India has been recognized by Nutanix's global leadership. FSPL's success was put as a reference case and it was declared as one of the landmark wins and efforts of team to mature its understanding on their solution and maturing the business case on our own , has been the biggest vantage point against our peers from industry.





Registration End Date  
- 30 Nov 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

#### FIRST FACT

**There is no escape:** 8 out of 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

2

#### 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

3

#### 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

4

#### 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

“ The key word that highlights our association with FSPL is “Reliable”. FSPL services stood out amongst the competition, because of their clear communication and ability to deliver what they promised. Their commitment and timely delivery surprised me and made me the happiest; without doubt, I would definitely like to recommend FSPL for their reliability.

Mr.Nashit Sekhani, a Senior Manager – Technology, is associated with Cogencis Information Services Ltd, since 2006. Mr.Sekhani has worked in various positions in Technology Department.



**cogencis**  
tracks what matters



**eSign – Online Electronic Signature Service**

**eSign** is one of the key element for Paperless revolution, as part of Government's Digital India Program. Electronic Signature Service is an innovative initiative for allowing easy, efficient, and secure signing of electronic documents by authenticating signer using e-KYC services. With this service, any eSign user can digitally sign an electronic document without having to obtain a physical digital signature dongle. eSign service can be integrated with service delivery applications via an API to facilitate an eSign user to digitally sign a document.

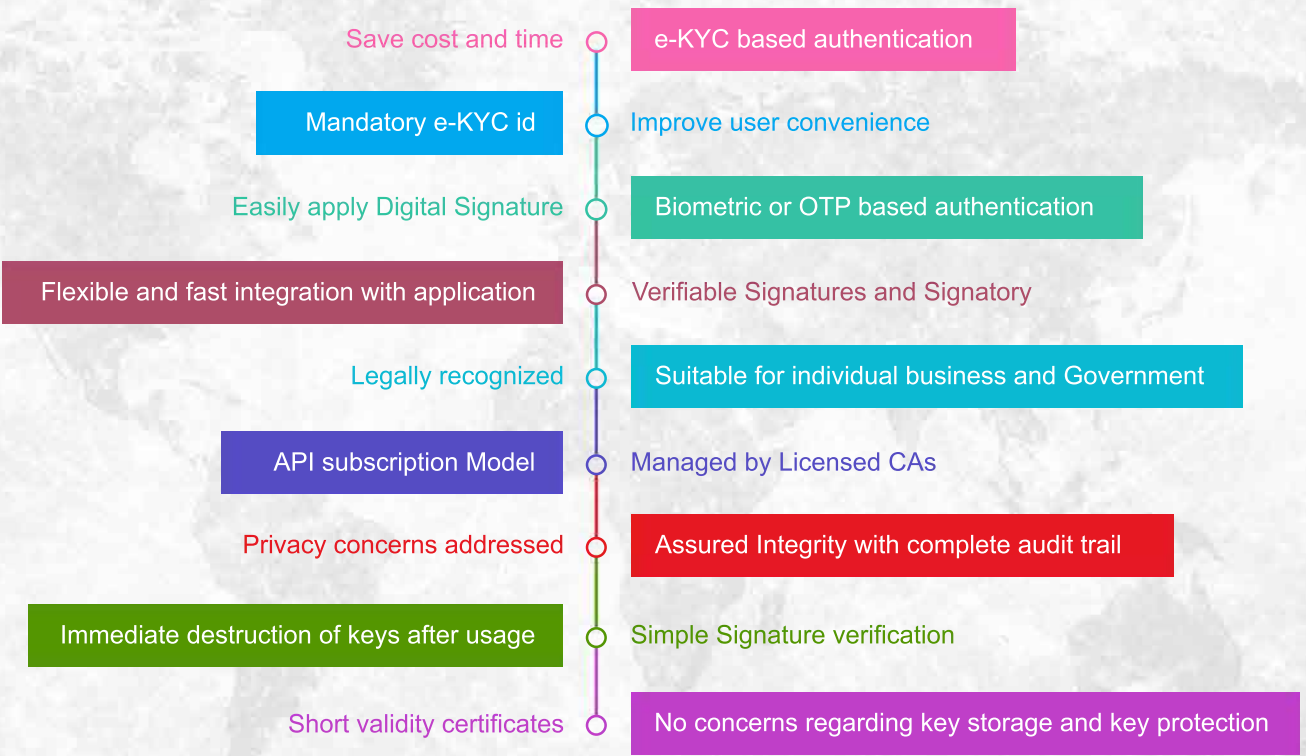
**Some applications, which can use eSign for enhancing service delivery, are as follows:-**

 <p><b>Tax</b> e-filing</p>	 <p><b>Financial Sector</b> Application for account opening in banks and post office</p>
 <p><b>Telecom</b> Application for new connection</p>	 <p><b>Digital Locker</b> Self-attestation</p>

**Benefits of eSign**

			
Save Cost and Time	Tamper-Proof Digital Signature	Legally Recognized	Privacy Maintained

**Salient Features of eSign**



**e-Sign Assurance Levels**

<p><b>Short validity certificates</b></p> <p>Aadhaar OTP class of certificates shall be issued for individuals use based on OTP authentication of subscriber through Aadhaar eKYC</p> <p>These certificates will confirm that the information in Digital Signature certificate provided by the subscriber is same as information retained in the Aadhaar databases pertaining to the subscriber as Aadhaar holder</p> <p>Certificate holder's private keys are created on Hardware Security Module and destroyed immediately after one time usage at this assurance level</p>	<p><b>Biometric based eKYC</b></p> <p>Aadhaar biometric class of certificates shall be issued based on biometric authentication of subscriber through Aadhaar eKYC service</p> <p>These certificates will confirm that the Information in Digital Signature certificate provided by the subscriber is same as information retained in the Aadhaar databases pertaining to the subscriber as Aadhaar holder</p> <p>Certificate holder's private keys are created on Hardware Security Module and destroyed immediately after one time usage at this assurance level</p>
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**How e-Sign works**



**PKI Framework:**

Creating trust in electronic environment involves assuring the transacting parties about the integrity and confidentiality of the content of documents along with authentication of the sending and receiving parties in a manner that ensures that both the parties cannot repudiate the transaction. Digital signatures, a form of electronic signatures, are created and verified using Public Key Cryptography that is based on the concept of a key pair generated by a mathematical algorithm, the public and private keys.



**GOLD**



MR.ARMAAN ALI



There are some magical numbers in life to remember and I surely consider completing this nice milestone of 5 Years as a FSPL Employee is something to cherish and brag about :) Not that it is going to change anything, it is always a feel good factor. Sense of getting reborn into a new role itself was something worth as part of this whole experience.

The learning experience that I have got just by being a part of FSPL is huge. I have learnt and still learning from every single conversation that happens here.

I have had my moments of joy and moments of embarrassments – it is not about pondering over them, but it is the enjoyment of reliving and having a good laugh, is what makes these complete 5 years really worthwhile.



MANISHA

**BUZZ**



Winner  
Surprise Gift



Mr. Yogesh Dhingra

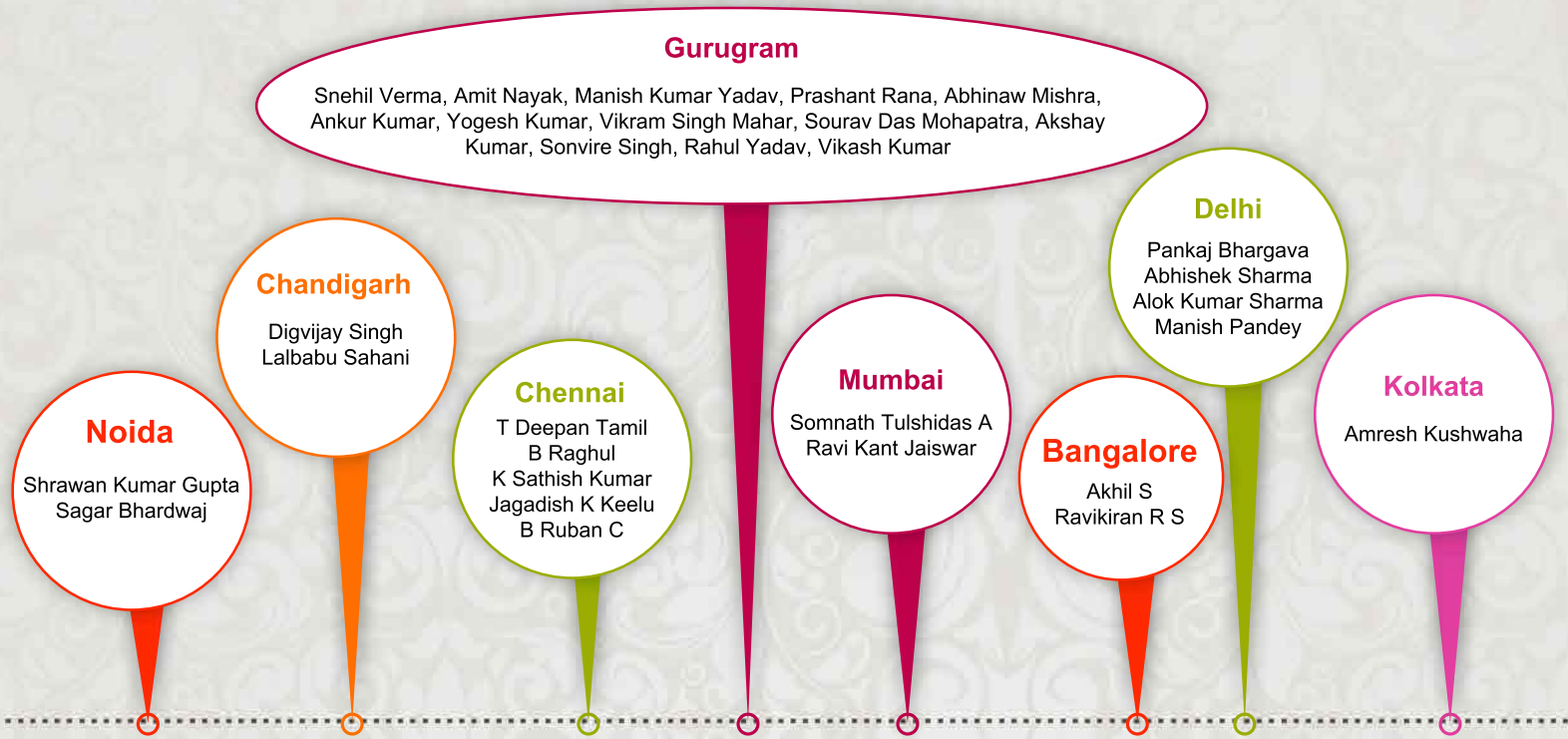
SPOT THE  
**DIFFERENCES**  
LAST DATE: 20-AUG-17  
Spot **5** Differences



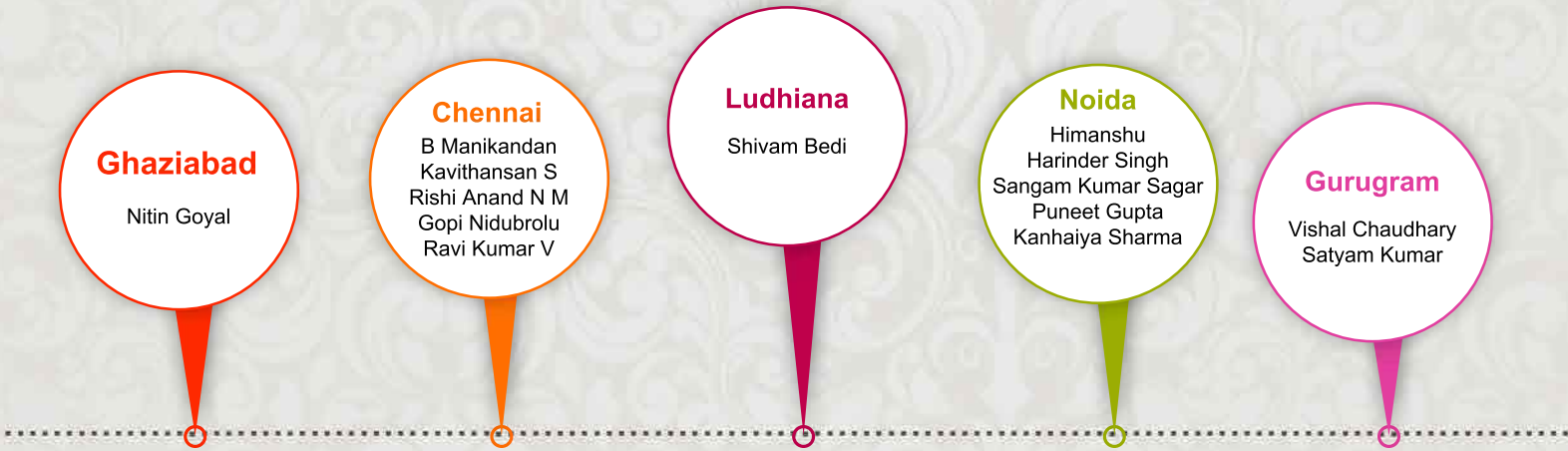


**WELCOME**

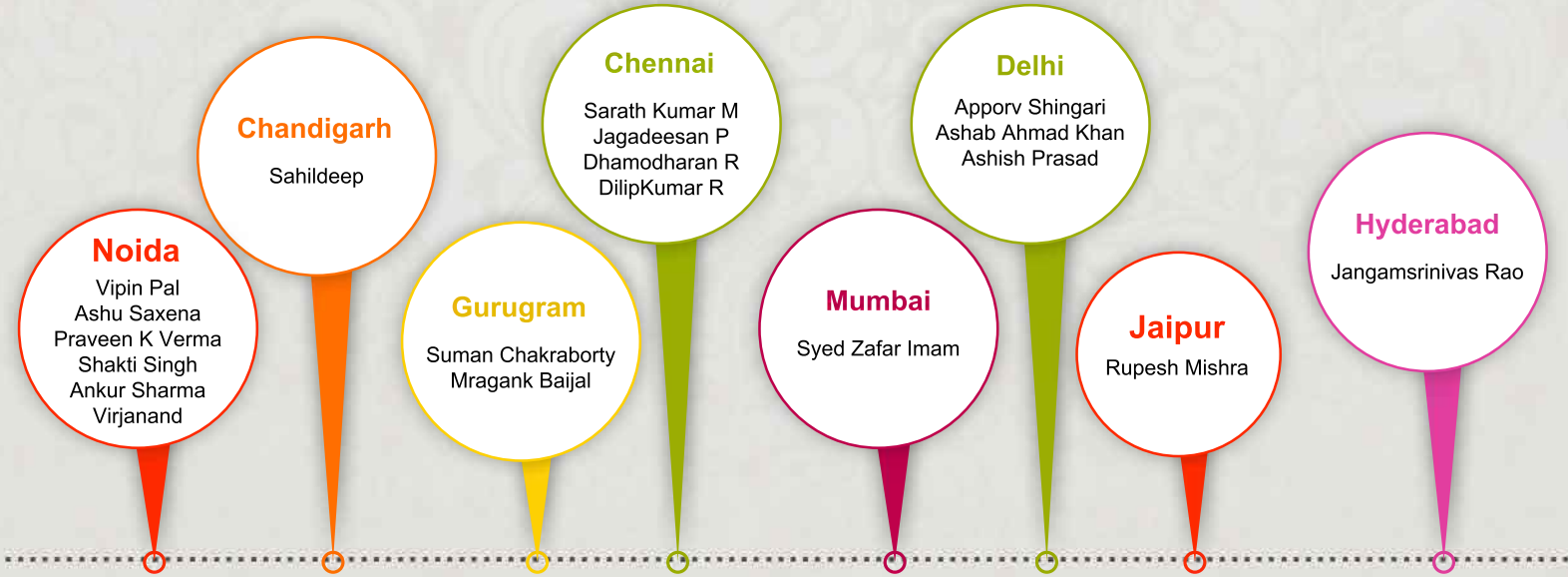
**Joining List as on July, 2017**



**Joining List as on August, 2017**



**Joining List as on Sep, 2017**



**WINS**

Date	Customer Name	Vertical	Product	Remarks
Aug-17	Ernst & Young	Managed Services	Managed Services	Global leading Consulting & Advisory Service conglomerate was looking out for a capable partner to transition the project out of their existing Tier 1 pattern, owing to specific execution challenges faced during the engagement interim. FSPL team demonstrated the process driven approach by addressing their areas of concerns, which led to winning confidence of entire leadership team from business / process & commercials were accepted as a partner of choice for serving their IT services requirement. They showed faith in our commitment, and we also put equal efforts to clearly explain delivery methodology during the evaluation phase. FSPL was chosen as their preferred IT service partner for managing End User Compute Support covering approx. 10 cities and in total of 16 offices.
Sep-17	GAIL	Managed Services & Data Centre	Managed Services	Amongst the largest state-owned venture for Natural Gas Processing and Distribution company in India , FSPL team won project for managing the entire Backend IT compute management including data center assets spread across 13+ locations and offering support and services for these locations across PAN India.
Sep-17	RajCOMP Info Services Ltd.	Esign project setup for DC & DR.	BOOT Project	Rajasthan, the most progressive state of India, came up with an initiative to set up a new process of issuing Digital certificates to its residents as a service.  As an SI, FSPL chose to work with leading global and technology players as a reliable solution partner to deliver the entire setup & solution incorporating many OEM's put together to frame our solution statement. Mapping to clients RFP some of our key partners are Odyssey / Nutanix / Lenovo / Oracle / Red Hat / Gemalto & SonicWALL.  FSPL has been awarded this to deliver / integrate various tools as per the guidelines of the governing body and manage the setup for the period of 5 years.  With this project, FSPL stands out as a proud Technology company in execution and completing project for India's first state who has become CCA AUTHORIZED DIGITAL ISSUING AUTHORITY IN INDIA.



ENERGY

B'day & Anniversaries Celebration

July & Aug Celebration



September Celebration

Independence Day Celebration

Diwali 2017 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
<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, Sapient, 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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