



## From the desk of our CFO

We step in the season of festivities with this edition of ENGAGE

While there's nip in the air with onset of winters, we have been on a festive trip since the beginning of this fiscal with awards and recognitions coming our way, only adding fuel to the already highly motivated team.

Our long standing financial formula continues to ring true in this year — driving solid business growth through a relentless client focus, generating strong revenue growth from diversified sources, and building improved profitability through continued expense discipline—which enables us to continue making investments in both our clients and long-term profitable growth.

## FUTURESOFT IS, AND WILL REMAIN, A GROWTH COMPANY

Also, let me take this opportunity to wish, and hope, that this "Festival of lights – Diwali", brightens your coming year with new opportunities and new success stories to write.... Wishing you and your loved ones a blessed and cheerful Diwali.

Ashutosh Sharma



### SME Channels 10th Partner Conclave & Awards 2019

FutureSoft was felicitated and recognized under the title of "Infra Master" in prestigious "Super100 Awards" by SME Channels Partner Conclave & Awards 2019 in Goa on 20th-21st Sep 2019.



### ChannelWorld Premier 100 Awards & Symposium 2019

10th year of bagging "Premier 100: The Digital 100" award in ChannelWorld Premier 100 Awards & Symposium 2019, organised by IDG Media in Pune on 13th-14th June 2019.



Please read our success stories at : <https://fspl.co.in/fspl-now/awards-and-recognition/>



### Our Green Patch of latest Press Releases

It is team FSPL's achievement to be a part of multiple press releases by different media agencies on entirely different topics covered.

- Top 10 Most Promising Data Center Solution Providers 2019" by Silicon India, including valuable contribution by our CTO, Manish Bharti. [Read more...](#)
- We are very proud to announce that we have been chosen and titled under "Digital 100", as one of India's top 100 channel partners by ChannelWorld India at the Premier100 Awards 2019. [Read more...](#)
- "Superstar Companies- A great place to work for" by BusinessConnect Magazine, deep insight shared by our CEO, Vipul Datta. [Read more...](#)
- 2019 ISODA Biz Summit in Kolkata, showcasing existence of FSPL and various business propositions won that has elevated our position across PAN India. [Read more...](#)
- The Business APAC One-Stop IT Services & Solution Providers of 2019. [Read more...](#)
- New "Advertisement" with New "Look" highlighting FSPL's Key Offerings. [Read more...](#)

## OUR **AMBIT**

### Prevailing scenario of Government Compliances & Taxations in India.

Last 2 years have seen a number of reforms which have directly impacted businesses and employees by virtue of paying taxes easier by replacing many indirect taxes with a single indirect tax, i.e GST, for the entire country. India also made paying taxes less costly by reducing the corporate income tax rate and ESIC which shall roll out next month decreasing the burden on corporates and employees alike wherein by bringing the allowances under the ambit of provident fund ensured there's sanctity and the employees are able to save more in their PF accounts.



In addition, Individual taxpayers having taxable annual income Rs 5 lakh will get full tax rebate and therefore will not be required to pay any income tax leaving more disposable income at hand for employees falling under the bracket all this has resulted India jump 23 places to secure 77th rank on the World Bank Ease of doing Business index on the back many business-friendly reforms which is apparently commendable and a testimony of ground reality and execution in place.

## ALERTS



### **New Surface Line Makes the Earth Move for Microsoft Fans**

**01**

Microsoft has launched a slew of new devices designed to reshape the world: the Surface Laptop 3, the Surface Pro 7, the Surface Pro X, Surface Earbuds, and the upcoming Surface Neo and Surface Duo. [Read more...](#)

### **Spotlight on Cybersecurity Awareness: Own IT, Secure IT, Protect IT**

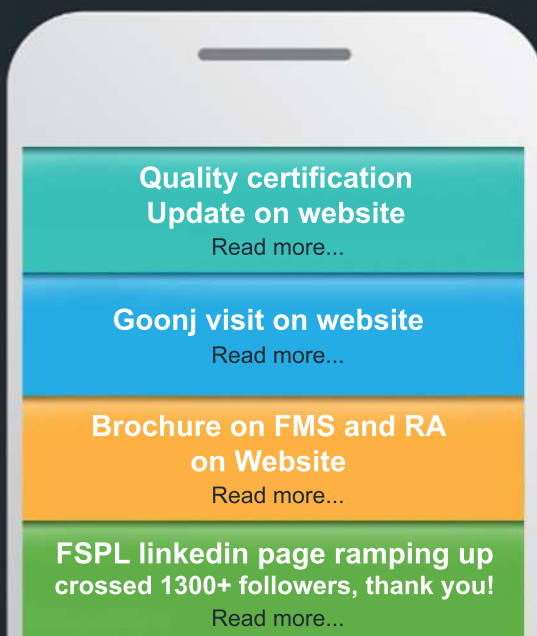
**02**

Cybersecurity should be a concern for all businesses -- Large and Small. Cybersecurity also should be a concern for Consumers, Government Agencies, and basically anyone who relies on the Internet in our increasingly connected world. [Read more...](#)



## HIGHLIGHTS

Do you think our website and social media platforms, looks New & Chirpy !  
 Send your thoughts at [info@fspl.co.in](mailto:info@fspl.co.in) Today!


**01**
**02**
**03**
**04**

## OUR RECENT CUSTOMER WINS

To be continued...



### PRODUCT

APR-19

For more than 12 years, FSPL has been associated with a leading law firm, which is a proud feeling for us. Our client has given us a repeat opportunity to expand and integrate in existing framework. Nutanix HCI was offered to client as best possible solution by combining x86-based server and storage resources with intelligent software in a turnkey software-defined solution to streamline the deployment, management and scaling of data center resources.



### HARDWARE AMC

APR-19

One of the first and fastest growing real-time financial market terminal provider in India renewed their Hardware AMC contract with FSPL to manage its IT Assets spread across country for the straight 5th year.



### PRODUCT

MAY-19

FSPL has been working with a Government entity to provide AMC Hardware services for the past 5 + years. Considering our prompt and timely deliverables, client has given FSPL two years of repeated business on another support contract to manage and deliver their Core Data Center Storage Infra and NCR based Disaster Recovery services.



### PRODUCT

JUN-19

One of leading International Digital Consulting and Transformation service provider has entrusted FSPL to automate their internal manual system for serving business users by adopting an automated platform mapped to mutually agreed SLA using on a Sapphire Platform.

### FMS

JUN-19

Amongst one of State's Nodal Agency for IT Information Technology Development Agency has awarded FSPL to manage their FMS services in various segments namely; 24\* 7 Server and Active Directory Network, Monitoring and Management support services.



### PRODUCT

SEP-19

One of the global IT leader has been our valuable customer for past 4+ years, and has entrusted FSPL to provide Gateway Services and expansion of DC & DR site for the project, with Citrix as a preferred OEM.



## OUR RECENT CUSTOMER WINS

### PRODUCT

SEP-19

A global services company has been one of our reputed clients, and FSPL is awarded to work on migration project to move client's On-premise Business Productivity deployment to On-Cloud using MS Azure and O365.



### PRODUCT

SEP-19

For one of the leading private financial services company, FSPL has been entrusted to migrate their existing On-premise Business Productivity solution to MS Cloud Platform including handing provision capacity on Azure.



# YOU'RE A GEM **OUR LONG SERVICE RUNNERS**

It is well said – Clock travels quicker, when time is good. For me, the whole calendar has moved faster.

The work culture, our employees, my colleagues and especially my RM - Ms. Pooja Bharti has supported me a lot during my stint. I would like to thank all contributors from the core of my heart.

Real discipline and true support are some of the pillars on which FSPL is based. I cannot put into words what I feel about our company but for me the life before FSPL and after FSPL are whole two different phases and the second phase has made me learn a lot of things. I hope to stay part of this family in future as well and give my best !!  
 Thank you FSPL !!!

**TABASUM WAHEEDA**
**5 YEARS**


"Time is round, and it rolls quickly" is a known fact and I truly believe in this. Five years ago, what began as a fast choice to say "YES" to join FSPL is now indeed a big part of my life and daily routine, as I spend hours at work while understanding, working, learning and growing on every new initiative, facing varied challenges and bringing best possible solution, liaising with different professionals whilst dealing with their thought process along with changing working environment.

Special thanks to my Mentor and my fellow HR team members for their continuous support, guidance and for bringing out the best in me.

**NIKITA BHARTI**
**5 YEARS**


It's been 5 years with FSPL and it has been a very enriching experience for me. Since my joining, I've been given the opportunity to nurture my professional career development by finding a role in the company that suits my interests and abilities. Belonging to finance team, I have got lot of opportunities to work on different projects. Working on various critical aspects in finance team has given me a new set of exciting responsibilities and challenges which inspire me to develop and learn new skills and abilities. Besides work, I have been fortunate to make new colleagues who have turned out to be my friends.

I would like to thank everyone who has contributed in any way in my journey.

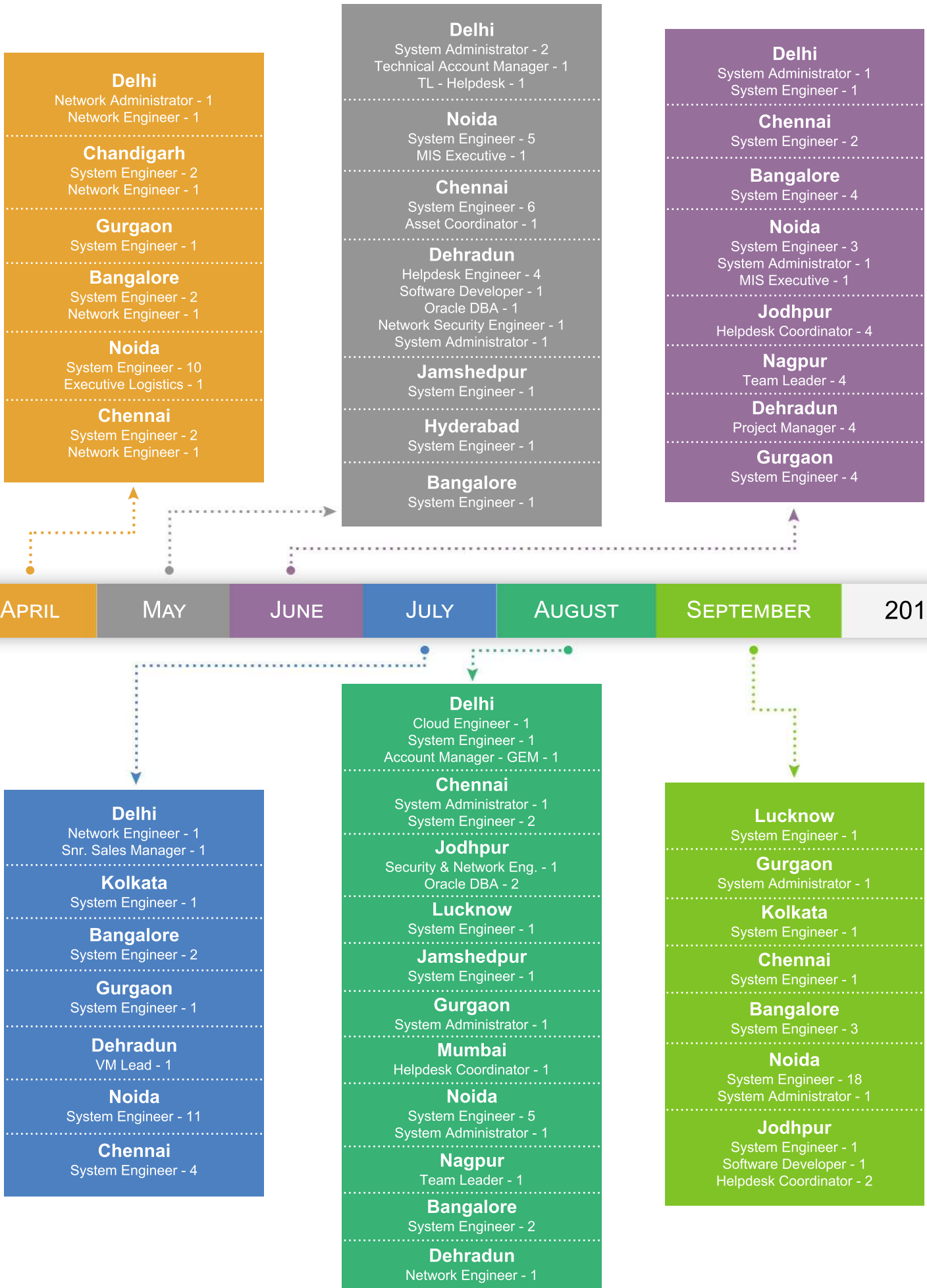
**VARUN TANWAR**
**5 YEARS**


My completion of 5years service tenure has been best time of my life and shall continue to work here, as it gives me a proud feeling that I am an integral part of team FSPL.

I learned a lot from joining FSPL and managed to create a good and progressive connection between peers and friends, both professionally and personally. This milestone would not have come so quickly without the assistance and guidance of my team and all my peers. My special thanks to my senior colleague Mr. Neeraj Mundhra, and all members of FSPL who have helped and supported me in every way. FSPL environment is very friendly for working.

**ASHISH SHARMA**
**5 YEARS**


# BRIGHT BEGINNING **WELCOME ABOARD**



# ENERGY

## APRIL



## JUNE



## JULY



## AUGUST



## SEPTEMBER



# 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



CMMI-Level 3 / ISO 27001 / ISO 20001-1 / ISO 9001:2015, ITIL certified 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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 Andheri East, Mumbai – 400 069, India

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