



VL E-GOVERNANCE &  
IT SOLUTIONS LIMITED



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IT SOLUTIONS LIMITED***

# VL E-Governance & IT Solutions Limited

## Q2 FY2024-25 - Results Update

October 8, 2024

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# *Results Performance Update*

**KEY PROFIT & LOSS STATEMENT ITEMS**

Particulars (Rs. in Lakhs.)	Q2 FY2024-25	Q1 FY2024-25	QoQ%	H1 FY2024-25	FY2023-24
Total Income	811.32	254.19	219.18	1,065.51	2,245.25
Total Expenses	730.12	192.88	278.54	922.99	3,008.25
EBIDTA	81.23	61.34	32.43	142.58	(762.91)
Exceptional Item	-	-	-	-	16,230.15
Profit before Tax (PBT)	81.20	61.31	32.44	142.52	(16,993.15)
Tax Expenses	0.01	0.01	0.00	0.02	0.06
Profit after Tax (PAT)	81.19	61.30	32.45	142.50	(16,993.19)

**KEY BALANCE SHEET ITEMS**

Particulars (Rs. in Lakhs)	H1 FY2024-25	FY2023-24
<b>Net Worth</b>	<b>2,44,984.35</b>	<b>2,44,841.85</b>
Share Capital	10,595.13	10,595.13
Other Equity	2,34,389.21	2,34,246.71
<b>Total Debt</b>	<b>5,108.86</b>	<b>5,108.86</b>
Long Term Debt	-	-
Short Term Debt	5,108.86	5,108.86
Other Non-Current Liabilities	-	-
<b>Total Sources of Funds</b>	<b>2,50,093.21</b>	<b>2,49,950.71</b>

Particulars (Rs. in Lakhs)	H1 FY2024-25	FY2023-24
<b>Fixed Assets</b>	<b>0.22</b>	<b>0.28</b>
<b>Other Non-Current Assets</b>	<b>3,031.60</b>	<b>3,016.62</b>
Inventory	-	-
Trade Receivables	1,15,878.88	1,15,911.54
Cash & Cash Equivalents	101.97	5.35
Other Current Assets	1,32,970.77	1,32,780.69
Less: Trade Payables	1,609.39	1,516.83
Less: Other Current Liabilities	280.85	246.94
<b>Net Current Assets</b>	<b>2,47,061.38</b>	<b>2,46,933.81</b>
<b>Total Application of Funds</b>	<b>2,50,093.21</b>	<b>2,49,950.71</b>

**KEY RESULTS PERFORMANCE UPDATE**

- **Q2 FY2024-25 Results :**
  - **Revenue increases by 219.18% on QoQ basis, PAT increases by 32.45% on QoQ basis.**
  - **Revenue and Profitability had started improving on QoQ basis. Going forward, growth in revenue and profitability shall continue as we scale up our business through undertaking new e-governance projects & B2B distribution of product & services.**
- The company has over the years built vast experience and strong execution capabilities to execute large scale field level Government projects.
  - The company shall leverage this experience and plans to Bid for New upcoming large scale Government projects, thereby enabling strong future growth roadmap.
  - The Government has strong focus to implement nationwide various e-Governance projects including 'Land Record Digitization' project and with the experience and the bandwidth, we plan to participate in this project.
- **The Company is also exploring and evaluating the Business of design, develop, manufacture or promote high-tech projects/products in the field of electronics, software, hardware and aeronautical system required for Aviation, Aerospace, Defense and Satellite projects. The Company is evaluating such business interests either through acquisition or JV opportunity.**
- **The Company is also exploring and evaluating the B2B distribution of various products and shall also leverage the last mile execution capabilities of Vakrangee Ltd through execution of these last mile projects leveraging the Master franchisee and kendra network.**
- **Update on fund raising through preferential allotment - Preferential Allotment of Convertible Warrants to Non - Promoter Category:**
  - To Issue and Allot upto 8,40,00,000 Convertible Warrants ("Warrants") to Non –Promoter Category.
  - Company is in process for the in-principal approval from BSE & NSE.



# ***BUSINESS STRATEGY UPDATE***

### VL E-GOVERNANCE BUSINESS STRATEGY : KEY FOCUS AREAS

#### **E-GOVERNANCE SECTOR**

- Strong Credentials & Project capabilities, thereby eligible to Bid for Large scale Multi location Government projects.
- To undertake and bid for nationwide e-Governance Projects
- To Bid for upcoming large-scale projects like digitization of land record & modernisation programme in India.

#### **IT/ITES SECTOR**

- Strong Credentials & Proven Track Record
- System Integrator & End to End Service provider
- Technology Expertise & Robust Project Delivery Capabilities
- To explore and evaluate the Business of design, develop, manufacture or promote high-tech projects/products in the field of electronics, software, hardware and aeronautical system required for Aviation, Aerospace, Defence and Satellite projects.

#### **B2B MASTER DISTRIBUTION FOR RETAIL**

- To Build a portfolio of Master Distribution ship of Retail products
- Last Mile Execution capabilities
- To leverage Vakrangee Ltd Master Franchisee & Kendra network for last mile execution / distribution



### UPDATE ON ACQUISITION OF 26% EQUITY STAKE IN HETL (JOINT VENTURE OF HINDUSTAN AERONAUTICS LIMITED (HAL))

- Company signs Binding Term Sheet with Edgewood Ventures LLC, USA for acquisition of 26% equity stake in HAL-Edgewood Technologies Private Limited (HETL) (Joint Venture of Hindustan Aeronautics Limited (HAL)). **This acquisition is a pivotal move for the Company as it expands into high-tech sectors such as aviation, aerospace, defence, and satellite technology which currently has the market opportunity size of more than USD 15 Billion.**
- HETL was set-up in 2007 as a Joint Venture of Hindustan Aeronautics Limited (HAL), in collaboration with Edgewood Ventures LLC, USA and Edgewood Technologies Private Limited, Bangalore, India.
- HETL's Mission Computer can be customized and manufactured on Indian soil for Mirage-2000, Jaguar, Hawk-132, Su-30MKI & other fleets with minimal modifications.
- HETL has developed "World's Best Mission Computer" having Export potential as evinced by Overseas companies namely GE Aviation, Astronautics, Esterline, IAI-Israel, Elbit Israel, among others.
- HETL has developed next-generation state-of-art Mission Computer (OSAMC: Open System Architecture Mission Computer) for Military Aviation / Aircraft. The first product in its category and completely designed & developed on Indian Soil. It is also an import substitution product. **The product Mission Computer (OSAMC) has been patented vide patent No. 302177 and received approval under "Make-in-India" products.**
- This is a strategic investment for the future growth opportunities in the Business of design, develop, manufacture or promote high-tech projects/products in the field of electronics, software, hardware and aeronautical system required for Aviation, Aerospace, Defense and Satellite projects.

### POTENTIAL LARGE-SCALE E-GOVERNANCE BUSINESS OPPORTUNITY

#### ***DIGITISATION OF LAND RECORDS FOR URBAN AND RURAL AREAS***

- In the budget 2024-25, Land-related reforms and actions, both in rural and urban areas were announced by the Finance Minister, which will cover land administration, planning and management, urban planning, usage and building bylaws.
- **Rural Land related actions** : Rural land related actions will include assignment of Unique Land Parcel Identification Number (ULPIN) or Bhu-Aadhaar for all lands. This action will also facilitate credit flow and other agricultural services.
- **Urban Land related actions** : Land records in urban areas will be digitized with GIS mapping. This will also facilitate improving the financial position of urban local bodies.
- We are one of the few companies with the resources, the experience and the bandwidth to undertake nationwide e-Governance Projects and digitization of land record & modernisation programme in India.
  - **The Company had already executed a Philippines Land Titling Computerization project to dematerialise 20 million land deeds and introduced paperless digital record keeping for 168 Registrar of Deeds offices across the nation of Philippines.**
- The Government has strong focus to implement next generation 'Land Record Digitization' and the integration of various institutions like Revenue Courts and Registration Offices.

## POTENTIAL LARGE-SCALE E-GOVERNANCE BUSINESS OPPORTUNITY

### DIGITISATION OF LAND RECORDS FOR URBAN AND RURAL AREAS



**Digitisation of Land Records Set to Bring in More Money for Sector**  
Move to streamline land acquisition ops with use of GIS tech seen to reduce title risks & help corporates and funds to invest in real estate sector

**Sobia Khan & Kailash Babar**

**Bengaluru | Mumbai:** Digitisation of land records using GIS (geographic information system) technology is set to streamline land acquisition and attract investment in the resurgent real estate sector, with unique identification numbers for rural land proposed in the budget.

Digitisation will reduce uncertainty regarding the ownership of a property and boost early-stage investments in residential real estate projects, experts said.

"This is particularly important given the recent surge in land acquisition interest from developers amid a resurgence of the residential property market, they said.

"In addition to mid- and last-mile financing, we invest in residential developments at the early stages. Currently, our early-stage investments are limited to government-auctioned residential group housing land parcels, where title and entitlement risks are negligible," said Amif Bhagat, managing director of ASK Property Fund.

"The digitisation of land records in a timely manner in urban centres or satellite towns will reduce title risks, enabling more corporates, domestic and offshore funds to participate in early-stage investments or financing. This will increase supply and help stabilise prices," he said.

Land acquisition has become a major challenge for developers and brokers recently, with multiple investors competing for the same assets. This competition has driven land prices up by 30-50% over the past three years in key real estate markets including Bengaluru, Mumbai, the National Capital Region (NCR), Pune, Chennai, Ahmedabad, Kolkata, and Hyderabad.

"Digitised land records address one of our sector's most pressing challenges: land acquisition," said Abhijit Malkani, CEO of real estate developer ESR India, terming it as "a significant bottleneck" to India's industrial and logistics asset growth. "Each land parcel requires months of due diligence, significantly slowing our growth and often leading to missed opportunities," he said. "We have witnessed significant growth in other Asia Pacific markets where land acquisition is streamlined and the government directly manages substantial land parcels."

With the digitisation of land records, Malkani expects a significant improvement in development turnaround times, enhanced transparency, and ultimately faster growth in the country.

According to JLL India, in 2023, real estate developers acquired a total of 1,947 acres of land valued at ₹32,203 crore in 111 separate deals in the country, marking a 21% increase from the previous year.

The average transacted value of land rose to ₹16.5 crore per acre in 2023, a significant 46% increase over the previous year, it said.

Major difficulties in acquiring land on the outskirts of major cities, primarily due to high land prices and uncertainty over landowners, have also led investors to pay a premium for a clear land title, experts said.

**MULTIPLE INVESTORS**  
Land acquisition has become a major challenge for developers and brokers recently, with multiple investors competing for the same assets

**Easy Dealings**  
Land prices up by 30-50% over 3 yrs due to competition  
Each land parcel needs months of due diligence  
Investors charged a premium for a clear land title

**CHALLENGES**  
Each land parcel needs months of due diligence

**FAVOURABLE OUTCOMES**  
Improvement in development turnaround times  
Enhanced transparency  
Faster growth

**Developers acquired 1,947 acres of land valued at ₹32,203 cr in 111 separate deals in 2023**



**Land reforms: Centre to digitise land records and maps to promote credit flow in agriculture**

Rural land-related actions will include assignment of unique land parcel identification number (ULPIN) or Bhū-Aadhaar for all land parcels, digitization of cadastral maps, survey of map sub-divisions as per current ownership, establishment of land registry, and linking to the farmers registry.

Manas Pimpalkhare  
Published • 23 Jul 2024, 01:52 PM IST

Instant Loan

Source: Mint news Article (dated July 23, 2024) - <https://www.livemint.com/budget/land-reforms-centre-to-digitise-land-records-and-maps-to-promote-credit-flow-in-agriculture-11721718902500.html>



**Land record digitisation step in right direction: Real estate sector**

By HT Correspondent

Jul 24, 2024 07:00 AM IST

Finance minister Nirmala Sitharaman proposed digitising land records nationwide, with a unique identification number for land in rural areas and GIS mapping for urban

Source: Hindustan Times news Article (dated July 24, 2024) - <https://www.hindustantimes.com/cities/mumbai-news/land-record-digitisation-step-in-right-direction-real-estate-sector-101721760644330.html>

***BUSINESS STRATEGY UPDATE: E-GOVERNANCE & IT SOLUTIONS BUSINESS***

- The Company is re-vamping its business and building the management bandwidth in order to align its business strategy and internal processes along with its future growth roadmap.
- Company has built Strong Credentials & Project capabilities and thereby is eligible to Bid for Large scale Multi location Government as well as private projects.
- The company shall leverage this and plans to Bid for New upcoming large scale Government projects, thereby enabling strong future growth roadmap.
- Company shall also leverage the last mile execution capabilities of Vakrangee Ltd through execution of these last mile projects leveraging the Master franchisee and kendra network.
- **The Company is also exploring and evaluating the Business of design, develop, manufacture or promote high-tech projects/products in the field of electronics, software, hardware and aeronautical system required for Aviation, Aerospace, Defense and Satellite projects. The Company is evaluating such business interests either through acquisition or JV opportunity.**

## VL E-GOVERNANCE : BUSINESS OPERATIONS STRATEGY

VL E-Governance & IT Solutions  
PMO Team  
System Integration Team

- **Strong Credentials & Proven Track Record**
- **Robust Project Delivery Capabilities**
- **Technology Expertise**
- **Last Mile execution capabilities**
- **System Integrator & End to End Service provider**

VAKRANGEE LTD

TO LEVERAGE VAKRANGEE LTD MASTER FRANCHISEE & KENDRA  
NETWORK FOR LAST MILE EXECUTION / DISTRIBUTION

District level Master Franchisee  
Network  
District 1

District level Master Franchisee  
Network  
District 2

District level Master Franchisee  
Network  
District N

Franchisee Kendra Network  
Kendra 1

Franchisee Kendra Network  
Kendra 2

Franchisee Kendra Network  
Kendra N

TO ALSO EXPLORE B2B DISTRIBUTION BUSINESS THROUGH LEVERAGING THIS LAST MILE NETWORK



# *COMPANY OVERVIEW*



### BUSINESS VERTICALS

#### ***E-Governance & IT/ITES Services***

- VL E-Governance has been One of India's largest e-Governance player functioning as a systems integrator and end-to-end service provider for various e-Governance projects.
- The Company has an experience of delivering systems integration and other IT/ITES services for India's E-Governance plan.
- Executed International Projects like Land Record Digitization for the Philippines Government.
- Proven Strong track record of successfully implementing various time bound Mission Mode Projects (MMPs) under the government's National e-Governance Plan.
- Some of these MMPs are:
  - Computerization of registration department (Land & Revenue records) in Uttar Pradesh
  - Computerization of Election Commission
  - UIDAI Aadhaar Enrolment services
  - National Population Register Digitization
  - Ministry of Corporate Affairs Project (MCA-21)
  - Rashtriya Swasthya Bima Yojana (RSBY)
  - Smart-card based Public Distribution System (PDS)
  - Project for Inspector General Registration of Stamp (IGRS)
  - Passport Services (Passport Seva Kendra), among others

#### ***B2B Trading, IT/ITES Equipment Trading***

- IT Hardware Equipment's Kit Trading activities
- B2B Trading Activities

### E-Governance & IT/ITES Services

#### ***Project Experience : Land Titling Computerization for the Philippines Government & State of Uttar Pradesh***

- Executed a Philippines Land Titling Computerization project to dematerialise 20 million land deeds and introduced paperless digital record keeping for 168 Registrar of Deeds offices across the nation of Philippines
- Established two data encoding centres in Manila NCR. A total of c.3,000 local Pilipino workers are employed in this project. The technology support for the project is being extended by the Company's STPI Unit from India for "On – Demand Encoding" and "Title Deed Conversion"
- Have a highly empowered management team in place in Philippines managing the day to day operations of the project. The Philippines project is an international recognition of our expertise in end to end e-governance projects. It opens up the gateway to several such similar projects for the company
- Digitization of Land Record for six districts of Uttar Pradesh.

***Dematerialisation of 20 million land deeds for 168 Registrar of Deeds offices across the nation of Philippines***

***Had a highly empowered management team in place in Philippines managing the day to day operations of the project***

#### **International e-Governance Project - Philippines**





## E-Governance & IT/ITES Services

### ***Project Opportunity : National Land Records Digitization and Modernisation Programme***

- In 2008, the central government had launched the National Land Records Digitization and Modernisation Programme. This programme was revamped in 2014 under the Digital India initiative as the Digital Land Records Modernisation Programme (DI-LRMP). The programme and its revamped version aimed to achieve an accurate and comprehensive land records system in India.
- **The recent budget announcement proposes to adopt the Unique Land Parcel Identification Number (ULPIN) to digitise land records and link this number with Aadhaar. ULPIN is a 14-digit Alpha–Numeric Unique ID for each land parcel. This is the next step in the Digital India Land Records Modernisation Programme (DILRMP), which began in 2008.**
- The identification will be based on the longitude and latitude coordinates of the land parcel and is dependent on detailed surveys and geo-referenced cadastral maps.
- This linkage is an important step towards ensuring the accuracy of land records and it will put a check on fraudulent transactions. In addition, the budget has proposed a plan to offer a transliteration facility across any of Schedule VIII languages. This availability of land records in regional languages is a significant impediment for potential investments or transactions across states.
- **The land record digitization program in India is a multi billion dollar initiative that will make the transfer, purchase, sale and ownership of land easy and transparent. It will enable buyers of land to check the ownership records at the click of a button.**
- **After having successfully implemented the digitization of land records for the entire Country of Philippines & in the six districts in Uttar Pradesh, we are one of the few companies with the resources, the experience and the bandwidth to undertake nationwide land record digitization programs.**

## E-Governance & IT/ITES Services

### Project Experience : Computerization of Election Commission

- India is the largest functional democracy.
- Company got its 1<sup>st</sup> order with the computerization initiative with election commission during 1993.
- It has started with election ID card for a district in Maharashtra and has never looked back.
- Every citizen is provided with the Voter ID Card for casting their vote at the polling booths. This card is to be used for all kind of election purpose starting with MP election to the Gram Panchayat Election at the lowest level.

#### SCOPE OF ACTIVITIES

1. End to end IT requirements
2. It required consolidation of logistics, manpower mobilisation and staff training
3. It also involves setting up citizen facilitation centers in inhospitable terrain, and in the interiors without access to basic amenities like roads, drinking water, continuous electricity supply
4. Have generated 100 million voters' identification cards and managed over 100,000 citizen facilitation centers
5. Managed this massive program across the states of Maharashtra, Rajasthan, Gujarat and UP which represent more than 35% of India's population – Source: Census 2011



## E-Governance & IT/ITES Services

### Project Experience : Computerization of Election Commission

#### Aggregation of Electoral Data

Voter ID is a non periodic activity and aggregation of electoral data is a periodic activity of Company

- Electoral updation is mandatory as per election commission
- Various kind of elections like MP, MLA, Gram Panchayat etc is been conducted periodically in a year

Company gets opportunity twice to update the huge electoral database; one for compulsory Summary Revision and other because of conduct of any one kind of election in any given year like MP/MLA/Corporate/Sarpanch election etc. or even a by-election

The Company does collection of electoral roll data in English, Hindi and Urdu language

#### SCOPE OF ACTIVITIES

- It includes recruitment, training, designing of the multi-lingual software and managing large teams of people working in remote parts of a state like roads, drinking water, continuous electricity supply
- Managed this program across 38,475 gram panchayats of the state of Uttar Pradesh
- Major focus across the states of Uttar Pradesh, Rajasthan, Madhya Pradesh, Maharashtra, Gujarat, Haryana and Delhi

उत्तर प्रदेश विधानसभा निर्वाचन आयोग

समस्या निवारण सूची

क्र.सं.	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक
(1)	(2)	(3)	(4)	(5)	(6)	(7)
1	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक
2	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक
3	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक
4	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक
5	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक
6	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक
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18	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक
19	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक
20	समस्या का विवरण	वर्ग	समस्या का प्रकार	दिनांक	स्थिति	समाधान का दिनांक

### E-Governance & IT/ITES Services

#### Project Experience : UIDAI Aadhaar Enrolment services

- The UIDAI seeks to issue a unique identification number to each resident. The project was conceived to provide identification to each resident across the country that shall be used as a basis for efficient delivery of schemes.
- **We have successfully enrolled more than 5 crore residents enrolled across Pan India.**

#### Rationale of the Project

1

Identification of residents

2

Multiple documents being used by Departments

3

Inclusion of the vulnerable sections of the society

4

Efficient delivery of benefits to the citizens

5

Cost effective verification of residents

#### SCOPE OF ACTIVITIES

1. Deployment of Aadhaar Client Software
2. Hiring and training to more than 4000 manpower
3. Setup of around 4,000 Enrolment Centers across India
4. Capturing 20 fields demographic data of residents in English & bilingual language
5. Capturing biometric data for the residents
6. Design, Development, Installation of software for capturing KYR+ data
7. Setting up helpline center for residents;
8. Setting up in-house data center for storing more than 15 TB data at a time;
9. Development of software portal for complete enrolment life cycle management of the enrolments and operators with end of day MIS generation

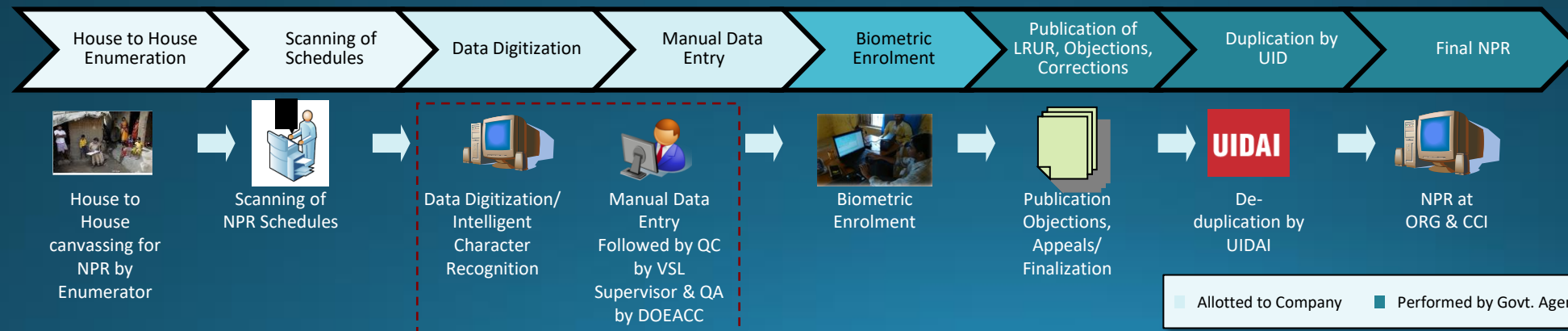
## E-Governance & IT/ITES Services

### Project Experience : National Population Register Digitization

- Awarded Data Digitization responsibilities for the creation of National Population Register for 27 Zones and 1 UT
- Comprehensive database with demographic and biometric data and UID numbers for every 5+ resident of India

#### SCOPE OF ACTIVITIES

1. Data Digitization of 145 million resident records
2. Setup and operation of End-to-End Managed Data Entry Services
3. Operations across 8 states using certified manpower



### E-Governance & IT/ITES Services

#### ***Project Experience : Ministry of Corporate Affairs Project (MCA-21), Passport Seva Kendra (PSK) & Rashtriya Swasthya Bima Yojana (RSBY)***

##### ***Ministry of Corporate Affairs Project (MCA-21)***

- **Setup & maintenance of IT infrastructure at 22 ROC sites across India**
- Application Design, Development & Maintenance
- Dematerialised 6.5 lakh records of corporate entities
- Managed DIN (Director ID Number) issuance process for ministry of corporate affairs: issued 2 million DIN

##### ***Passport Seva Kendra (PSK) Project***

- **Setup of 77 Ultra modern Passport Seva Kendras (PSKs), a data centre and disaster recovery centre, Call centre and a centralized nationwide computerized system for issuance of passports**
- Build and operate offices for one year
- Involved complete business process reengineering
- Attempt to reduce time to deliver passports and reduce use of paper

##### ***Rashtriya Swasthya Bima Yojana (RSBY)***

- **Health Insurance Scheme for Below Poverty Line (BPL) families**
- BPL families are entitled to more than 700 in-patient medical procedures with a cost of up to Rs. 30,000 per annum for a nominal registration fee of Rs. 30
- Pre-existing medical conditions are also covered and there is no age limit
- The scheme is entirely cashless and coverage extends to the head of the household, spouse and up to three dependents
- **479 districts have been selected for the implementation of this scheme and ~37 million families have been enrolled.**



## E-Governance & IT/ITES Services

### *Project Experience : Smart-card based Public Distribution System (PDS)*

- The 'Computerization of Targeted Public Distribution System (TPDS)' has been initiated by the Department of Food & Public Distribution with the objective of making the TPDS Scheme more transparent, efficient, effective and accountable. The initiative aims to computerize all key components of TPDS scheme.

#### Rationale of the Project

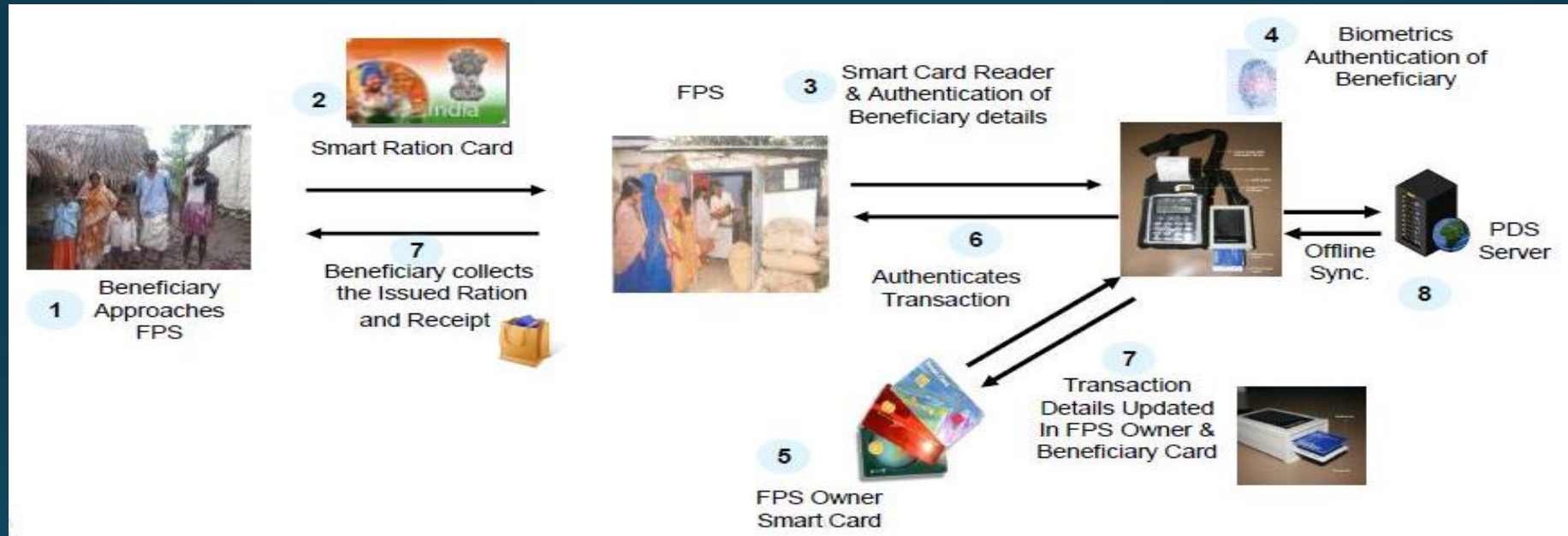
- 1 Large scale pilferage
- 2 Retail level issues of duplicacy & ghost beneficiary
- 3 Wrongful inclusion and exclusion errors
- 4 Inefficient supply chain management
- 5 Lack of transparency and accountability

#### SCOPE OF ACTIVITIES

1. Procurement, commissioning and maintenance of IT and Smart Card infrastructure across Haryana for implementation of Smart Card based PDS system
2. Creation of 6 million UID linked Smart Ration Cards with personalization
3. Installation and operation of ~9300 Smart Card POS Terminals
4. Development of Software for POS, Call center, Data digitization and smart card personalization and printing
5. Networking & Connectivity across sites
6. Operation and Maintenance for 5 years
7. Training and technical support to Govt. department officials
8. Establishing 12-seater call center and service window operations

### E-Governance & IT/ITES Services

#### Project Experience : Smart-card based Public Distribution System (PDS)



1. Allocation happens through the Central Application
2. Authentication happens:
  - Card to card coupling
  - FPS owner's as well as Beneficiary's card is required
  - Online / Offline data transfer to PDS server



## E-Governance & IT/ITES Services

### Project Experience : Inspector General Registration of Stamp (IGRS)

- The Department is responsible for Registration of documents and recovery of stamp duty as per the Indian Stamp Act passed by Government of India. Department is also responsible for registration of marriages, societies, firm, non-trading companies, etc.

#### Rationale of the Project

- 1 Simplification of the Registration process
- 2 Proper market value identification and appropriation
- 3 Delivering time bound quality services
- 4 Centralized record keeping
- 5 Increase efficiency in the overall Department functioning

#### SCOPE OF ACTIVITIES

1. Site preparation of all IGRS-State offices and Data Centre
2. Development / Implementation of web-based software application for IGRS offices
3. **Operation of Nagpur zone SRO offices on BOT basis (Approx 144 offices, 160 Operational staff) for 5 years**
4. Establishment of WAN and LAN to connect all state IGRS offices
5. Training and Helpdesk management
6. Includes operation in troubled areas such as Gadchiroli and Chandrapur
7. Operation and Maintenance of complete solution for duration of 5 years after the "Go-Live" stage



# ***BOARD OF DIRECTORS***

**BOARD OF DIRECTORS TEAM**

***Dinesh  
Nandwana  
Chairman &  
Managing Director***

Mr. Dinesh Nandwana is a visionary entrepreneur with over 30 years of extensive experience in the business world. He holds a Bachelor's degree in Commerce and is a Chartered Accountant from the Institute of Chartered Accountants of India.

As the founder, he has been the driving force behind the company remarkable journey since its inception. He has deep understanding of business intricacies and his unparalleled execution capabilities have been instrumental in the successful implementation of large-scale government projects across the Country.

***Ammeet  
Sabarwal  
Non - Executive  
Director***

Mr. Ammeet Sabarwal is a finance professional with considerable experience in the field of Investor Relations, Strategy, Corporate Communications, Investment Research, and Investment Banking. Currently, he is CEO of Vakrangee Limited and was also the CEO and Director at Dickenson Seagull IR, a respected capital markets communication company.

***Yogesh Kharate  
Non - Executive  
Director***

Mr. Yogesh Kharate, possess dual Master's Degree in Arts i.e. M.A. with Economics and M.A. with History from Pune University. He has over all working experience of more than thirteen years in various fields such as Compliances, Governance and Administration.

### BOARD OF DIRECTORS TEAM

**Sanjeev Bohra**  
**Non - Executive**  
**Independent Director**

Mr. Sanjeev Bohra has over 15 years of strong experience in business management and administration. He has good leadership qualities to manage large scale E-Governance projects. He holds an MBA & B.com degree.

**Vishal Chalia**  
**Non - Executive**  
**Independent Director**

Mr. Vishal Chalia has completed his MMC (Master of Mass Communication) and has over 15 years of strong experience in General management. He has handled and controlled many e-Governance projects.

**Tanu Surendra**  
**Shukla**  
**Non - Executive**  
**Independent Director**

Ms. Tanu Shukla has 5 years of experience in Import and Export. She has good leadership qualities to control massive projects and explore new business opportunities in the e-Governance business.



***THANK YOU***