

WEBVTT

1

00:00:03.690 --> 00:00:08.620

Finportal: Ladies and gentlemen, good day and welcome to the earnings. Call of Ola Tech solutions Limited.

2

00:00:08.700 --> 00:00:14.870

Finportal: All participants are currently muted. We'll open the floor for questions. After the presentation concludes.

3

00:00:15.130 --> 00:00:17.900

Finportal: please note that this conference is being recorded

4

00:00:18.230 --> 00:00:33.960

Finportal: from Ola Tech Solutions Limited. We have with us Mr. Amit Singh, chairman and managing director, Mister Navneet, Kapkar, chief operating officer, Mister Sameer Saluja, Chief Sales officer and Mister Subramanian Sati Raju, Chief technology officer.

5

00:00:34.180 --> 00:00:40.439

Finportal: I now hand over the meeting to Mr. Amit Singh, chairman and managing director. Thank you. And over to you, sir.

6

00:00:41.300 --> 00:00:46.479

Amit Singh: Thank you, Saddhi, so we can start. I think it's already the time.

7

00:00:46.830 --> 00:00:51.270

Amit Singh: So Hello, everybody. Good afternoon.

8

00:00:52.680 --> 00:00:59.137

Amit Singh: So just to let you know this is the 1st call that we are having from Ola tech solutions. And

9

00:00:59.940 --> 00:01:11.189

Amit Singh: we just wanted to update on what is the complete profile of olotex solutions, what we are doing, and what we have done in the h 1 of 2,024.

10

00:01:12.020 --> 00:01:16.260

Amit Singh: So if we come here so, Cindy, this business? Yeah, now it is okay.

11

00:01:17.660 --> 00:01:18.890
Amit Singh: So

12

00:01:19.650 --> 00:01:42.660

Amit Singh: so about us. So Ola Tech was established in 2,014, and initially it was established, and that time we were not doing business for some time, maybe one month and a half year, and then we started the business so we are mainly into software development as a product. And then we do some other things. All that will be covered in the coming slides.

13

00:01:42.700 --> 00:02:09.490

Amit Singh: Ola Tech Solution Limited is an Iso certified company. We have 3 Iso certificates, and, as you know, it is a public listed company listed on Bsc. Sme Exchange, and we are also recognized and awarded by government of India for Msme. And India Startup certificates. And then we are mainly, if you say, for software, we are mainly into software products for Oss and Bss.

14

00:02:09.490 --> 00:02:28.379

Amit Singh: which is used in telecom and ISP industry. We also have few software which is used in the data center field. So in data center, we have software which are like data center infrastructure management Nms and Itsm, so all that will come and come in detail in the in the further slides

15

00:02:28.380 --> 00:02:39.610

Amit Singh: we have our own brand. The brand name is Epiphany, that is, a registered trademark of Olatek, and all our software is named by this name only that is Epiphany.

16

00:02:39.870 --> 00:02:50.460

Amit Singh: So this is about us, and we are as I told that we are mainly into telecom ISP data center business, and also with large enterprises, we are working

17

00:02:50.900 --> 00:02:53.019

Amit Singh: so we can move to the next slide, Siddhi.

18

00:02:53.650 --> 00:02:57.075

Amit Singh: And if there is any question we can take it

19

00:02:58.070 --> 00:03:00.120

Amit Singh: at the end of the presentation.

20

00:03:17.650 --> 00:03:20.139
Amit Singh: Can we move ahead, Siddhi.

21
00:03:20.850 --> 00:03:22.200
Amit Singh: Next slide

22
00:03:23.650 --> 00:03:49.732
Amit Singh: next. So this is the mission and vision of our company, so that you can have a look. So this is what we have decided as a company that this will be our mission mission, and in the mission we will change. The main thing is that we we are committed to delivering high quality services and highest standards of integrity. That is our mission and and customer satisfaction. So customer has always been

23
00:03:50.160 --> 00:03:56.890
Amit Singh: our 1st priority, and that we will always keep in mind in future. Also that we have 1st priority is always the customer.

24
00:03:58.450 --> 00:04:01.580
Amit Singh: Somebody is writing investor. Presentation is not visible.

25
00:04:03.033 --> 00:04:07.139
Finportal: Sir, it is visible. I think there is some technical issue at their end.

26
00:04:08.070 --> 00:04:10.900
Amit Singh: Yeah, I can see that because you have presented it.

27
00:04:10.900 --> 00:04:15.350
Finportal: Yeah, no problem. We'll move forward.

28
00:04:15.350 --> 00:04:28.679
Amit Singh: Yeah. So vision of the company is to provide is to become a leading provider of integrated it and telecom solution. And focusing on government and also the large enterprises. And

29
00:04:29.150 --> 00:04:55.870
Amit Singh: we aim to leverage emerging technologies to drive transformation across industries, creating value for our clients and contributing to a more connected and efficient world. So when we say this that we aim to leverage emerging technologies to drive transformation, so that we follow also, we currently whatever technologies we are using, it is the latest technologies that we are

using. And earlier, we were using the technologies which were technologies which were used 10 years ago.

30

00:04:55.870 --> 00:05:23.399

Amit Singh: But now we have changed our technologies also. The all the software stack is on the latest technology. And when we when we say that we want to get connected, when we, we say that we value our clients and contribute to the more connected and efficient world. So that way. We want to say that we are also doing work in connecting the devices. And also we are working for demonstrating and managing the complete ecosystem of the customer.

31

00:05:23.830 --> 00:05:35.899

Amit Singh: So this is about our mission and vision. We can move to the next slide. Yes, so these are the key facts and figures. So we say 100 plus. I think it is. We made it few

32

00:05:35.930 --> 00:05:39.110

Amit Singh: weeks back. So it is now 125 plus.

33

00:05:39.140 --> 00:06:02.029

Amit Singh: We have a hundred plus clients. So when we say 100 plus, it is around 150 to 200 clients that we have, and devices supported is the number of devices that we are supporting under Amc. For different different customers, and then strategic alliances. We say this, but we have alliances and partnership with so many companies, so as and when required, we partner with them

34

00:06:02.130 --> 00:06:29.339

Amit Singh: and industries industries. So definitely we, we serve to this 8 or 10 industries as of now majorly telecom ISP large enterprises in terms of manufacturing and data centers. So this is what we do, and then the number of projects delivered. We have never counted, but we feel that it is at least 200. It might be 300 400 projects that we have delivered, or we are at the stage of delivering it.

35

00:06:29.590 --> 00:06:33.610

Amit Singh: So this is about the key facts and figures. We can move to the next slide.

36

00:06:34.380 --> 00:06:41.229

Amit Singh: This is our core values. So excellence, transparency and integrity innovation, collaboration and accountability.

37

00:06:41.280 --> 00:06:51.910

Amit Singh: So all this point, when we say we, we literally mean it. And till now, whatever customers we have made from the starting of the organization.

38

00:06:51.910 --> 00:07:11.500

Amit Singh: None of the customer has gone from us. They have even increased the business with us, and that is because of we follow this that we have to be transparent. That is the most important with customer and collaboration and accountability by default. It comes along with the contract that we sign, and excellence and innovation is what we try to provide. Excellence is something

39

00:07:11.500 --> 00:07:27.400

Amit Singh: that that is most important. So excellence is what we provide and innovation. We are definitely every time we are trying to do something which is innovative, something which is new, something which we want to create as a roadmap. So these are the things which we consider as our core values.

40

00:07:27.700 --> 00:07:29.370

Amit Singh: We can move to the next slide.

41

00:07:29.820 --> 00:07:41.750

Amit Singh: So these are the verticals. So these are the different verticals in which Olatech works. So Olatech has 3 major revenue generating verticals, you can say one is the hardware support business unit.

42

00:07:41.750 --> 00:08:03.650

Amit Singh: Second, is the software development and product business unit. And 3rd one is the digital marketing services business unit. So these are the business units that we work currently software development and software development unit was the basis was the basic of the Ola tech solutions when it started. And currently also, it is the base base of the complete business.

43

00:08:03.780 --> 00:08:21.609

Amit Singh: But hardware support business unit also contributes more than 50% of the revenue to olatec and digital marketing is coming up. It is only one year that we have started digital marketing. When we say digital marketing, it is not only the Seusmo and website part, there are other things. Also, we'll cover in the coming slides.

44

00:08:25.940 --> 00:08:32.464

Amit Singh: So the 1st vertical about this one hardware support and business unit in this.

45

00:08:33.400 --> 00:08:36.080

Amit Singh: no, it's okay, Siddhi, you can go to this one. Yes.

46

00:08:36.909 --> 00:08:46.120

Amit Singh: so hardware support and business unit. This is what we are doing in hardware support and business unit hardware support business unit. We provide infrastructure services.

47

00:08:46.120 --> 00:09:08.250

Amit Singh: When we say infrastructure services, it is in terms of mostly active and some of the passive devices as well. So active devices means server, storage, firewall switches, routers all these which are placed in the data centers, or of the large enterprises where where they have their own network, so it can be any kind of network. And we, we support

48

00:09:08.250 --> 00:09:37.970

Amit Singh: the data center maintenance. We support their operation and support. We have the manage services order also from some of the clients in one or 2 of the customers. We are doing network security storage, backup, database, Middleware. All these automation and AI cloud migration. All this comes as part of our data center services. So when we provide the services sometime or the other, this kind of services are required by the customer, so we provide them as in when required, overall under the annual maintenance contract.

49

00:09:38.160 --> 00:09:40.190

Amit Singh: Annual maintenance contract.

50

00:09:41.020 --> 00:09:41.800

Amit Singh: Yeah.

51

00:09:42.240 --> 00:10:05.250

Amit Singh: So we can move to the next slide. So this is about the software product business unit. So here we have it. Knock tools in which Dhcp Dns, Ipam and Pam comes, which is on the ipfinity platform. Pam is the privilege. IP address management. Ipam and Pam is privileged access management. Recently we have sold privileged access management to one of our

52

00:10:05.633 --> 00:10:32.866

Amit Singh: customer, which is a big Internet Service Provider Company in South India. Dcim is the data center infrastructure management which covers the complete data center infrastructure. Whether it is active or passive, active. I told about the server.

Storage passive is something which is like you can say fire equipments alarm. CCTV, so all this comes under passive. And then other things as well means

53

00:10:33.520 --> 00:10:37.330

Amit Singh: data, what we call means

54

00:10:37.840 --> 00:10:58.370

Amit Singh: backup, backup and other things. So all those things comes under. Passive and active is the major portion of the data center. So all that is managed through one single platform that is dcim log management system is is the product which is used in the Internet service provider and telecom field. Recently, we have given this solution to

55

00:10:58.390 --> 00:11:03.149

Amit Singh: 2 of the major customers of India. One is Vodafone, and one is Tata play.

56

00:11:03.530 --> 00:11:30.129

Amit Singh: Then there comes Ems. Ems is part, you can say Ems or Nms, that is, network management system network management system means all the active devices are shown on this platform. So whatever fault, configuration, alarm performance, whatever we call that fcaps all that is me all that is that can be seen from this Nms. Or Ems, and it is required by all the major customers who have a big infrastructure in their network.

57

00:11:30.300 --> 00:11:38.800

Amit Singh: Billing. Crm is something which is used for telling mainly for ISP, so crm and billing that we have deployed in

58

00:11:38.890 --> 00:12:03.890

Amit Singh: few of our customers, and then comes triple N. Wi-fi triple A and Wi-fi is deployed in one of the biggest telecom operator of India government, that is Bsnl in Bsnl the Pan India network is running on our platform for broadband. That is the software for Triple A and Wi-fi, and also Nms is deployed there, and the hardware is provided by Company Nokia, which is one of the biggest telecom vendor

59

00:12:03.970 --> 00:12:05.379

Amit Singh: in on the globe.

60

00:12:05.680 --> 00:12:33.390

Amit Singh: So that is about the software products that we have

business unit. So this software product business unit we, we keep on trying some products initially, when we started, we started with Triple A and Wi-fi. And now we have all these products. So this is as per the requirement of the customer. Whenever the requirement comes, and we see that there is a market and future growth is there. So we develop those products. And if we don't see that growth, that kind of growth, is there. So then we don't develop that product.

61

00:12:34.290 --> 00:12:39.829

Amit Singh: So this is about Spbu, we can move to the next slide. Siddhi.

62

00:12:40.040 --> 00:12:58.780

Amit Singh: So digital marketing services business unit digital marketing services, we do. So in this. We have started 1 1 and a half year back, and there the plan was to do it for ourselves, only for Rolo Tech, and then we we found that it should be done for other customers, also because our resources were lying

63

00:12:59.087 --> 00:13:16.639

Amit Singh: idle for some of the time. So then we have started initially for 3, 4 months we were having only 3, 4 customers, and now, after a year, or maybe 1415 months, what we see is we have around more than 100 customers on this. And these customers are on website development or mobile application development.

64

00:13:16.820 --> 00:13:30.699

Amit Singh: E-commerce platform is there. And we have developed also some of the products for enterprises. So when we say we have developed product for the enterprises means that these large and small enterprises.

65

00:13:30.700 --> 00:13:52.039

Amit Singh: they need some of the products which is regular requirement of the customer. So it is like Crm or Erp, or recently, we have developed Hrms. So there are other providers also for these. But now we have the customer base. So these are the ready products. So as we are into software products. So we believe that if once we make the product.

66

00:13:52.040 --> 00:14:03.930

Amit Singh: So the cost reduces. So that's why we have made this few products currently in the enterprise segment also. And we have plans to develop another set of products, which is the

67

00:14:04.352 --> 00:14:18.580

Amit Singh: in the tune of maybe 1520 products which is already

identified, which we will keep on developing in the coming 2 to 3 years, and keep on selling it, or cross selling or upselling to our existing customers, and those customers which will come in future

68

00:14:19.440 --> 00:14:29.540

Amit Singh: and digital marketing. As you know that that standard digital marketing, the standard digital marketing is SEO, smo paid promotion. So all that we have to do because we do other things. So that also we do

69

00:14:29.770 --> 00:14:50.209

Amit Singh: so in digital marketing. Also, we have a lot of software products that we have developed, we want to become a unique company in digital marketing, wherein we will have all the digital marketing products, all the we will have all the digital marketing products that is required by the you can say the customers, and we will have the services as well.

70

00:14:50.260 --> 00:15:04.689

Amit Singh: So currently, we are operating in 2 cities, that is Mumbai and Pune. And recently, we have started office in Hyderabad, also for digital marketing. So there, in last one and a half, 2 months, we have already, got 2, 3 big customers.

71

00:15:04.690 --> 00:15:26.859

Amit Singh: So those names, I think, will be covered in in the future slide. But they are big customers into digital marketing business and customized software solutions is something which gives boost to digital marketing. So if we have a customer who come to us for website development, and slowly he moves to the search engine optimization and paid promotions.

72

00:15:26.860 --> 00:15:43.159

Amit Singh: And then whatever requirement comes from them, whether it is Erp, Crm Hrms. Or maybe some other product which is customized totally used by them only. So that also we do customize software development solutions for them. So that also we have kept in digital marketing services unit.

73

00:15:43.730 --> 00:15:50.839

Amit Singh: So this is about digital marketing unit. Currently, this unit is doing a business of, you can say some

74

00:15:50.860 --> 00:15:57.419

Amit Singh: 1514 15 lakh rupees per month, which was in the last year. It was in 3 months. It was total 1213 lakhs only.

75

00:15:57.450 --> 00:16:04.590

Amit Singh: and by the end of this year financial year. We have a target of doing at least 25 to 30 lakhs per month.

76

00:16:04.770 --> 00:16:11.170

Amit Singh: and then future targets are there that we will meet, and we will update you as and when we do it

77

00:16:11.780 --> 00:16:13.440

Amit Singh: we can move to the next slide.

78

00:16:14.380 --> 00:16:27.760

Amit Singh: So these are the industries we target. I think we have already talked about. So there are other industries, as well it might be maybe 1516. So we don't so focused industry. I have told you that is telecom it

79

00:16:27.890 --> 00:16:35.119

Amit Singh: e-commerce whatever, and Internet service providers the rest all as in when it comes we cater to them.

80

00:16:36.160 --> 00:16:37.530

Amit Singh: Next slide, please

81

00:16:43.180 --> 00:16:50.740

Amit Singh: should be yeah. So these are our major customers.

82

00:16:51.010 --> 00:17:07.090

Amit Singh: So our major customers, if you see telecom and carriers, we have Tata tele services which was earlier a carrier. Now they have become a enterprise business. So still we have the business from them from earlier times. So we say that Tata communication transformation services also have given us order

83

00:17:07.339 --> 00:17:36.139

Amit Singh: for Senegal. During the Corona times, so that we have done it for them. Tata sky, which is now the name, has changed to Tata play. Nepal Telecom is our customer. It is similar to Bharat, Sanja Nigam Limited in India. So there we have deployed a small solution. Vodafone idea is our customer for software product as well as for Mc services. Bsnl, as I told you, the Pan India deployment for the broadband services. The software part is provided by us.

84

00:17:36.330 --> 00:17:56.820

Amit Singh: And then data center and cloud. If you see. So Sgc is a big company that Hutchison global, that is our client. So that was currently there means they have given us a Po earlier Cloudxtel Yota is there? Yota is one of the biggest data center of India. Then Pi data center is there Esds rag bank tencent.

85

00:17:56.820 --> 00:18:12.419

Amit Singh: and then some other data centers will also be there. So these are the data centers. Bfsi Indian Bank. Is there Canara? What is this Canara Bank Bank of China. Shapurji Palunji is also into Bfsi, and then Paytm is there. Paytm has been giving us order continuously since last 3 years

86

00:18:12.420 --> 00:18:20.299

Amit Singh: into hardware Amc. Business, and now they have increased it to hardware. Amc. Plus managed services also some of the resources also we are supplying to them.

87

00:18:20.300 --> 00:18:40.969

Amit Singh: then, government. If you see, all these are our government customers. Even Bsc. Is our customer. That order is not directly from Bsc. But it is from some other system integrator in between. But Bsc. Is also our customer. We are serving them. Bpcl. Hpcl Ioel. Meity Railtel, Ntpc. Shcil.

88

00:18:40.970 --> 00:19:05.940

Amit Singh: Even Aadhaar is also our customer. I think. Yes, it is there, Aadhaar. We have recently won a tender for Aadhaar. So Aadhaar is also our customer in enterprises. If you see big enterprises, all these are club Mahindra, Mahindra, and Mahindra Inspira, just dial starlight. Hfcl, Hfcl. We are doing Wi-fi business with them, and the Bsnl order also came from them. Only so Hfcl is also one of our major customer.

89

00:19:05.940 --> 00:19:15.599

Amit Singh: then tata communication, China telecom. So all these are customers in the end, you can see Smes. So Smes also. These are the Smes. These are mainly into digital

90

00:19:15.600 --> 00:19:27.149

Amit Singh: marketing vertical. So these are some of the customers which are little bit big. So we have mentioned them here. So this is not the exhaustive list of the customer. This is some of the major customers that we have.

91

00:19:28.120 --> 00:19:30.009

Amit Singh: so we can move to the next slide.

92

00:19:30.340 --> 00:19:55.140

Amit Singh: So this is the key business highlight. So, major customer onboarding that we have done in the h 1 of 2 0 2, 4. So one is Aadhaar. One is Vodafone idea, Limited. One is a city broadband that I was telling a customer in South of India. There we have provided privileged access management, then data play, and then Bsnl network expansion we have got so the last leg of Bsnl network expansion we got in this h. 1. We have completed that.

93

00:19:56.010 --> 00:20:01.439

Amit Singh: So these are the key business highlights for H. 1, 2, 0, 2, 4. We can move to the next slide. Siddhi

94

00:20:03.790 --> 00:20:21.239

Amit Singh: geographical footprint. So you can see so many offices that we have. So we always take a small office, so that if there is any problem we can shift it, or we can close it. So we have 3 offices in Mumbai. We have 3 offices in Pune, and then we have taken one office in Hyderabad.

95

00:20:21.300 --> 00:20:39.879

Amit Singh: So all these 3 offices in Mumbai is in the same building, at same place. All these 3 offices in Pune is in the same building, same place. And Hyderabad, we have recently taken a single office from where we are doing this new business of software that we are developing for digital marketing business.

96

00:20:40.900 --> 00:20:42.129

Amit Singh: We can move ahead.

97

00:20:42.760 --> 00:20:50.560

Amit Singh: So strategic investment highlights. So corporate office we have the office in which we we have moved before Corona.

98

00:20:50.560 --> 00:20:57.620

Amit Singh: So that is, our main offices, all the addresses, everything was there on that office name, so that we have purchased recently in this such one only. We

99

00:20:57.620 --> 00:21:22.530

Amit Singh: done this deal. So that office we have purchased and software products. We haven't done investment in some 3, 4 products that we have developed in this time, and some 3, 4 products are already ongoing that we are developing. It will keep on coming. And so total, we are currently we are working on some 1617 software

products which are required by the software product business unit, or it is required by the digital marketing

100

00:21:22.530 --> 00:21:31.870

Amit Singh: business unit. Or it may be required for the even hardware Amc. Business unit. So subraman Emg, who is our CTO. He takes care of the Mc business. Also

101

00:21:31.870 --> 00:21:58.860

Amit Singh: he suggested us that whatever spare parts that we have, we should have a e-commerce portal, and from there we can sell it to the other customers as well, and we can make it similar to Amazon, so that we can onboard other vendors as well. So we already have a huge inventory, and then we will take the inventory from others also, and all that, those things will be sold through New Portal, that also we have developed, and we will launch it in the New Year after December.

102

00:21:58.950 --> 00:22:03.249

Amit Singh: So these are some of the investment highlights. We can move to the next slide

103

00:22:05.480 --> 00:22:31.229

Amit Singh: so recent and upcoming product unveiling. So this is something which we are doing in the h. 1 which we have done in the h. 1, or we are. We are having a plan to complete it by H. 2. So this is only that plan. So you can see these are the products. There are 2 sites. One is earning me, one is 2 I/O, and there is one more site called Beagle host. So these are 3 sites on which we will be working. This we have

104

00:22:31.270 --> 00:23:01.070

Amit Singh: acquired 2 V and Arnin and Beagle host. We have developed. So these sites. 2 V is completely on this, the product that we are that I'm telling you for digital marketing. Arnin is a complete influencer management and engagement platform on which we have now currently 60,000 influencers already on boarded and to be, I told you, then, unified log management, central log correlation. These are the new products that we have made e-commerce portal for spare parts, as I told this is made

105

00:23:01.070 --> 00:23:21.219

Amit Singh: for the spare part sale social media, Scheduler AI calling automation. So we have now developed a product which is based on artificial intelligence, and it will you might have seen that we are now receiving automated calls from banks or from somebody else, in which they take 1st level of engagement or discussion.

106

00:23:21.220 --> 00:23:41.769

Amit Singh: and then it is transferred to some sales people so that we have developed based on artificial intelligence and machine learning. It will take care of some basic initial set of questions, and then it will transfer it to the sales guys. So Whatsapp automation SEO tool and a new version of Triple A has been developed which is required by one of the customers. So that also we have done recently.

107

00:23:42.340 --> 00:23:54.739

Amit Singh: it is currently also under development. We'll complete it in some time. So whatsapp automation SEO tool using AI, and you can say some work on 2 V. All that is going on it will complete by the year end.

108

00:23:55.770 --> 00:23:57.489

Amit Singh: We can move to the next slide.

109

00:24:01.140 --> 00:24:17.910

Amit Singh: so path to scalable growth. So this is very important, and this is the most important thing I feel in the in the complete set of slides. What I feel is that the growth is very important, and it has to be

110

00:24:18.160 --> 00:24:43.350

Amit Singh: considerable growth, considering that we are a Sme, so if we are a 1 lakh 2 lakh Crore company. Then considerable growth is little bit difficult, but we are a Sme company, and I feel that we should definitely show a good growth and do a good business, and we should plan it also accordingly. So you can see that Olatec aims for organic growth with a target of 1.5 times revenue and pad growth annually over the next 3 years.

111

00:24:43.350 --> 00:24:56.550

Amit Singh: So if you see from last 3 years also, whatever we have done, so that 2 years back our turnover was 2.6 crore last year. It was then next year it was 7

112

00:24:56.890 --> 00:25:18.629

Amit Singh: 7.5 7.6 crores. It is not the exact number. All the numbers are already published. I'm just telling you whatever is in my mind. Then we did last year 15 odd crores. This year. We have already done 11 and a half, 11.4 crores. And definitely, the target is to reach somewhere around 20 to 25 crores in this year.

113

00:25:18.830 --> 00:25:47.629

Amit Singh: and so from last year, if you see, it will be at least 1.5 times, and in the next 3 years also, we target the 1.5 times is the conservative number. We would like to target something which is bigger than this. So key partnerships and initiatives that we have done. As I told one is a scantex, so scantex is that spare parts platform that will be launched very soon, and from that also we are considering some business and a good valuation

114

00:25:47.630 --> 00:26:11.679

Amit Singh: cloud services we have collaborate. We are at the last stage of collaboration with the Cloud Service Provider Company, in which we will be managing their complete cloud business in India, as they are not based out of India, and that will be a considerable business and extrusion, partnership so earlier for Amc. Business extrusion, partnership. I think. Subramanyam, you are there?

115

00:26:16.330 --> 00:26:17.430

Amit Singh: Hello.

116

00:26:17.710 --> 00:26:19.130

Subrahmanyam S: Yeah, yeah, I'm there. I'm there.

117

00:26:19.370 --> 00:26:26.979

Amit Singh: So, sir, if you can brief on on this exclusion cloud and scan text. And on this Amc, yeah.

118

00:26:27.310 --> 00:26:34.740

Subrahmanyam S: See, the exclusion is the earlier. We are the asp of the exclusion. We used to take the only services from the Pan India.

119

00:26:35.250 --> 00:26:40.490

Subrahmanyam S: but this year we have become a exclusion. Distributors for the pan. India

120

00:26:41.000 --> 00:26:46.080

Subrahmanyam S: and X vision is the completely oem of the server businesses.

121

00:26:46.390 --> 00:26:52.149

Subrahmanyam S: So we can sell exclusion servers across Pan India, including the Government organization.

122

00:26:52.250 --> 00:26:56.550

Subrahmanyam S: as it's in a Malaysian manufactured company, and the

Singapore is headquarters.

123

00:26:57.200 --> 00:27:03.039

Subrahmanyam S: So this will give you a very huge volume of the servers in India. So that was one business.

124

00:27:03.320 --> 00:27:08.199

Subrahmanyam S: And another thing is the cloud services which you're talking about. We are tying up with the

125

00:27:09.020 --> 00:27:12.790

Subrahmanyam S: one of the popular Cloud Service business

126

00:27:13.000 --> 00:27:22.119

Subrahmanyam S: which is not in India. So we are bringing India to have the media and as well as the the enterprise customers to host on their

127

00:27:22.640 --> 00:27:24.410

Subrahmanyam S: services in the cloud.

128

00:27:24.420 --> 00:27:27.650

Subrahmanyam S: So so that was another initiative which is there.

129

00:27:27.770 --> 00:27:39.509

Subrahmanyam S: and the scan tax, which is the completely a spare part business where, so we used to purchase the spare parts for all the Amcs. So these spare parts will be kept in our warehouse.

130

00:27:39.560 --> 00:27:41.820

Subrahmanyam S: and we are launching another.

131

00:27:42.880 --> 00:27:48.049

Subrahmanyam S: a product for the scan tax. This this context will completely on these pair pass management.

132

00:27:48.150 --> 00:27:53.009

Subrahmanyam S: So we'll sell the spare parts. And so even some of the

133

00:27:53.240 --> 00:27:57.940

Subrahmanyam S: rental services and the spare parts. Everything will come under the scan text business.

134

00:27:58.790 --> 00:28:05.030

Amit Singh: So just to just to add, on top of this for exclusion. Earlier, we were Amc. Partner only for the services.

135

00:28:05.060 --> 00:28:22.709

Amit Singh: and we are there on their portal. We are the only one in India earlier. So we were doing that business, and we that business is going good. And now that exclusion is completely that company is based out of Singapore, and they have development, facility, manufacturing facility in Malaysia.

136

00:28:22.950 --> 00:28:36.099

Amit Singh: So this exclusion sales also. We will start this and exclusion sales and cloud services collaboration, these 2 things that we are thinking that this services, this sales will be in the tune of at least 2 to 3 million dollars per year.

137

00:28:36.110 --> 00:29:02.090

Amit Singh: that is, around 15 to 20 crores on a conservative side. This context will be not in terms of numbers, but it will be in terms of valuation, and that will also start from next financial year, for sure, because we will launch by January. So apart from this AI Based product development. As I told you, we have started work in AI and ML also. So we have already developed a product which is already ready. All the tests have been done.

138

00:29:02.090 --> 00:29:21.649

Amit Singh: So those products will come in future slowly, slowly, and then inorganic, inorganic outcome, digital marketing ventures. So these are the earnin and 2 V, these are the 2 products that I told you this we have acquired in h, 1 only. So these products we are working 2 V is our main focus. Arnin is something that we will just keep on rolling.

139

00:29:21.660 --> 00:29:35.870

Amit Singh: Beagle host is something we have developed one year back. It is just we have developed our main target in Beagle host is very big in Beagle host. It is, you can say, similar to what is that name

140

00:29:36.130 --> 00:29:56.330

Amit Singh: Big Rock or Godaddy. Okay for domain booking and for hosting services. So domain booking and hosting services is as we are going into digital those things are also going big. And we have our own hosting hardware that we have, and in next financial year is starting April May.

141

00:29:56.663 --> 00:30:13.669

Amit Singh: We will focus completely on Googlehost. Already we have identified a separate senior resource for that, who will be completely focusing on this, and Subramanyam and his team will be taking care of the complete hardware part. So that team has a plan that they will put a small data center

142

00:30:14.120 --> 00:30:26.329

Amit Singh: which will be in go location model. And from there we will give the complete hosting, the servers and the storage. And we will sell this so that focus will start from next financial year, because currently

143

00:30:26.330 --> 00:30:51.750

Amit Singh: we still have to change the look and feel and other things which we don't find it very good. Now, so this is about the path to scalable growth in organic growth strategy. We are under discussion currently for acquisition of a company, and that we are trying to look for last 1 1 and a half year. Now you can say one and a half year years, and it seems that very soon we will be able to

144

00:30:51.750 --> 00:31:02.688

Amit Singh: close a deal, and then we can. And that is that will be in terms of growth in terms of software only because software is our main business.

145

00:31:03.100 --> 00:31:14.129

Amit Singh: though, the revenue from hardware and hardware services is more as of now. But software is our 1st focus and main business. So that is one inorganic growth that we want to do.

146

00:31:14.150 --> 00:31:23.330

Amit Singh: and that is in our plan. And if Butch tutor

147

00:31:25.130 --> 00:31:27.420

Amit Singh: so we can move to the next slide.

148

00:31:29.090 --> 00:31:36.369

Amit Singh: So vertical wise growth plan. If you see, these are the 3 verticals that we have. 1, st one is the hardware support business unit. So in this, yes.

149

00:31:37.290 --> 00:31:38.159

Amit Singh: thank you.

150

00:31:39.940 --> 00:31:42.030

Amit Singh: So in this hardware.

151

00:31:47.120 --> 00:31:56.209

Amit Singh: so hardware support business unit. So this will have following new things added in the Portfolio. As I told you, there will be one cloud company, so that is at the

152

00:31:56.230 --> 00:31:59.100

Amit Singh: at the verge of closure. It is not yet closed.

153

00:31:59.120 --> 00:32:08.329

Amit Singh: Exclusion, distribution. As I said, that for hardware sale that is, already everything is done. We are just waiting for the certificate. It it is expected

154

00:32:08.560 --> 00:32:25.530

Amit Singh: in this week itself, or maximum next week it should come, and then the Scantex portal, that is, by January. So these are the 3 major things that we'll be doing, and as and as I said, it should add at least a turnover of 15 to 20 crores for the company digital marketing. I already gave a brief about this

155

00:32:25.530 --> 00:32:50.489

Amit Singh: that we are developing few products for digital marketing, and we also have a plan to make it a separate company. So that we develop all these things in a separate company for digital. So most of the products are under development, and those products also will start giving us the revenue, and that revenue also will be whatever numbers we are doing. Now that numbers additional that much, 2 to 3 times of that.

156

00:32:50.490 --> 00:33:09.759

Amit Singh: that much numbers can come from those business. So software development product business unit, this vertical will see inorganic growth in near future. As I said, said that here we want to do some inorganic growth along with organic growth. So we are planning to acquire a company in software services domain to strengthen product and also build future roadmaps

157

00:33:09.760 --> 00:33:25.860

Amit Singh: and also give software services in countries across the globe. So currently, we are majorly focused in India. So here we, we are focusing on a company which can give which already have an established

158

00:33:26.196 --> 00:33:45.060

Amit Singh: space in North America, Market, Middle East Market. So accordingly. We will grow in those markets as well, and those credentials can be used by us in India as well for doing business in India, because they are not doing business in India. So business in India, also will grow because of this.

159

00:33:45.180 --> 00:33:47.999

Amit Singh: So this is about the vertical wise growth plan

160

00:33:48.300 --> 00:34:16.109

Amit Singh: we can move to the next slide. So these are our distribution partners, distribution partners. These are some of the distribution partners from whom we purchase. It is not that we are distributed to them. These are our distribution partners, so they cover all the oem or products in India. So if we are distribution partners to them whatever products we want to buy and sell to anybody that can be done through these name. So Reddington and Ingram, these are 2 of the biggest in these.

161

00:34:16.870 --> 00:34:20.239

Amit Singh: So extrusion. I think it is a mistake. It has come here.

162

00:34:20.900 --> 00:34:22.489

Amit Singh: Yeah, you can move it.

163

00:34:24.230 --> 00:34:26.669

Amit Singh: So this is the profile of the management.

164

00:34:26.810 --> 00:34:53.649

Amit Singh: So myself. Amit Singh. I am in the role of chairman and managing director. I am leading strategic initiatives and innovation and whatever fund requirements all those is taken care by me, subramaniam Sathiraju. As I said, he takes. He's the chief technology officer for the company. He is spearheading the complete technological advancements and solutions for the company, and he also heads the hardware Amc and support business, because that is also completely

165

00:34:53.650 --> 00:35:08.250

Amit Singh: technical work. So that also is separate is a separate you can say responsibility which he bears. He comes with an experience of around 30 years, more than 30 years. I have an experience of around 2425 years.

166

00:35:08.250 --> 00:35:28.770

Amit Singh: Then Namneet Kakar is the non executive director and chief operating officer. All the operations of the company is taken care by him along with all the delivery product, development, everything, all that is taken care by Namneet and Samir. Saluja is the chief sales officer, Samir Saluja. He takes care of the complete sales for all the verticals of the company.

167

00:35:29.680 --> 00:35:47.399

Amit Singh: So this is our profile of management. Apart from this, there are 2, 3 very senior resources that we have. So those people, we cannot show it here, but they are also having experience of around 30 years in the company, in the industry, and they are adding a good value to the company.

168

00:35:48.120 --> 00:35:49.620

Amit Singh: We can move ahead.

169

00:35:51.380 --> 00:36:08.669

Amit Singh: So this is profit and loss statement. I think this I will not read out it is. It was already published. But just to say that that currently in this exact numbers are here for H. 1, 2025. The total revenue that is there. It is around 11.4 5 crores.

170

00:36:08.680 --> 00:36:27.059

Amit Singh: and Ebitda is around 4.4 3 crores, and Pat is 3.2 9 crores. So this is what we have done in H. 125. As compared to H. 2 h. 1, 24. These results are good, and we want to show similar results in H, 126,

171

00:36:27.430 --> 00:36:28.940

Amit Singh: or we can move ahead.

172

00:36:30.210 --> 00:36:39.370

Amit Singh: So this is balance sheet. I think this is okay. Everybody knows. No, it's okay. So key ratio. You want to stay on balance sheet. Please go back. Siddhi.

173

00:36:39.420 --> 00:36:43.460

Amit Singh: One slide back. Yes, so we'll just stay on balance sheet.

174

00:36:43.980 --> 00:37:04.240

Amit Singh: So equity capital has also increased from earlier, not from March 24th to September 24, th but before that, as we have

given bonus. So equity capital has increased from whatever it was. Number some 2.3 3 2.3 or 4 crores reserves. You can see we have a reserve of 6.3 5 crores till September 24, th

175

00:37:04.290 --> 00:37:15.849

Amit Singh: and liabilities. We have 14 0 6 means 14 crores, and assets, also 14 crores. All those details are there in the balance sheet. I think we can move ahead.

176

00:37:19.520 --> 00:37:21.850

Amit Singh: Cydhi, please.

177

00:37:22.190 --> 00:37:33.940

Amit Singh: So these are the key ratios revenue. There is a growth of 74% patam Smith, there is a growth of 1 58% pat K terms. And the reason for that is

178

00:37:36.020 --> 00:37:49.320

Amit Singh: our business depends upon the inventory mostly, and whatever we are investing in terms of software development, or we are procuring something from outside purchases. So most of the inventories we have purchased last year.

179

00:37:49.530 --> 00:38:09.530

Amit Singh: So in h. 1 we don't have to invest much on inventory in H. 2. Again, we might have to invest something on inventory, but it will not be that huge. So that is why, sometimes, maybe in a year the overall remains the same. h. 1 and H. 2. It can be different. But we are expecting similar kind of results for H. 2 also.

180

00:38:09.840 --> 00:38:29.650

Amit Singh: and then Pbt and Ebitda Eps. All that Eps has improved has increased. It has improved. It is not as compared to H. 1, 24. If you see the way in which pat has increased, Eps has not increased, that is because of the addition of the shares. One of the investor or shareholder has asked this question. So I I thought I should focus on that.

181

00:38:29.740 --> 00:38:32.519

Amit Singh: So now now we can move ahead. Siddhi.

182

00:38:35.700 --> 00:38:43.530

Amit Singh: So this is financial analysis revenue from operation. How much it has grown, that is, 74% Ebitda

183

00:38:43.770 --> 00:38:51.280

Amit Singh: margins has increased to 42% in one second, I think.

184

00:38:55.300 --> 00:39:07.850

Amit Singh: Yes, so reserves reserves has increased by 108%. As the last year overall pat has been shown. More than that has been shown in h 1. So that reserves increase is 108% pat margin has improved.

185

00:39:07.850 --> 00:39:30.960

Amit Singh: that has improved to 48%. Even Pat has improved. Fixed assets have seen a notable increase because we have purchased an office this year. Last year. Also, whatever profit we had, we have invested in a company which is into a recovered carbon black. So last year we have purchased 10% equity in a company which is having a complete setup for recovered carbon black

186

00:39:31.757 --> 00:39:46.469

Amit Singh: so whatever profit we had last year, we have invested in that company's shareholding, and this year we have purchased an office. So whatever profits will come, we will invest also, and we will keep something for

187

00:39:46.540 --> 00:39:52.949

Amit Singh: working capital or growth. Also, we can move ahead.

188

00:39:55.230 --> 00:39:57.120

Amit Singh: So I think that's it.

189

00:39:57.300 --> 00:40:02.539

Amit Singh: Thank you, everybody. Now we can open for the questions. If there are any questions.

190

00:40:09.656 --> 00:40:16.529

Finportal: Thank you very much, sir. We'll now begin the question and answer session. Anyone who wishes to ask a question. Please raise your hand.

191

00:40:19.980 --> 00:40:28.789

Amit Singh: So just to let you know Namneet and Sameer have not been able to join the call because of some important customer. Call so only myself and Subramanyam is there on the call.

192

00:40:28.980 --> 00:40:32.449

Amit Singh: So. But we can answer all your questions, just

informing.

193

00:40:35.480 --> 00:40:38.630

Finportal: We'll take the 1st question from Mr. Agastya.

194

00:40:40.060 --> 00:40:41.120

Agastya Dave: Am I audible?

195

00:40:42.460 --> 00:40:44.059

Amit Singh: Yes, Ajastya, you are audible, but I.

196

00:40:44.060 --> 00:40:52.819

Agastya Dave: Thank you. Thank you. Thank you, Amiji. Very detailed presentation. But, sir, several questions came out of those presentations, so I'll go one by one.

197

00:40:52.830 --> 00:40:55.536

Agastya Dave: So 1st question is,

198

00:40:56.910 --> 00:41:21.809

Agastya Dave: Towards the end you mentioned something about margins and inventory usage margins. May h. 1 saw h. 1 saw a huge jump. Can you go into bigger, like greater detail here? And what kind of margins are sustainable in your business, especially when you're expanding so quickly? I'm assuming that along with the expansion in revenue, there will be a lot of investment on the balance sheet side as well as on the P. And L. Side.

199

00:41:21.830 --> 00:41:28.260

Agastya Dave: So what kind of investments do you need on a fixed asset side on the employee? Base side?

200

00:41:28.560 --> 00:41:31.819

Agastya Dave: And then what kind of margins would be sustainable subsequent to that.

201

00:41:32.230 --> 00:41:37.430

Amit Singh: So margin for this h. 1. How much is the margin? Let me see, percentage.

202

00:41:38.390 --> 00:41:42.500

Agastya Dave: So the way, at least, I calculate excluding other income. It was at 38.5%.

203

00:41:42.900 --> 00:41:53.389

Amit Singh: So so what I can say is, if we are doing our business of software and hardware Amc and digital marketing, we can always sustain something around 35%.

204

00:41:54.100 --> 00:41:54.820

Amit Singh: Okay.

205

00:41:54.820 --> 00:41:55.970

Agastya Dave: Around 35%. Okay.

206

00:41:55.970 --> 00:42:11.550

Amit Singh: Then means 30 to 35% is, it will always be there. But if we are doing some business, as I said, like, if we do. The exclusion server business there the margins are less and volume is higher. So for that we need some money, and we the also the margin will reduce.

207

00:42:11.580 --> 00:42:36.379

Amit Singh: so as in when we will grow, and we will add some other business which has more margin or less margin. So accordingly, this margins will change in h. 1. The margin percentages has not changed drastically. Last year, also it was similar. It has improved little bit, because last year purchases was more so in h. 1. Those purchases has not come. Some of the purchases has not come. It was because it was done in last year only.

208

00:42:36.510 --> 00:42:45.819

Amit Singh: So that is why it has improved by little bit and means, I think, 5, 6% is it improved? But that can be maintained if we do the same business.

209

00:42:45.870 --> 00:43:07.569

Amit Singh: That's what I'm telling, because for that, one more reason is there. So suppose there is a customer called just dial. Okay? So just dial gave us an order 2 years back. Then next year again they they renewed the order. So we don't have to buy any inventory to maintain that customer. Okay. Next year again they renewed the business, plus. They gave some more business.

210

00:43:07.590 --> 00:43:13.199

Amit Singh: So when they get the more business. So we have to again purchase some more inventory to support that business.

211

00:43:13.260 --> 00:43:27.829

Amit Singh: So again, the buying comes. So last year we 1st year we

have purchased spares of, say, 1015 lakhs. Next year we have not purchased the spares of that 15 lakhs, and then in the next year again, we purchased the spares for another 10 lakhs.

212

00:43:28.100 --> 00:43:38.370

Amit Singh: So it is like that, so that we cannot define that this will be the case. It will depend on how the business comes and what kind of business comes so in future. Yeah, please.

213

00:43:38.700 --> 00:43:45.390

Agastya Dave: This is so for a non exclusion business, we can assume 30 to 35% margins on a sustainable basis.

214

00:43:45.390 --> 00:43:51.950

Amit Singh: So exclusion. Amc. Business. It is all of that percentage. Is there. Exclusion, server business? It is not there.

215

00:43:51.950 --> 00:43:53.420

Agastya Dave: Percent, sir, server, business.

216

00:43:53.724 --> 00:43:55.550

Amit Singh: Pat margin will be 10%.

217

00:43:56.300 --> 00:43:59.550

Agastya Dave: At margin would be 10%. Okay. So even that is not bad.

218

00:44:00.090 --> 00:44:01.730

Amit Singh: Yeah, yeah. It shouldn't be that much.

219

00:44:02.300 --> 00:44:03.890

Agastya Dave: Okay. Okay.

220

00:44:04.285 --> 00:44:19.720

Amit Singh: In India there are only 2 companies which will become distributor of India distributor in India earlier. It was Readington, Ingram, and one more company was there now. Only Betel and us. Betel is a Bharti airtel Company.

221

00:44:19.720 --> 00:44:20.140

Agastya Dave: Yes.

222

00:44:21.610 --> 00:44:42.160

Agastya Dave: Okay. Okay. So next question was on on the revenue

side. So in the very 1st slide that you showed there was mention of how many devices you are servicing. So I was just wondering, sir, in your software business. Is there an element of Sas there, or do you have? How do you generate revenue?

223

00:44:42.160 --> 00:44:48.930

Amit Singh: It is the Mc. It is the Mc. Business in which we are saying devices, or you can say the

224

00:44:49.000 --> 00:44:55.629

Amit Singh: servers storage whatever. So it is around 10,000 total devices that we are supporting. Currently.

225

00:44:55.770 --> 00:45:02.690

Amit Singh: Okay, so these are, the servers are mainly servers will be around. I don't know, Subramanyam can answer. If you remember.

226

00:45:02.690 --> 00:45:10.820

Subrahmanyam S: So this 10 K. Which we are talking about is spread across the all the it equipments like a server storage firewalls, routers. So these

227

00:45:10.820 --> 00:45:11.320

Subrahmanyam S: partnership.

228

00:45:11.320 --> 00:45:15.680

Subrahmanyam S: So if we can calculate only the servers, it could be somewhere around 7 K.

229

00:45:16.340 --> 00:45:17.099

Amit Singh: Yes, 7 times.

230

00:45:17.100 --> 00:45:17.810

Agastya Dave: Okay.

231

00:45:17.810 --> 00:45:18.280

Amit Singh: Yeah.

232

00:45:18.280 --> 00:45:18.950

Agastya Dave: Okay. Okay.

233

00:45:18.950 --> 00:45:21.720

Amit Singh: So here also we have a great opportunity. If you are

234

00:45:22.170 --> 00:45:30.690

Amit Singh: now you have asked so 7,000 servers. Amc. We are doing, and all these servers will go into end of life and end of support in next 3 to 4 years.

235

00:45:30.780 --> 00:45:32.740

Amit Singh: 3 months. Okay.

236

00:45:32.740 --> 00:45:33.070

Agastya Dave: Okay.

237

00:45:33.070 --> 00:46:02.379

Amit Singh: That will go. Our Mc. Business will go okay, and then new servers will come. So there we can get Mc. We cannot get Mc. But definitely, we'll get Mc from others. So earlier we were doing only exclusion. Now we are doing everything in Aadhaar or Uidi. There is no exclusion? Nothing. It's all dell. HP. Lenovo, all other things are there. So this 7,000 servers that we have under our maintenance. So these 7,000 servers when they will go for end of life or end of support, so they will buy new servers.

238

00:46:02.380 --> 00:46:19.959

Amit Singh: and that complete opportunity is with us because we are supporting them day in and day out. And we are. We are with their topmost management. So we will definitely know that when they are buying and from whom they are buying, and if we will sell, they will also purchase and exclusion. Servers are state means. You can say it is a

239

00:46:20.020 --> 00:46:28.340

Amit Singh: very, very good server, and the prices also are very good. It is means HP. And dell cannot compete

240

00:46:28.570 --> 00:46:36.430

Amit Singh: so definitely out of these 7,000 servers that is, under our maintenance, we we assume that we'll get at least 50 60% business of that.

241

00:46:36.760 --> 00:46:43.900

Amit Singh: So some you can say some 4,000 5,000 servers. If you sell at one server is minimum minimum price is 5 lakh rupees.

242

00:46:44.060 --> 00:46:48.100

Amit Singh: So what is the business opportunity that we have in the

next 3 to 4 years in hand?

243

00:46:49.320 --> 00:46:52.560

Agastya Dave: Right, and that is through the X Fusion route, right.

244

00:46:53.210 --> 00:47:17.400

Amit Singh: Yeah, we can. We can sell anything we can sell. That's what I. But we, we would like to sell exclusion because we will be their distributor, and earlier, the problem with exclusion was that that it was related to something was related to China. Now everything moved out of China. It is completely non Chinese company. Now the complete management has changed. Manufacturing facility has changed. So now we will promote that.

245

00:47:19.040 --> 00:47:37.999

Agastya Dave: Amichi last question in this round, and then I'll go back in the queue and come back because I have other questions as well, but one thing that I noticed that even though you have done a lot of you have a lot of clients, and you have done a lot of projects the scale size of the company is still very small, so per ticket size per customer is very small.

246

00:47:38.100 --> 00:47:41.840

Agastya Dave: The revenues that you're generating per customer. I am saying, on an average.

247

00:47:41.910 --> 00:47:54.190

Agastya Dave: So 1st of all, what is the total addressable market for the client base that you have already? And how much have you penetrated your existing clients where you have existing or long, long term relationships.

248

00:47:54.190 --> 00:47:55.090

Amit Singh: Yeah, and so.

249

00:47:55.090 --> 00:48:06.499

Agastya Dave: How much growth will come from that. And how much do you need to figure out how to enter New market new clients and develop new relationships. Low hanging fruit, heck.

250

00:48:06.500 --> 00:48:11.989

Amit Singh: No problem. I will just tell you

251

00:48:12.940 --> 00:48:34.810

Amit Singh: that is, from starting right. It is not this h. 1

projects or customers ticket size of the business. So ticket size of the business.

252

00:48:34.890 --> 00:48:44.909

Amit Singh: So it will depend. Just a software, depend, how many customers are there like Dsnl Company, Dia Unco, 4.5 million customer. Basically. So we charge 7.5 crore rupees from them.

253

00:48:45.090 --> 00:49:00.860

Amit Singh: We charge in lakhs because software we have developed. So we charge according to whatever logic is there

254

00:49:00.910 --> 00:49:27.490

Amit Singh: these customers? They give us revenue of around. Second, you can say one crore approximately 2580 lakhs, one crore, 1.2 5 crore. So like that rest, all the other customers like tata telecommunication, vodafone, Ioc, bpc, all those are like 15 lakhs, 20 lakhs 10 lakhs 25 lakhs whatever it is.

255

00:49:27.490 --> 00:49:36.210

Amit Singh: Okay. So this is about the ticket size. Now, if you see that how much business we have captured as of now, so it is not 1%.

256

00:49:37.840 --> 00:49:39.399

Agastya Dave: Yeah, it is very negligible.

257

00:49:39.590 --> 00:49:41.590

Amit Singh: It is not even 1%.

258

00:49:41.810 --> 00:49:42.440

Agastya Dave: Hmm.

259

00:49:42.440 --> 00:49:59.810

Amit Singh: Take care. So what we are trying to do is currently we being see after Corona, everything was approximately 0. So we have started again, you can say we are. We are a 2, 2 and a half year old company. You can say, Okay, so the point is, we are trying to take customers

260

00:49:59.850 --> 00:50:07.149

Amit Singh: so that we have good references, big references. We have taken order at a very, very competitive price for uid.

261

00:50:07.290 --> 00:50:15.520

Amit Singh: So because that is such a reference, because that gives us the credibility. Because Aadharka data, you have most credible data, hey? India may.

262

00:50:15.650 --> 00:50:39.849

Amit Singh: And they can give it to us, and there is no problem, so that excel becomes a good reference. We are into telecom trusted portal, so trusted Portal, and we even at that time also we were doing Chinese, Amc. Still we are into the

263

00:50:39.850 --> 00:50:48.679

Amit Singh: trusted portal, and then they put us in the telecom trusted portal.

264

00:50:48.710 --> 00:50:55.990

Amit Singh: So Hamara Jo credibility that is increasing hamara references. And we have not covered 1% of the market. Also

265

00:50:56.190 --> 00:50:58.560

Amit Singh: in terms of

266

00:50:58.860 --> 00:51:22.410

Amit Singh: in software product. If you see the software product, major customers, Internet service providers or telecom, mostly airtel product, or we are at their door already, and there is a very, very huge opportunity in India for the next year for us.

267

00:51:22.410 --> 00:51:35.750

Amit Singh: and you know that there is a 3 lakh 65,000 crore card tender, which is out for Bharatnet, so that fiber deployment across these 16 States, or 16 packages. They call

268

00:51:35.750 --> 00:51:39.130

Amit Singh: right, sir, right, Sir Hedge.

269

00:51:39.180 --> 00:51:51.380

Amit Singh: but all the 16 bidders who are there we are trying to meet them, discuss with them and propose our solution.

270

00:51:51.380 --> 00:51:59.120

Agastya Dave: That project, sir, all the packages put together. I had calculated 36,000.

271

00:51:59.580 --> 00:52:11.259

Amit Singh: So conservative side may be all 16, which is impossible it should be around 1 50 to 200 crores.

272

00:52:12.590 --> 00:52:13.230

Agastya Dave: Okay.

273

00:52:14.020 --> 00:52:22.680

Amit Singh: Okay? So we should, we, we, what we feel is we will be able to go in 6 to 8 of them. Okay, or be long business.

274

00:52:22.680 --> 00:52:26.229

Agastya Dave: 100 50 to 200 codes is the total sum total for all.

275

00:52:26.230 --> 00:52:36.970

Amit Singh: If we get all 16 packages we should get around maximum 200 crores. Okay, negotiation. So if you do 8, so it will be around 100 crores

276

00:52:38.490 --> 00:52:39.850

Amit Singh: only for software.

277

00:52:40.710 --> 00:52:42.310

Agastya Dave: Okay, yeah, yeah, I understand.

278

00:52:42.310 --> 00:52:52.870

Amit Singh: That I cannot tell you here so.

279

00:52:52.870 --> 00:52:53.290

Agastya Dave: That's true.

280

00:52:53.700 --> 00:52:54.980

Amit Singh: So we'll have.

281

00:52:55.245 --> 00:52:58.159

Agastya Dave: Questions! I'll go back in the queue and then come back.

282

00:52:58.160 --> 00:52:59.540

Amit Singh: No problem. Yes.

283

00:53:02.450 --> 00:53:05.200

Finportal: I will take the next question from Mr. Somil.

284

00:53:06.350 --> 00:53:13.459

Soumil Jain: Hello! Hello, Amitar! Thank you for the presentation and congratulations on tremendous performance in the 1st half and over the years.

285

00:53:14.370 --> 00:53:19.109

Amit Singh: Thank you, Samil, are you? So have we discussed earlier also sometime.

286

00:53:19.630 --> 00:53:21.108

Soumil Jain: I I think we have spoken. Yes.

287

00:53:21.646 --> 00:53:23.280

Amit Singh: Bully! Bully! Bully! Yes, sir!

288

00:53:23.718 --> 00:53:32.040

Soumil Jain: Yeah, sir, if you could just help me understand? What are the major products within the software? Vertical?

289

00:53:32.130 --> 00:53:46.999

Soumil Jain: Where have we seen? You know the most amount of sales from, if you know, I see maybe 1015, 20 different products within the software. Vertical. So if you could just tell us which are the biggest products, and then I'll ask, you know, follow up questions on those products.

290

00:53:47.000 --> 00:53:55.760

Amit Singh: Yeah. So software May, I will just tell you there are 2 different industries in which we are trying to for 3 different industries in which we are trying to develop software.

291

00:53:55.820 --> 00:54:00.810

Amit Singh: one is telecom. And ISP, second is data centers. And 3rd is digital marketing.

292

00:54:00.850 --> 00:54:22.400

Amit Singh: So whatever you have seen in digital marketing, all that is just developed, or it is getting developed. It will come out in another 6 months. So we can park all those software. Okay. So now, our established product is one on the telecom and ISP, that is triple a policy captive Portal, Dhcp Dns, Ipam, privileged access management

293

00:54:22.400 --> 00:54:31.110

Amit Singh: okay, and and billing Bss, and then in the data center field, we have data center infrastructure management nms, Itsm.

294

00:54:31.110 --> 00:54:46.399

Amit Singh: So these are the 3 things which goes together. So out of this maximum sale that we have seen is on the triple a policy captive Portal, Dhcp. Dns maximum sale. So triple a policy is something which is deployed in

295

00:54:46.410 --> 00:54:48.190

Amit Singh: 7 8 big customers.

296

00:54:49.320 --> 00:54:54.060

Soumil Jain: Okay. So triple a is the biggest software. In your vertical right now.

297

00:54:56.271 --> 00:55:01.689

Amit Singh: Yes, as of now, if you say it will be the biggest.

298

00:55:01.690 --> 00:55:10.570

Soumil Jain: Okay, okay, and future may product. And the other, you know, future outlook. What is the biggest

299

00:55:11.180 --> 00:55:12.670

Soumil Jain: product that you.

300

00:55:12.670 --> 00:55:17.799

Amit Singh: It may be Nms. Itsm triple, a or log collector. Your charge is in here. Okay.

301

00:55:17.800 --> 00:55:27.740

Soumil Jain: Can you? Can you just give us, an understanding of what each of these products are used for? What is the total opportunity size in each of these products.

302

00:55:27.840 --> 00:55:32.370

Soumil Jain: and if if there are other competitors which are the major competitors.

303

00:55:33.570 --> 00:55:49.509

Amit Singh: So value 1 3.rd Suppose triple ek value.

304

00:55:49.530 --> 00:55:56.850

Amit Singh: and Nms Kavali yoga 40 lakhs year round, and itsm Kavali yoga, another joby, 20 lakhs. Virtual yeah.

305

00:55:57.000 --> 00:56:00.540

Soumil Jain: Oh, you sell it all bundled together, not as individual products.

306

00:56:00.540 --> 00:56:11.500

Amit Singh: So there are 2 parts. One is only triple. A somebody can buy triple A and collector or somebody can buy triple a collector and Ms. Itsm. All, or they can refuse all. So as I,

307

00:56:11.750 --> 00:56:22.810

Amit Singh: so the overall opportunity as I told, is, the total opportunity is that in which we are trying to bid for with all the front bidders who have got this order.

308

00:56:23.170 --> 00:56:26.450

Amit Singh: So yeah, yeah, come and answer the audio. Scott.

309

00:56:26.450 --> 00:56:29.370

Soumil Jain: No. What? What exactly is triple? A. What, exactly, is Nms.

310

00:56:29.370 --> 00:56:50.040

Amit Singh: Exactly. Yes, what exactly triple is authentication, authorization, and accounting.

311

00:56:50.040 --> 00:57:01.470

Amit Singh: So all the members of the home or in the office will log in. Remember me. It will always remember you

312

00:57:01.470 --> 00:57:30.230

Amit Singh: 100 Mbps.

313

00:57:30.310 --> 00:57:35.500

Amit Singh: So yes, back in May all that is done by a software which is called

314

00:57:36.125 --> 00:57:39.819

Amit Singh: Triple A, and policy the policy.

315

00:57:39.820 --> 00:57:49.379

Soumil Jain: This does not look like a, you know. I I'm sure Baki Broadband and telecom providers give us already a software, or they're not running on a software right now.

316

00:57:49.750 --> 00:57:59.059

Amit Singh: Sapka, software.

317

00:57:59.060 --> 00:58:02.860

Soumil Jain: Okay, can you talk about the competitive advantage we have here?

318

00:58:03.540 --> 00:58:06.109

Amit Singh: Competitive advantage.

319

00:58:06.645 --> 00:58:10.200

Amit Singh: You can say reliance. Kebajo, second biggest operator, hey?

320

00:58:10.280 --> 00:58:19.710

Amit Singh: India may, or even across the globe Withnabala network, is in which 4.5 to 6 million customers are there.

321

00:58:19.720 --> 00:58:38.500

Amit Singh: Even failure is also not allowed.

322

00:58:38.500 --> 00:58:50.319

Amit Singh: So that itself is a very big, and once you have this kind of reference, then you have a competitive advantage.

323

00:58:50.700 --> 00:58:52.290

Amit Singh: Your advantages pay.

324

00:58:53.410 --> 00:58:57.330

Soumil Jain: Okay. And this biggest customer that you're talking about is Bsnl.

325

00:58:57.670 --> 00:59:00.130

Amit Singh: Yes, currently, it is. Bsnl, okay.

326

00:59:00.130 --> 00:59:03.180

Soumil Jain: Future. It can be some other customer as well.

327

00:59:03.180 --> 00:59:06.780

Soumil Jain: The entire. A software stack is provided by us.

328

00:59:07.090 --> 00:59:08.290

Amit Singh: Yes, yes, yes.

329

00:59:08.290 --> 00:59:14.559

Soumil Jain: Okay, okay? And is that annual recurring billing or one time upfront fee.

330

00:59:14.560 --> 00:59:18.650

Amit Singh: One time upfront the annual maintenance we have.

331

00:59:19.630 --> 00:59:27.620

Soumil Jain: Annual maintenance fee. So can you give us a sense? Q quantum kitna one time, or annual maintenance.

332

00:59:28.910 --> 00:59:32.109

Amit Singh: Around 10% of the sale.

333

00:59:32.140 --> 00:59:33.420

Amit Singh: Mt, okay.

334

00:59:33.740 --> 00:59:40.050

Soumil Jain: Okay. Okay. Now, coming to coming to Nms.

335

00:59:40.050 --> 01:00:30.249

Amit Singh: Data center Usc system in active components. Even the racks have also become smart racks. Now.

336

01:00:30.250 --> 01:01:05.840

Amit Singh: mahape Mahape data center network management system, but that only applies on the active okay elements of the data.

337

01:01:05.840 --> 01:01:08.569

Soumil Jain: Can you name our biggest customers.

338

01:01:10.238 --> 01:01:12.629

Amit Singh: NMS. Lag

339

01:01:28.860 --> 01:02:15.400

Amit Singh: complete networks in near future we will start marketing it also definitely. But visibility.

340

01:02:15.560 --> 01:02:39.289

Amit Singh: or then itsm or trouble ticket or help desk automatic escalation management solution which can be used by data centers or any enterprise. Suppose vodafone vodafone data center.

341

01:02:39.310 --> 01:02:58.820

Amit Singh: But actually, it is data center only.

342

01:02:59.490 --> 01:03:04.940

Soumil Jain: Got it. And what product is that.

343

01:03:05.570 --> 01:03:08.999

Amit Singh: Oh, nms, itsm and triple A and collector charge is a.

344

01:03:09.000 --> 01:03:10.100

Soumil Jain: Okay, bundle.

345

01:03:10.160 --> 01:03:18.060

Soumil Jain: And that is for you know, government based. Okay.

346

01:03:19.176 --> 01:03:27.300

Soumil Jain: and coming to, you know, you mentioned 1.5 x revenue growth. So you mean 50% revenue growth.

347

01:03:27.590 --> 01:03:28.219

Soumil Jain: You already.

348

01:03:28.660 --> 01:03:31.700

Amit Singh: Correct. That is, the conservative number.

349

01:03:31.700 --> 01:03:32.450

Soumil Jain: Okay.

350

01:03:32.660 --> 01:03:40.959

Soumil Jain: 50% year on year growth. And you mentioned 30, 35% sustainable pack margin for the 3 business verticals that you have right now.

351

01:03:40.960 --> 01:03:41.640

Amit Singh: Correct.

352

01:03:42.480 --> 01:03:58.530

Amit Singh: 2.6 or 7.5 7.5, say 1515, say consider 22.5 year 25, whatever you consider, and that is conservative number, because we will go on inorganic also. Now.

353

01:04:00.470 --> 01:04:08.189

Soumil Jain: Think. And can you just give me a sense of cloud services? Collaboration business? You said, there's a big opportunity there. What is this? Exactly?

354

01:04:08.190 --> 01:04:29.190

Amit Singh: And they want to give the complete support to us, so that all their customers and we will get a margin on that.

355

01:04:29.330 --> 01:04:37.410

Soumil Jain: Okay? And the Xfusion opportunity. You mentioned that Xfusion currently sells about 10,000 servers in India and.

356

01:04:37.410 --> 01:04:53.630

Amit Singh: 7,000 servers approximately okay.

357

01:04:54.010 --> 01:04:57.479

Amit Singh: At that point of time we will pitch in exclusion servers.

358

01:04:57.630 --> 01:05:11.060

Amit Singh: So which are very good server by any standard, and pricing also is very good.

359

01:05:11.080 --> 01:05:20.499

Amit Singh: So, and all the customers already know their product is very good.

360

01:05:20.500 --> 01:05:26.209

Soumil Jain: So Xfusion does not have any meaningful sales in the country right now, and it is trying to enter via distributors like us.

361

01:05:26.510 --> 01:05:33.590

Amit Singh: Yes, currently it is 0 earlier, when it was by the name of Huawei, it was 15 to 20 million dollar per year.

362

01:05:33.590 --> 01:05:46.649

Soumil Jain: Okay? And just just talking about, you know our major customers. If you could give us across our verticals except, you know, in the hardware Amc. And software business, who are our top? 4, 5 customers and what products they have taken?

363

01:05:47.630 --> 01:05:50.230

Soumil Jain: It says, if if it is hardware, Emc, that that.

364

01:05:50.230 --> 01:06:04.570

Amit Singh: Data communication and transformation services, vodafone idea.

365

01:06:05.750 --> 01:06:09.061

Soumil Jain: Okay. So in in some way triple a or

366

01:06:10.494 --> 01:06:16.879

Amit Singh: It was through some system integrator.

367

01:06:17.140 --> 01:06:18.410

Soumil Jain: Okay. Okay.

368

01:06:18.410 --> 01:06:21.130

Amit Singh: Or would a full name say collectively ahead.

369

01:06:21.310 --> 01:06:21.810

Soumil Jain: Okay.

370

01:06:21.810 --> 01:06:27.252

Amit Singh: Policy. Villier here to Si.

371

01:06:28.450 --> 01:06:32.720

Amit Singh: Nepal Telecom again. Amster triple a policy orec automation. Katulea.

372

01:06:32.920 --> 01:06:33.700

Soumil Jain: Okay.

373

01:06:33.700 --> 01:06:37.540

Amit Singh: Mc.

374

01:06:38.300 --> 01:06:52.719

Amit Singh: Esds rag Bank, Yota, Shapurji, Palonji, Iocl. Bpcl. Hpcl Aadhaar.

375

01:06:53.460 --> 01:07:06.700

Soumil Jain: If you could just quantify, how much is our in terms of kilowatts or megawatts, how much data center capacity is under our Emc business. If you have a broad number there.

376

01:07:07.170 --> 01:07:10.110

Amit Singh: No.

377

01:07:10.110 --> 01:07:11.890

Soumil Jain: In terms of racks or servers.

378

01:07:12.604 --> 01:07:17.990

Amit Singh: To app 7,000 servers up 10,000 devices. Co. App. Divide, 15, say

379

01:07:18.360 --> 01:07:27.280

Amit Singh: so, 10,000 by 10 second 1,000 6,000 racks, only 600 racks only.

380

01:07:27.280 --> 01:07:28.829

Soumil Jain: 600 racks.

381

01:07:29.620 --> 01:07:31.400

Amit Singh: Correct answer. So, booster, you are there.

382

01:07:31.400 --> 01:07:32.609

Subrahmanyam S: Yes, yes, you're right.

383

01:07:32.610 --> 01:07:33.930

Soumil Jain: Take a 600 racks.

384

01:07:33.930 --> 01:07:40.949

Amit Singh: 600 into 15, so 15 into 600. It will be around 9,000.

385

01:07:42.010 --> 01:07:46.970

Subrahmanyam S: Okay? Understood? 600 lakh Kv, you can consider. One rack is a 6 Kv.

386

01:07:46.970 --> 01:07:48.900
Soumil Jain: Yeah, yeah. Yeah. Got it? 1, 600.

387
01:07:48.900 --> 01:07:49.560
Subrahmanyam S: Scheduled.

388
01:07:51.020 --> 01:07:52.670
Soumil Jain: Okay, perfect.

389
01:07:52.670 --> 01:08:10.050
Amit Singh: 1 million dollar gi conservative side, 1.5 million dollar per year under maintenance.

390
01:08:10.520 --> 01:08:11.240
Soumil Jain: Okay.

391
01:08:11.570 --> 01:08:19.870
Amit Singh: End of life. Jaynge us.

392
01:08:20.540 --> 01:08:21.260
Soumil Jain: Got it

393
01:08:24.609 --> 01:08:27.739
Soumil Jain: perfect perfect alright, thank thank you, sir, that's all.

394
01:08:28.225 --> 01:08:28.710
Amit Singh: Something.

395
01:08:32.740 --> 01:08:33.470
Amit Singh: Yes, it is.

396
01:08:33.470 --> 01:08:36.049
Finportal: Yeah. Still, you can ask your question.

397
01:08:36.189 --> 01:08:39.289
Amit Singh: So, Siddhi, is there anybody else also for questions.

398
01:08:40.220 --> 01:08:41.080
Finportal: Sir! No.

399

01:08:41.810 --> 01:08:43.560
Amit Singh: Okay, yes, Agasta, but I.

400
01:08:46.378 --> 01:08:55.119
Agastya Dave: Sir, thank you, sir! Publicly released.

401
01:08:55.120 --> 01:08:58.470
Amit Singh: 11.5.

402
01:08:58.470 --> 01:09:00.109
Agastya Dave: Good afternoon.

403
01:09:01.990 --> 01:09:17.409
Amit Singh: Not exactly go hardware, Mc. Cahoga, or 3.5 K as per software

404
01:09:17.460 --> 01:09:24.469
Amit Singh: 3.5 to 4 crores or baki around 90 lakhs.

405
01:09:24.870 --> 01:09:25.729
Amit Singh: Yes.

406
01:09:28.590 --> 01:09:29.479
Agastya Dave: Year number of

407
01:09:36.770 --> 01:09:40.579
Agastya Dave: that's a small that no problem, Jake.

408
01:09:40.580 --> 01:09:46.929
Agastya Dave: Thank you, sir. On the digital marketing side

409
01:09:50.550 --> 01:09:51.130
Agastya Dave: you

410
01:09:54.320 --> 01:10:00.079
Agastya Dave: so call center business.

411
01:10:00.810 --> 01:10:02.610
Amit Singh: My whole call center business thing.

412
01:10:03.120 --> 01:10:05.550

Amit Singh: digital marketing as a head. Just say.

413

01:10:05.970 --> 01:10:07.580

Agastya Dave: You purely, purely.

414

01:10:07.580 --> 01:10:13.070

Amit Singh: Or hamra, digital.

415

01:10:13.070 --> 01:10:14.590

Agastya Dave: Some of this. Let's see.

416

01:10:14.750 --> 01:10:16.029

Amit Singh: Let's say every customer.

417

01:10:16.120 --> 01:10:18.739

Agastya Dave: I'll be a customer. I also server to you.

418

01:10:19.340 --> 01:10:23.820

Amit Singh: Take a digital purchase cash, pass sales.

419

01:10:49.360 --> 01:10:51.103

Agastya Dave: So with you.

420

01:10:51.410 --> 01:10:58.279

Amit Singh: So yeah, overall custom, software development everything. So now we have people on the floor apps.

421

01:10:58.280 --> 01:10:58.680

Agastya Dave: With you.

422

01:10:58.680 --> 01:11:15.539

Amit Singh: Once we have 9 or 10 cities across India, and those who are selling everything hardware, software, digital, everything. So enterprises.

423

01:11:17.400 --> 01:11:18.219

Agastya Dave: G, sure.

424

01:11:18.400 --> 01:11:22.736

Agastya Dave: Yeah, some of you understand? So but yeah,

425

01:11:23.370 --> 01:11:33.699

Agastya Dave: okay, business could be of soccer or punching a turnover manpower base.

426

01:11:33.890 --> 01:11:39.010

Amit Singh: Sir, America's manpower around 4, 50 to 500.

427

01:11:39.420 --> 01:11:43.880

Amit Singh: Are you best? Good wishes.

428

01:11:46.660 --> 01:11:51.130

Agastya Dave: Char Charguna.

429

01:11:51.130 --> 01:11:53.900

Amit Singh: Yeah, 1, 25,000 heavy. Correct.

430

01:11:54.090 --> 01:12:02.670

Agastya Dave: Okay, okay, okay, or non, technical side.

431

01:12:03.370 --> 01:12:17.799

Amit Singh: Overall finance, Hogia, accounting overall central functions

432

01:12:21.176 --> 01:12:23.990

Amit Singh: 35.

433

01:12:23.990 --> 01:12:24.540

Nitin sekseria: No.

434

01:12:25.507 --> 01:12:30.969

Amit Singh: Around 25. Digital marketing is delivery around again.

435

01:12:31.390 --> 01:12:31.700

Nitin sekseria: Right.

436

01:12:32.240 --> 01:12:47.629

Amit Singh: Or around 60, 70, technical home game, 70 only abrop.

437

01:12:47.630 --> 01:12:58.950

Agastya Dave: Send me here digital marketing while a business on its own. Are we break a break? Even curry, sir.

438

01:13:00.700 --> 01:13:07.709

Amit Singh: Sir Hamara, business, quarterly basis, monthly basis, yearly basis, daily basis. We are in profit.

439

01:13:08.680 --> 01:13:18.309

Amit Singh: but on daily basis we are in profit, and that we will continue forever.

440

01:13:19.520 --> 01:13:21.160

Agastya Dave: I'm just for us.

441

01:13:21.440 --> 01:13:32.769

Agastya Dave: They depend a lot on on strategic tie-ups

442

01:13:32.880 --> 01:13:57.289

Agastya Dave: that would be part of a larger package which is sold. So, for example.

443

01:13:57.610 --> 01:14:15.970

Amit Singh: No problem, but out of 16 you can say 60%. We have already approached before the tender

444

01:14:16.100 --> 01:14:17.629

Amit Singh: Towaha Amari already bid.

445

01:14:17.630 --> 01:14:18.120

Agastya Dave: Okay.

446

01:14:18.120 --> 01:14:35.600

Amit Singh: But we are in touch with all the 16 front bidders.

447

01:14:37.260 --> 01:14:37.960

Agastya Dave: Okay.

448

01:14:38.750 --> 01:14:42.369

Amit Singh: Ticket. Okay.

449

01:14:42.670 --> 01:14:58.230

Amit Singh: Key Joe. Largely. Competition. Yes, largely depend. Largely dependent.

450

01:14:58.230 --> 01:14:58.700
Agastya Dave: Gee!

451
01:14:58.700 --> 01:14:59.769
Amit Singh: Margins, lower home, game.

452
01:14:59.770 --> 01:15:00.400
Agastya Dave: Did you.

453
01:15:00.400 --> 01:15:20.280
Amit Singh: Otherwise at any point of time. Otherwise we will not do that business. Overall ticket to.

454
01:15:20.280 --> 01:15:22.280
Agastya Dave: A sort of a bittany. Karen, a pet carrier.

455
01:15:22.280 --> 01:15:48.680
Amit Singh: Pat 20%. Kahamara Rehegahi Rahega Tokyo business.

456
01:15:49.470 --> 01:15:54.010
Amit Singh: Okay? Already. Customization. That's it.

457
01:15:55.590 --> 01:15:56.130
Agastya Dave: Yeah.

458
01:15:56.750 --> 01:16:16.310
Amit Singh: So as I had competition, ham competition, I see Chinese company, but I mean Kisibi, as on date.

459
01:16:16.560 --> 01:16:30.760
Amit Singh: There are companies like Cisco, HP.

460
01:16:32.500 --> 01:16:45.409
Amit Singh: Pricing Kamayati definitely as a purchase company, as must say.

461
01:16:45.620 --> 01:17:00.130
Amit Singh: but we will always be at an advantage. We are the leaders in this.

462
01:17:01.306 --> 01:17:02.479
Amit Singh: Your references.

463

01:17:03.035 --> 01:17:08.139

Agastya Dave: Technical book up the clarity. Id.

464

01:17:08.880 --> 01:17:12.380

Amit Singh: Next year again, Master Clarity, I guess.

465

01:17:12.380 --> 01:17:13.710

Agastya Dave: Next calendar year. Mr.

466

01:17:15.200 --> 01:17:16.390

Agastya Dave: Clarity.

467

01:17:16.390 --> 01:17:17.000

Amit Singh: Yes.

468

01:17:19.220 --> 01:17:26.920

Agastya Dave: Gotcha, Gotcha, and sister, like maybe coast time palace, enter Kiatha, or.

469

01:17:41.150 --> 01:17:43.190

Amit Singh: Ticket to who

470

01:17:43.270 --> 01:18:12.510

Amit Singh: across the globe that is not supporting the current ecosystem. That is why this opportunity is there, and we are replacing everywhere.

471

01:18:14.610 --> 01:18:20.190

Agastya Dave: So elit Korka Joe product profile.

472

01:18:22.230 --> 01:18:22.780

Agastya Dave: What's.

473

01:18:23.270 --> 01:18:41.280

Amit Singh: 200% coverage or unke product, 90 95% coverage.

474

01:18:43.330 --> 01:18:53.819

Agastya Dave: Excellent! Excellent, sir, sir. Thank you very much, sir. Coffee, coffee, inform informational interaction, and looks like a very interesting opportunity, sir. All the best. Thank you very much, sir.

475

01:18:54.480 --> 01:18:56.929

Amit Singh: Thanks a lot for your time. Thank you.

476

01:18:57.200 --> 01:19:00.100

Agastya Dave: Thanks a lot for your time, sir, and Happy New Year in advance.

477

01:19:00.100 --> 01:19:01.360

Amit Singh: Yeah, thanks.

478

01:19:02.220 --> 01:19:04.450

Amit Singh: But yeah, so these are good.

479

01:19:04.700 --> 01:19:08.299

Finportal: Yeah, we have 2 more questions, first, st from Mister Ankur Gulati.

480

01:19:09.160 --> 01:19:12.020

Amit Singh: Ankurji. Good evening, sir. What is your question?

481

01:19:12.020 --> 01:19:18.859

Ankur Gulati: Good evening, amithai. Quick question.

482

01:19:18.860 --> 01:19:19.620

Amit Singh: Hmm.

483

01:19:19.620 --> 01:19:22.559

Ankur Gulati: So this you can take to any data center operator. Also, right?

484

01:19:22.730 --> 01:19:23.070

Amit Singh: Correct.

485

01:19:23.070 --> 01:19:27.399

Ankur Gulati: So Yota can take the entire thing if they have to manage their data center.

486

01:19:33.060 --> 01:19:33.600

Ankur Gulati: Hmm.

487

01:19:33.600 --> 01:19:49.870
Amit Singh: Implement so daily connect.

488
01:19:49.870 --> 01:20:17.220
Amit Singh: But we are not pushing our product anywhere. Then we have good references already. Some good references like we have good references, and we have edge over others. As I told openly, we are the only one.

489
01:20:17.640 --> 01:20:32.290
Amit Singh: Then we will position it properly.

490
01:20:32.290 --> 01:20:32.690
Ankur Gulati: Hmm.

491
01:20:32.690 --> 01:20:36.200
Amit Singh: Yeah, once we will get a good opportunity, then we will do it.

492
01:20:37.920 --> 01:20:39.000
Amit Singh: Yeah. And.

493
01:20:39.330 --> 01:20:40.650
Ankur Gulati: In Salvad.

494
01:20:41.190 --> 01:20:45.730
Ankur Gulati: Sorry about exclusion earlier.

495
01:20:46.830 --> 01:20:50.289
Nitin sekseria: Hardware. Okay. But software are you? Which is.

496
01:20:50.610 --> 01:20:51.710
Ankur Gulati: Software.

497
01:20:52.340 --> 01:20:59.470
Ankur Gulati: So at least on paper product suit for all the data center operators.

498
01:20:59.620 --> 01:21:00.650
Amit Singh: Yes.

499
01:21:00.840 --> 01:21:06.519

Ankur Gulati: All the companies who are taking those data center on lease, or they have their own captives.

500

01:21:06.670 --> 01:21:07.400

Amit Singh: Hmm.

501

01:21:07.870 --> 01:21:08.780

Ankur Gulati: Is that fair?

502

01:21:09.130 --> 01:21:14.660

Amit Singh: Yes.

503

01:21:14.660 --> 01:21:15.330

Ankur Gulati: I mean.

504

01:21:15.330 --> 01:21:22.999

Amit Singh: We will put a very small data center, and then we will test some business as in. Then we test and.

505

01:21:23.000 --> 01:21:23.460

Ankur Gulati: Teaching.

506

01:21:31.890 --> 01:21:32.340

Amit Singh: Oh.

507

01:21:32.340 --> 01:21:43.420

Amit Singh: we have money from some investor, and he is asking that you burn it. Then we will burn it.

508

01:21:43.500 --> 01:22:19.540

Amit Singh: Data center integration from next financial year hosting Oruska domain.

509

01:22:21.830 --> 01:22:22.350

Amit Singh: Take care.

510

01:22:22.350 --> 01:22:23.749

Ankur Gulati: Tickets so again.

511

01:22:25.680 --> 01:22:26.580

Ankur Gulati: Well, then.

512

01:22:26.580 --> 01:22:37.260

Amit Singh: For our own product, so jokie fail hona English.

513

01:22:38.525 --> 01:22:46.380

Ankur Gulati: Do we? Digital marketing may not be Msme. Sme, clients.

514

01:22:46.380 --> 01:23:02.619

Amit Singh: Then a very big opportunity opens up.

515

01:23:03.410 --> 01:23:03.830

Ankur Gulati: Cool.

516

01:23:03.830 --> 01:23:09.740

Amit Singh: Yeah, digital marketing business. Currently, it is in loss. Okay, overall organization from starting.

517

01:23:09.930 --> 01:23:10.500

Ankur Gulati: Oh!

518

01:23:10.500 --> 01:23:16.230

Amit Singh: Overall. It is in loss, but it's still overall. It is in loss. But monthly basis pay, break, even pay

519

01:23:16.740 --> 01:23:41.230

Amit Singh: digital marketing, and we are trying to sell something or the other.

520

01:23:41.240 --> 01:23:46.690

Amit Singh: Even Joe Beagle hosted purchase hosting a customer right

521

01:23:46.840 --> 01:24:09.129

Amit Singh: 100 domains by default. They just have the database.

522

01:24:09.440 --> 01:24:14.530

Amit Singh: and when we have the database on which our salespeople are constantly meeting every day

523

01:24:14.710 --> 01:24:24.489

Amit Singh: to one crore per month per city will be a small target, but that is the plan.

524

01:24:24.830 --> 01:24:32.389

Amit Singh: That is how we are going. And that is why all the products that is being used in the digital marketing field, all those products are developing.

525

01:24:32.910 --> 01:24:56.699

Amit Singh: We are just developing, because by that time we have this 9, 10 cities on boarded. By that time all our products will also be ready with all the references

526

01:24:57.320 --> 01:25:08.540

Amit Singh: so overall.

527

01:25:08.540 --> 01:25:09.100

Ankur Gulati: Hmm.

528

01:25:09.100 --> 01:25:10.220

Amit Singh: This is what I need.

529

01:25:10.560 --> 01:25:13.710

Ankur Gulati: So amit strategy. Perspective, sir.

530

01:25:13.780 --> 01:25:18.339

Ankur Gulati: Sorry I'm just trying to find a precedence up. So who would want to follow? Is that fair.

531

01:25:19.650 --> 01:25:30.180

Amit Singh: We are trying to develop products.

532

01:25:30.310 --> 01:25:49.460

Amit Singh: And we are trying to develop strategies. We are trying to develop customers.

533

01:25:49.700 --> 01:26:09.239

Amit Singh: But still we are taking that pain. But still we are taking that pain, keeping in mind. That is also okay. But they are still okay. They are neutral. They were not happy. They have taken the money is also okay. Neutral is also okay.

534

01:26:09.450 --> 01:26:28.229

Amit Singh: So when we launched 2030, 40 customers

535

01:26:42.340 --> 01:26:46.930

Amit Singh: to by default, Amara customer base Amara product launching.

536

01:26:47.870 --> 01:26:57.300

Ankur Gulati: Take it, understood 8 questions about product service.

537

01:26:57.300 --> 01:27:05.400

Subrahmanyam S: It related spare parts, just like a server space. So yeah, server, motherhood, memory, hard disk.

538

01:27:05.400 --> 01:27:05.960

Ankur Gulati: So.

539

01:27:05.960 --> 01:27:10.190

Subrahmanyam S: Even the storage could not be hard disk. So yeah, our

540

01:27:10.350 --> 01:27:17.360

Subrahmanyam S: laptops, physical laptops related to server storage or switches.

541

01:27:17.360 --> 01:27:17.950

Ankur Gulati: Cool.

542

01:27:17.950 --> 01:27:24.680

Subrahmanyam S: Which they cannot afford to buy the new suite. So with that case.

543

01:27:26.420 --> 01:27:29.800

Ankur Gulati: Or in a marketplace. Inventory, option.

544

01:27:29.800 --> 01:27:38.480

Subrahmanyam S: No Amari Kudki site developed. It's not the marketplace where we are launching the most probably in the New Year.

545

01:27:38.880 --> 01:27:45.409

Subrahmanyam S: So for this we started our, even our, as we have a digital marketing department in house.

546

01:27:45.470 --> 01:27:49.050

Subrahmanyam S: So we'll have a separate team for 2, a more.

547

01:27:49.050 --> 01:27:49.630

Ankur Gulati: Hmm.

548

01:27:49.630 --> 01:27:51.609

Subrahmanyam S: The site and do generate the leads also.

549

01:27:51.610 --> 01:28:05.340

Amit Singh: If we are able to bring the customers on this side, then we will make it a marketplace also.

550

01:28:05.350 --> 01:28:10.160

Amit Singh: You say, Karita.

551

01:28:11.350 --> 01:28:13.520

Ankur Gulati: Brilliant. Okay, all the best. Thank you.

552

01:28:13.520 --> 01:28:14.280

Amit Singh: Yeah, thank, you.

553

01:28:16.642 --> 01:28:18.107

Nitin sekseria: Hey! Hey!

554

01:28:22.490 --> 01:28:24.349

Amit Singh: Yes, Siddhi, we have any more queries.

555

01:28:24.350 --> 01:28:27.430

Finportal: Sir. Nitin, sir, you can ask your question.

556

01:28:28.580 --> 01:28:29.300

Nitin sekseria: Hello!

557

01:28:29.300 --> 01:28:30.200

Finportal: To leave.

558

01:28:30.350 --> 01:28:32.970

Nitin sekseria: Yes, Nitinji. Good afternoon. Good evening, sir.

559

01:28:33.460 --> 01:28:33.950

Amit Singh: Afternoon.

560

01:28:37.310 --> 01:28:47.249

Nitin sekseria: I wanted to understand this Cloud Service collaboration. So what could be the market size you are looking for? And what could be the margin on this business?

561

01:28:47.250 --> 01:28:52.779

Amit Singh: Conservative salka dose in 1 million dollar with the percentage of 7, 8% to 10%.

562

01:28:54.077 --> 01:28:59.369

Nitin sekseria: Okay? And again, my question on is, can text.

563

01:28:59.430 --> 01:29:02.029

Nitin sekseria: this is context development. Cost is how much.

564

01:29:03.540 --> 01:29:06.299

Amit Singh: Sir. They cost a hundred k dollars.

565

01:29:06.490 --> 01:29:14.040

Amit Singh: Kitten.

566

01:29:14.610 --> 01:29:17.599

Nitin sekseria: It was after teamwhile. Okay, I understood. But.

567

01:29:18.340 --> 01:29:18.920

Amit Singh: Better.

568

01:29:21.100 --> 01:29:22.570

Nitin sekseria: Something cost should be there.

569

01:29:22.570 --> 01:29:34.480

Amit Singh: If Ca will ask this question, then definitely, I have to answer this. So they were free. So they have made this.

570

01:29:35.080 --> 01:29:38.340

Nitin sekseria: To make price tag.

571

01:29:41.330 --> 01:30:04.569

Amit Singh: So definitely, we have to put something in balance sheet also. So this is an asset that we don't know. I don't know. Whatever is, as per rule, regulation.

572

01:30:05.960 --> 01:30:23.360

Amit Singh: But point, this is an asset. It is similar to something. What is Amazon? Your Flipkart? If there is any other customer also coming, we can sell the same product to them also. Whatever cost we charge.

573

01:30:26.520 --> 01:30:34.459

Nitin sekseria: Sir, there's a cloud service collaboration, basically like, imagine just a cloud service that I.

574

01:30:37.961 --> 01:30:43.829

Subrahmanyam S: Nitin actually, this is like the Amazon above the Amazon Cloud service. A second.

575

01:30:45.330 --> 01:30:46.130

Nitin sekseria: Okay.

576

01:30:46.520 --> 01:30:55.070

Subrahmanyam S: You have a marketplace, you have a different different domain cloud services, including the media streaming and

577

01:30:55.160 --> 01:30:57.820

Subrahmanyam S: the sap. A lot of things are there in the lab.

578

01:30:59.370 --> 01:31:02.629

Nitin sekseria: Okay, at present, what is the market size of this cloud service in India?

579

01:31:04.410 --> 01:31:09.409

Subrahmanyam S: See if you, if you look at the company you're talking about the our product which we are talking.

580

01:31:09.410 --> 01:31:10.250

Subrahmanyam S: You know King Kong.

581

01:31:10.250 --> 01:31:15.730

Nitin sekseria: The total market size of this cloud service. What you are talking about the total market size, as of now in India.

582

01:31:17.160 --> 01:31:20.350

Subrahmanyam S: It could be somewhere around 13 billion dollars.

583

01:31:21.300 --> 01:31:27.519

Nitin sekseria: Okay. And you are just thinking about your company is thinking about 2 to 3 million dollar for 1st year.

584

01:31:27.650 --> 01:31:28.710

Nitin sekseria: That is fair enough.

585

01:31:28.710 --> 01:31:36.640

Subrahmanyam S: Yes, because we have the the Cloud Service Provider. Who are we are undertaking? So they have their own continuous business, which is going

586

01:31:36.730 --> 01:31:46.160

Subrahmanyam S: so that can be diverted directly to us in the initial stages. In future, whatever the sales will bring, so that will be the added advantage added business for us.

587

01:31:46.160 --> 01:32:13.689

Amit Singh: But currently the deal is not signed. So this we have told that these are the ways in which we are trying to expand. So deal is not signed, we amongst the 3 companies which they were evaluating. We are the one whom they have finalized as per them. And that is verbal. Okay? So once we receive something in paper, we will give all the details. If required, we will have an investor call, and we will give all the details whatever you want.

588

01:32:13.710 --> 01:32:23.650

Amit Singh: because if I give any detail today in terms of numbers or anything, then and tomorrow the deal does not happen. So then it will become something which is not correct.

589

01:32:24.060 --> 01:32:31.120

Amit Singh: So scale. We will just wait till the time it closes. Whatever market size and everything. You're asking that we have told.

590

01:32:32.260 --> 01:32:37.759

Nitin sekseria: Thank you, sir, one another question. I want to understand this Buggel host. I think you have launched last year. No

591

01:32:38.890 --> 01:32:42.819

Nitin sekseria: itself came to the profit, or still it is not in the profit.

592

01:32:42.820 --> 01:32:47.020

Amit Singh: So beagle host with, there is no loss. It will always be in profit because we have developed it.

593

01:32:47.220 --> 01:32:54.769

Amit Singh: and whenever the customer will come, he will give us something. He cannot take some anything from us, so it is in profit. It will always be in profit.

594

01:32:55.260 --> 01:32:57.659

Nitin sekseria: This business from the very 1st date is profit.

595

01:32:57.660 --> 01:33:04.059

Amit Singh: Yes, profits after 3, 4 years, because this is something which will grow slowly.

596

01:33:05.000 --> 01:33:05.800

Nitin sekseria: Okay.

597

01:33:05.800 --> 01:33:11.000

Amit Singh: So once we'll put our own data center, then we'll market so it will. The speed will increase.

598

01:33:11.720 --> 01:33:24.800

Amit Singh: So already Subu has made up the complete plan. Okay? And as I told that we will put our data center next year. We have already finalized the players and discussed everything. We have got all the prices, quotes everything we have.

599

01:33:24.820 --> 01:33:36.979

Amit Singh: So we just have to strategize and put some money separate for it, and then we will start. So whatever money we will invest. Suppose we'll invest, for example, 2 lakh rupees per month.

600

01:33:37.040 --> 01:33:44.130

Amit Singh: So 2 lakh rupees per month revenue. This is what we feel as per things on paper.

601

01:33:45.710 --> 01:33:52.919

Nitin sekseria: Okay, sir, or any office you wanted to open. Manage. That means. Now you have 3 offices, 3 offices in.

602

01:33:52.920 --> 01:34:02.660

Amit Singh: Chennai, Hyderabad, Kolkata, Bangalore, Indore, or Hogan, no Hogia.

603

01:34:03.890 --> 01:34:06.530

Nitin sekseria: Okay, these 9 places you wanted to open.

604

01:34:06.680 --> 01:34:10.769

Amit Singh: Yes, 9 to 10 places. We will open office, and we will do the business everywhere.

605

01:34:11.900 --> 01:34:14.359

Nitin sekseria: Thank you, Mister Amit. Thank you very much.

606

01:34:14.360 --> 01:34:34.880

Amit Singh: Mumbai, Delhi, Kolkata, and Bangalore, Hyderabad, Bangalore. Mainly in char cities. May ham people. They will be for hardware software and Digital all, and remaining mostly digital

607

01:34:35.630 --> 01:34:43.249

Amit Singh: location Asm government, K, software, K order, hardware, K, order, digital key order. Sara Kareng.

608

01:34:47.330 --> 01:34:59.750

Amit Singh: So we already have one person in based out of Chennai. We have not opened an office in Chennai. He is there since last 1 1 and a half year, so he is currently also managing Chennai.

609

01:35:04.040 --> 01:35:06.779

Subrahmanyam S: Yeah, yeah, it's all one and a half year.

610

01:35:07.020 --> 01:35:09.638

Amit Singh: One and a half year now. So he's based out of Chennai. Only

611

01:35:09.990 --> 01:35:10.790

Subrahmanyam S: Exactly.

612

01:35:11.160 --> 01:35:12.649

Amit Singh: So there is a guy called.

613

01:35:13.540 --> 01:35:14.570

Subrahmanyam S: It's currently.

614

01:35:14.570 --> 01:35:15.869

Amit Singh: Janeikarla. Yes.

615

01:35:15.960 --> 01:35:28.049

Amit Singh: so there is a guy called Rama Jam. He is already there with us. Since last one and a half year we have not opened an office, but he's already taking care of Chennai and Kerala, that region on day to day basis for hardware only.

616

01:35:28.170 --> 01:35:34.819

Amit Singh: So we just have to open an office and increase it to software and digital marketing the Chennai Walla portion. We will cover that way.

617

01:35:35.560 --> 01:35:48.440

Amit Singh: Hyderabad is already what we just have to put resources for different verticals to just inorganic we plant once we will do that. So then we will start doing this activity also.

618

01:35:52.730 --> 01:35:54.420

Nitin sekseria: When you become near the crap.

619

01:35:56.000 --> 01:36:17.159

Amit Singh: I will let you know, and my target to myself is in by December 2025. I have to close this one of them, so that I will do, and for sure it will be a company bigger than us. It will have profit more than us.

620

01:36:17.160 --> 01:36:40.339

Amit Singh: and it will have resources more than us, and it will have business in outside India or at the verge of closure. Very soon we will close something else. But this. March 2025. This closure will happen with any company.

621

01:36:42.150 --> 01:36:44.150

Nitin sekseria: Thank you. Thank you, Mister Amit. Thank you.

622

01:36:44.200 --> 01:36:45.489

Amit Singh: Thank you, sir, thank you.

623

01:36:48.902 --> 01:36:54.549

Finportal: Now I would like to hand over the conference to Mr. Amit Singh for closing comments.

624

01:36:55.250 --> 01:36:57.760

Amit Singh: Yes, I think Subram and Mg, can close this.

625

01:37:02.760 --> 01:37:04.030

Subrahmanyam S: Yeah, thank you. All.

626

01:37:06.340 --> 01:37:08.580

Amit Singh: Said it, man, it's a close carrying you up.

627

01:37:09.630 --> 01:37:23.480

Amit Singh: So thanks everybody for giving your time and asking so many questions. Actually, if somebody asks this kind of question. It shows that people have interest in whatever we are doing, because

628

01:37:23.510 --> 01:37:28.759

Amit Singh: you should never feel that I have done very good in the examinations, and nobody has seen my result.

629

01:37:28.920 --> 01:37:46.459

Amit Singh: So when somebody asks this, so it means that somebody is seeing the results also, and somebody is interested in what we are doing. So thanks a lot for your time, and thanks a lot for all your questions, and whatever questions are there anytime you can send mail on info@olatex.com.

630

01:37:46.500 --> 01:38:03.549

Amit Singh: and whatever we have our investor relations in Portal, you can connect to them. I don't know whether it is their job or not, because recently they are connected with us so. But info@olatex.com is always there, and you can always ask questions there, and we will revert to that.

631

01:38:07.211 --> 01:38:13.749

Finportal: Thank you, sir, on behalf of Ola Tech Solutions Limited. I thank you all for joining us, and you may now disconnect from the meeting.

632

01:38:13.750 --> 01:38:15.340

Amit Singh: Siddhi. Thanks a lot.

633

01:38:15.340 --> 01:38:16.520

Finportal: Thank you, sir.

634

01:38:16.520 --> 01:38:18.130

Subrahmanyam S: Yeah. Thank you. Bye, bye.

635

01:38:19.470 --> 01:38:20.750

Finportal: Thank you.