



Simplifying Future
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Growth profile

“ Insight Business Machines Pvt. Ltd. has been in the field of Computing Technology since 1992. Established by Piyush Vibhakar and Neel Shah, INSIGHT established a niche for itself in the IT sector as a Complete Solution Provider. ”

Today INSIGHT is having revenue of over INR 450 Millions. We have invested INR 55 Millions in creating infrastructure & developing specialized Task Force across Pan India for better services & reach ability to our customers. We have a solid financial foundation and have been growing profitability year over year.

The prime push for INSIGHT has been towards diversifying itself into many arenas of IT. Today customers are turning to

INSIGHT for flexible and operable solutions. Be it Systems Integration, Infrastructure Consolidation, Networking or Application Development. Providing efficient, cost effective & cutting-edge technology has been the driving initiative at INSIGHT since **last 15 years**. We have a wide spectrum of our products / services to offer to our esteemed customers.

Vision

“Instigate Values by Service Integration” Change is the only constant

INSIGHT believes to simplify, accelerate and increase the Return on Investment (ROI) on Enterprise computing, Network Infrastructure and enterprise storage. INSIGHT would like to bring them by consolidation of integration technology through a flexible, standards-based infrastructure that enables business systems to communicate using a flexible service-oriented architecture through Facilities Management Solutions. INSIGHT Domain KNOWLEDGE would compliment our customers' needs to achieve the Best of Technology Solutions, **“JUST IN TIME”**.

Solutions we provide: Compliance, Convergence, Manageability & Lifecycle Management.



Technical Solutions Offered for IT lifecycle

Unified Communication

INSIGHT combines a complete suite of data/voice/video converged solution, built on industry standard infrastructure, to provide you with the messaging, fax, workflow, voice, video integrated solutions that meets your business objectives. Entire architecture is derived by solutions using best-of-breed applications and knowledge from technology vendors like Microsoft, Cisco etc.

Infrastructure Consolidation

Based on your business requirements, Insight designs and implements the Server / storage consolidation and virtualization backed up by required backup solution, Cluster & Replication in order to achieve the high availability of Network & Information (Contents).

Data Centre

Insight's datacentre solution enables you to implement state of art solution for managing your contents / Database. The solution is based on industry open standard in order to achieve the end objective of your business continuity, service oriented architecture, secured and complied to global IT standards.

Patch Management

Insight's solution is to manage your end points and to make IT assets up all the time whenever required. Our solution is based on open standard and supports all IT enabled equipments, making for easy upgradation & management from a centralized or decentralized approach.





Wireless & Mobility Solutions

INSIGHT is committed to help your mobile workforce to work just in time, connected to centralized or decentralized information centre. Mobile & wireless solution caters to various industries such as Healthcare, Pharmaceuticals, Logistics and Retail.

based marketing strategy about their customers, sales channels & pipeline and current customer facing issues. Through its web based interface it allows geographically dispersed sales and marketing teams to manage, share the customer experience and interaction by tracking contacts, accounts, sales opportunities, activities, notes, tasks...and more.

CRM

The process is designed to help marketing/sales teams, anticipate and support the future needs of customers while allowing the organization to build an information



Facility Management Systems Integration Technology Consulting
Simple Solutions for a Complex Future Infrastructure Requirements
Internet Intranet Application Development Networking Server Development

Services Offered

Systems Integration and Technology Consulting

We design, deploy, support and service integrated infrastructure platform and software to help you do your job better-in less time. We believe standards-based, open-architecture infrastructure promotes competition and innovation. Over the years INSIGHT has been offering unsurpassed expertise in integrating IT products successfully into business operations. Today we have partnerships with leading technology leaders. We are Gold Certified Partners with Microsoft, Premier partner with Cisco, Enterprise Partner with HP, Elite Partners for HP Blades, Ultima Club Partners with HP for workstation, Business Partner with IBM, WSP of IBM, Silver Partners with 3com, Silver Partner with Symantec, Silver Partners with APC, Network Infrastructure partner with Emerson, and Professional partners with Watchgaurd.

Networking

From desktop, laptops, servers to Web services computing—none of it works without the network. SOA, VoIP, Grid/Cluster computing and virtualization all

demand a secure, converged, high-performance network. Security threats are increasing in number, type and complexity. Regulatory compliance requires new IT investments. IT executives considering network upgrades must understand the total cost of ownership, not just the cost of point products or individual network segments.

Infrastructure Requirements

Being an integral part of any IT Solution, Insight's hardware philosophy lies in introducing the top-class products and technologies for our valued customers. Insight offers a wide spectrum of the latest computing hardware technologies including servers, high-end workstations, desktop PCs, notebooks, Handheld (PDA), video conference and, Networking devices and a never-ending array of peripherals and accessories. Insight has leveraged its skills in all aspects of defining your hardware requirements, procuring materials for you at the most economical rates and providing you after-sales support and lifecycle of same.





Facility Management

The constant challenge is to ensure that your resources are expended in the most valuable areas. Facility Management permits you to redirect your resources away from non-core activities towards activities, which have greater returns. In short, Insight FMS provides the services of an add-on in-house Information Systems Manager.

Project Management

Boost efficiencies, cut IT operational costs and create a sustainable competitive advantage with the client-focused IT services of Insight project management. When your goal is to enhance IT-enabled strategic business development for your organization, Insight delivers an agile IT environment that is accurately aligned with your business strategies and objectives. Our mission is to help you realize true business value from your IT investments-achieved with the industry-acclaimed skills, experience, tools and proven methodology of Insight's knowledgebase.

Internet / Intranet / Software Application Development

Our Internet Application Development Practice specializes in end-to-end application development using technologies like SharePoint / IBM Technologies, SQL,

Oracle, MS-Access, Java, JSP, ASP, XML, HTML, DHTML, etc. Taking things further, we have in-house expertise to cater to your software requirements. Our skill-sets lie in meeting customer demands. We take care of your mission-critical application development, user-centric processes and comprehensive enterprise management through our development team.

Team Collaboration Development

Microsoft SharePoint Server facilitates Team Collaboration, provide content management features, implement business processes automation through workflows, and supply access to information that is essential to organizational goals and processes.

The end product is a result of the right mix of people, products, services, infrastructure resources and technical expertise.





Case Studies



BIG 92.7 FM

Big 92.7 has got the license of more than 45 Radio station across the nation. This include cities of class A, B, C and also the interior parts of India.

All these stations were needed to be rolled out on a very tight schedule since Prasar Bharti keeps watch on its progress. Every station's infrastructure plays key role.

- **Server Solution** - As every station, Servers were required 24x7 with low redundancy rate. Keeping in mind the space constraint, we positioned & integrated more than 280 Nos. of HP DL servers with required add-ons.
- **Storage Solution** - Storage is a key component of the entire solution. Being live media broadcast, it should be highly available. Keeping in mind these parameters and also the scalability factor we supplied and integrated HP NAS Solution based on Microsoft Storage.
- **Data Base Solution** - We have integrated Microsoft SQL 2005 at the site since we required a very robust and highly scalable database. It is compatible and gives high performance for mission critical applications round the clock.
- **High Computing Users** - Every station has some high computing users with some unique broadcast add-ons. After understanding the requirement from their vendors workstation configuration was derived after lots of permutation and combination. 150+ HP workstation were



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supplied & integrated with required NVIDIA, Matrox and Gforce display card with other specialized add-on.

- **Network Solution** - High performance network solution was required since the client needed LAN and WAN DATA, Video and Voice on same network. We positioned CISCO High performance 10/100 and 100/1000 for their mission critical applications of DATA and Voice traffic. For Office applications CISCO Based configuration solution was the best fit with 100+ Network Switches. For Video conferencing, a dedicated routing solution with low cost and high performance routing devices was implemented. We have supplied & integrated 3COM Chassis based solution for them as multiple ISDN lines terminated on same.
- **Last Mile Solution** - As the customer required centralized control on each of the location, Last mile is mission critical as information is depended on the same. We have positioned the world leader, RAD in last mile solution at more than 40 locations.
- **Infrastructure Solution** - An organization runs with people who in turn require Standardized Desktop and Laptops which gives very good performance are easily available and serviceable across India. Looking at client's future expansion scales we have positioned HP Desktops (D290) and HP Laptops (nx6320). We have supplied more than 1000+ HP Desktops and 500+ HP Laptops.



Tarapur Atomic Power Plant 3 & 4

Business Challenge:



TAPP 3 & 4 is located 200 Km from Mumbai, the entire campus is of more than 2 Km radial and civil infrastructure is being constructed in phased manner. Challenge was keeping in line with civil infrastructure and IT investment and deployment.

Insight Solution:

INSIGHT is catering to the solution design & the whole turnkey project. The Key infrastructure deployed in line with the Civil Contractor over 7+ years are:

Server Solution - As the project was in phased manner, IT requirements were very dynamic and were not well defined. And since the project was working in all the 3 shifts, availability and manageability were the key issues. We have positioned industry standard Intel based Xeon server from Compaq/HP Proliant, which is highly available & scalable, gives great expandable solution with the ease of manageability.

Backup Solution - Being in remote location, data management was on top priority. Solution should be easy to manage and deploy, support heterogeneous platform as certain application are on HP UNIX, Novell and Microsoft. We have supplied and integrated HP autoloader with Net Vault's Backbone solution, which has given flexibility in terms of OS & Database.

Connectivity Solution - Plant is 200 Km from Mumbai and project is working round the clock. Local ISP is not having any connectivity. We have provided CISCO Remote Access Solution with limited access to network depending upon credential. We have deployed WiFi for connecting various temporary office setups. Insight has created secured internet access to entire plant by offering mix of security products of CISCO PIX and Watchguard UTM solution. We have laid more the 20 Km of OFC with having more than 30 segments on campus, laid more than 40 Km of CAT6 with 350+ networking.

Data Center Solution - Constructed Data center of 2500 sqft for entire IT consolidation for Network, Server and Storage. FM200, surveillance and biometric access control for secured access to restricted premises, with redundant power solution.





interTouch

interTouch is the leading provider of fast, reliable and secure wired and wireless Broadband connectivity services, facilitating communications and applications utilization amongst business travellers. Catering to millions of connections every year, interTouch's Broadband services are available in thousands of hotel rooms, serviced apartments, conference facilities and airline lounges supporting the mobile business traveller.

Business Objective: As leading service provider of High speed internet services to Hospitality industry and wanted to have partner who can manage HR and supply of product with their worldwide standard and maintain 24x7x365 days a year.

Insight Solution: Insight managed services and affiliation of vendors like CISCO, IBM, HP, APC and SonicWALL have given one stop solution to customer.

- **Managed services** - Insight is managing HR for all the field staff who is managing 24x7 services to their customers in PAN India.
- **Switching, Routing and Security solution** - Insight is providing switching solution of CISCO, H3C and HP to inter-touch. Routing solution of CISCO and security solution of SonicWall.
- **Power solution** - Insight is providing APC power solution, which allowing all the network equipment to run round the clock and maintaining life cycle of equipment.

Benefits

interTouch is getting much manageability on HR solution, supply chain of their world wide standards at global price. They have single point of contact for entire project which reduces the project management and operational cost while ensuring their global quality of service is enhanced.

Compass Business Process Outsourcing Pvt. Ltd.

This BPO is a global organization providing Financial Management, Accountancy and Administrative Services across sectors including Airlines, Property, Food & Beverage, Insurance and US Government Contractors.

Business challenge: Existing platform was legacy platform and using end of the life products for mailing & operating system. System had become vulnerable.

Insight Solution: As MS Gold Certified Partner, Insight helped implement a service-oriented architecture using Microsoft and Symantec.

- Upgrade from MS 2K Server 32 bit OS platform to MS 2003 64 bit platform on HP Servers and SAN storage. With Symantec backup solution that automated backup on HP Tape library.
- Consolidated and automated management of the network, server, storage, database and desktop environments using MS technologies like Win Server, Win Desktop, Active Directory, Exchange Server, SMS, MOM and ISA and migration of 200+ users worldwide from old to new platform.

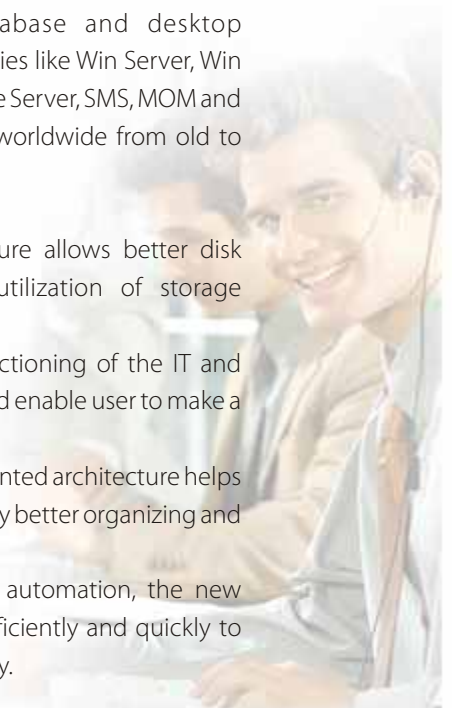
Benefits

Architecture - New 64 bit architecture allows better disk efficiency and ensures optimum utilization of storage infrastructure.

Manageability - Ensures smooth functioning of the IT and helps preempting the risks involved and enable user to make a proactive approach.

Streamlined processes - A service-oriented architecture helps streamlining core business processes by better organizing and centralizing its business documents.

Scalability and flexibility - Through automation, the new solution helps process information efficiently and quickly to get information to customers accurately.



Affiliations

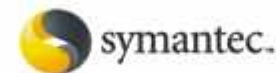
affiliations

Microsoft
GOLD CERTIFIED
Partner

Advanced Infrastructure Solutions
Networking Infrastructure Solutions
Information Worker Solutions
Security Solutions



Premier Enterprise
Business Partner



Symantec Silver Partner



EMC²
where information lives[®]



Clientele

Media & Entertainment

Big 92.7 FM - Adlabs Films Ltd. (Radio)
Sahara One Media & Entertainment Ltd.
Zee Entertainment Enterprise Ltd.
Taj TV India Pvt. Ltd.
Synergy Media Entertainment Ltd.
Percept Group
Whistling Woods International Ltd.
Radio Computing Services (India) Pvt. Ltd.
UFO India Ltd.
Quality Cine Labs Pvt. Ltd.
Hindustan Times
Century Communications Ltd.
Prime Focus Ltd.
B.A.G. Glamour Pvt. Ltd.
Laqshya Digital Media Pvt. Ltd.
Pan India Network Infravest Pvt. Ltd.
Digital Media Convergence Ltd.
Fun Multiplex Pvt. Ltd.
Set India Pvt. Ltd.
INX Media Pvt. Ltd.

Finance & Insurance

Bombay Stock Exchange Ltd.
Stock Holding Corporation of India Ltd.
Ambit Capital Pvt. Ltd.
Shinsei Financial Services & Advisory
B.A. Continuum Sol. Pvt. Ltd. (Bank of America)
Bank Of Bahrain & Kuwait B.S.C
Times of Money Ltd.
Future Generali India Insurance Co. Ltd.
Anand Rathi Securities Pvt. Ltd.
BOI Shareholding Ltd.
Sahara India Financial Corp. Ltd.
SME Rating Agency of India Ltd. (SMERA)
UTI Securities Ltd.
YES BANK Ltd.
Kotak Mahindra Old Mutual Life Insurance Ltd.
Sahara India Life Insurance Co. Ltd.
TSR Darashaw Ltd.

IT & ITES / BPO

HTMT Ventures Ltd.
Capita Offshore Services Pvt. Ltd.
Cyquator Technologies Ltd.
Compass Business Process Outsourcing Pvt. Ltd.
Caliber Point Business Solutions Ltd.
Hexaware
Goldshield Services Pvt. Ltd.
Ugam Solutions Pvt. Ltd.
JustDial Pvt. Ltd.
Ace Software Solutions India Pvt. Ltd.
Thirdware Solutions Ltd.
Virstra I Technology Services Ltd.
Unicorn Infoservices Pvt. Ltd.
TATA Interactive Services
Aircheck India Pvt. Ltd.
C Edge Technologies Ltd.

Retail

RPG Cellucom India Pvt. Ltd.
Infiniti Retail Ltd.
Apna Bazaar
Wadhawan Food Retail Pvt. Ltd.

Hospitality & Real Estate

Four Seasons Hotel
Sahara Hospitality Ltd.
Inter-Touch (India) Pvt. Ltd.
Grand Hyatt
Housing Development & Infrastructure Ltd. (HDIL)
Sahara India Commercial Corp. Ltd. (Amby Valley)
Mahindra Gesco Developers Ltd.

Government & Energy

Office of Admiral Superintendent (Naval)
Dept. of Atomic Energy (BARC)
Tarapur Atomic Power Project 3 & 4
Nuclear Power Corp. of India Ltd.
Mahanagar Gas Ltd.
Electronics Corp. of India Ltd.
Dept. of Atomic Energy
Reliance Energy Ltd.

Manufacturing

Cello Group
Nirlon Ltd.
Bhilosa
Spykar Lifestyle Pvt. Ltd.
Tushaco Pumps Pvt. Ltd.
Precision Plastic Industries

Education

NITIE College
Babu Banarasi Das Educational Society
Mumbai Education Trust

Services

Pay Point India Pvt. Ltd.
Ebony Ship Management Pvt. Ltd.
Schlumberger Asia Services Ltd.

FMCG

Kores India Ltd.
Godrej Agro Ltd.
Camlin Ltd.

Pharmaceuticals & Healthcare

United Health Care India Pvt. Ltd.
Alkem Laboratories Ltd.
Macleods Pharmaceuticals Ltd.
Maquet Medical India Pvt. Ltd.
Elder Pharmaceuticals Ltd.



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