COMPLETE SOLUTIONS
PARTNER IN YOUR GROWTH



aāSPADA

CORPORATE PROFILE

INTRODUCTION

aaSPADA is a combination of two words in ancient Indian language of Sanskrit. "Aja" means Leader and "Aspada" stands for Business Processes. Headquartered in Sydney, Australia, aaSPADA ITec Pty Ltd is 100% Australian owned software facilitator organisation bringing the new innovative concept of "consortium of group of companies". We aim to become Leaders in Business Processes with our main focus on improving business performance by providing innovative IT solutions at affordable prices.

In this age, we live in a world of cutthroat competition and uniqueness in our businesses is our key differentiator from our competition. As an IT facilitator for Banking, Finance Services & Insurance (BFSI), Manufacturing, Retail, Logistics, Distribution, and Telecommunications verticals, we have been successful to provide cutting edge technology that serves everyday purpose. Through our global network of alliances and technology partners, we bring out the best products to our customers at affordable prices. Where products do not meet the criteria, we develop unique products that cater to client's needs.

At aaSPADA, we believe in giving our customers a choice of making simple decisions catering to their technological needs and demand. We focus on growing with our customers not as their IT vendor, but as their extended IT arm and their technology partner. Whichever you look at us, at us we are your **"Complete Solutions Partner in your Growth"**. By offering highly versatile choices of IT services or successfully proven products through our global alliances with the Leaders in IT industry, we provide our customers with a choice of 'buying products off – the – shelf' or 'developing their own customised solutions'. We operate on the following 3-pronged approach:

1 – Complete Customer Satisfaction through Customer Centric Processes and a Customer Focused Approach
2 – Strong Commitment to International Quality Standards
3 – Value for Money – Faster ROI for customers and their stakeholders through best blend of Onsite – Offshore Delivery Models

We are essentially a Tier 2 IT organisation that provides Tier 1 best of breed, open platform, cutting edge solutions and services at a substantially reduced cost.

MARKET OFFERINGS

We take pride in offering our value added services and solutions, not as an IT vendor but rather as a Technology Partner. Most of our business is generated through repeat orders and referrals from our clients. We encourage our clients to take ownership and become our reference partners. It is important for us at **aaSPADA** to hold each and every conversation we have with our clients and to pay special attention to all our clients.

Our market offerings are constituted as follows:-

1. Software Services
2. Consulting Services
3. BPO Services
4. IT Staffing Services

1. SOFTWARE SERVICES

At **aaSPADA**, we work with you to identity your needs and then create a unique solution that delivers tangible value to the enterprise. We consider every aspect of the problem from underlying business processes to the importance of change management and the merits of various technologies. We develop unique information systems that move your business forward and yield a measurable return on your investment. Our project execution work on following simple steps:



We offer following software services-

- Custom Application Development
- Website Development, Content Management

- Enterprise Application Integration
- ERP, CRM, SCM
- eCommerce Applications
- Application Support & Infrastructure Support
- Business Intelligence - Data Warehousing, Data Migration

2. CONSULTING SERVICES

Consulting Services are very important engagement in most of our conversations. It is very important part of any business re-engineering process. We believe that our diverse experience in various verticals, has given us an edge over our competitors. We are acutely aware of individual customer needs and our clients prefer to utilise our Consulting Services in order to evaluate their operations prior to engaging us in turn key projects. We offer Consulting Services in the following areas:-

- Information Strategy Planning
- Business Process Re-engineering
- Capacity Planning
- Network Planning & Design
- System Integration Services

3. BUSINESS PROCESS OUTSOURCING (BPO SERVICES)

With **aaSPADA**'s value added BPO services, we assist our clients to evaluate their core and non-core functions through all facets of their organisation. Our consultative approach and vast experience allows us to identify functions that can be performed more efficiently. This approach allows our clients to concentrate on their core functions and allows us to do what we do best - 'Help Your Organisation Grow!' We offer the following BPO Services:-

- Inbound (Customer Care)
- Outbound (Telesales and Lead Generation)
- Data Processing

4. IT STAFFING SERVICES (ITS)

aaSPADA has formed its ITS division to deploy experienced personnel into various organisations. The entire focus of this division is on catering to existing demand for highly technical resources required for ongoing assignments in government and private sectors.

ITS has developed unique staffing process which is a proven method for understanding client needs, identifying and placing top class professional talent, and offering exceptional service. The ITS division concentrates on identifying and recruiting IT manpower having a diverse range of expertise and experience in order to cater to a wide suite of skills desired by our clients.



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