



COMPANY SHOWCASE'19

*Manual of Companies seeking
Private Equity- Venture Capital Financing*

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I like to introduce you Appletree International Pvt Ltd, which is an division of Rare Group (One of the leading facilities management companies) based in Mumbai for last 30 years and having presence in major metros, towns at a pan India level. (www.raregrp.com)

Appletree International Pvt Ltd has made a foray into budget hotels, QSR Dining, hotel management, hospital dietary services etc. We have currently 3 hotels in Pune and Gujarat under the brand name BROOKS and have ambitious plan to cover major metros in next 2 years. Currently we are managing over 90 keys. We take hotels on long lease or on management contract.

Apart from budget hotels the group also has ambitious plans to make in roads into women's only service apartments, home stays, exclusive fine dining experience across the country.

In order to support the business plans we are looking at partnering with good fund managers at the entity level.

Firm Name: Appltree International Pvt Ltd

Link to ppt: <https://drive.google.com/open?id=1PoUEieWYL8p-Zi-EuLyJrCkorc6XLJI>

Revenues: Current revenue INR 4 Cr top line.

Funds required: INR 50 Cr.

Website: www.appltreeinternational.com

Contact Person: Rajeev Shete

Designation: COO

Email: sheterajeev@gmail.com

Phone: +8779612183

Location: Santacruz, Mumbai



Company Name: Anishka Developers

Business Description & Operational Highlights: Real Estate

Revenues (in INR Cr); If not exact number at least indicate the range: Rs. 20 Cr

Amount of funding Required (in INR Cr): Rs. 25 Cr

Use of Funds: Project development

Link to your PPT:

<https://drive.google.com/open?id=1b06YVEPLna5p0jw6Im4S3kEbj6DOcN4b>

Contact Person with Details

Name: Mr. Sudhir Nair

Designation : Chief Financial Officer

Email : sudhir.nair@capricorngroup.co.in

Phone No. : 9920241005 / 02066229000

Location : Pune



Company Name: Audaz Brands Retail India

Business Description & Operational

De Moza brand has been launched in 2013 with a vision to offer best quality women bottom wear for the growing fashion consumer market.

We focus in the growing organized retail formats across Exclusive Brand Outlets, Large Format Retail Stores and Online across market place and own website. Current foot print of EBO is South and West and LFS is across India through Central Online our major customer is Myntra, we are looking to set up first Omni Channel retail in Women's apparel.

Total Funding Requirement is Rs. 20 Cr for next 3 years

FY20 Investment is Rs. 10 cr

FY20 Fund Usage

- Rs. 2.1 Cr Capex and Advance
- Rs. 0.4 Cr in Marketing
- Rs. 7.5 Cr for base stock building in New Channels (Shoppers Stop, Brand Factory & Reliance Trends)

Link - <https://drive.google.com/open?id=1h1nlZplyPx8wrsHuNHw57e-ihL-Yf1ch>

Contact Person with Details:

Agnes Raja G
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919886717133
Bangalore

AVS AIR-SEA SERVICES

BUSINESS DESCRIPTION & OPERATIONAL HIGHLIGHT:

AVS is a CRISIL-MSE 2 rated company, is an International Freight Forwarding and Logistics service providing company that provides freight forwarding and logistics solutions to an array of industries. Founded in 2012, having branches at Mumbai, Vadodra, & Associates location at Delhi, Chennai. Apart from the varied services we hold a network to more than 40 countries around the globe.

We provide International (EXIM) Freight Management services like:

1. Air Freight
2. Sea Freight
3. Customs Clearance & Compliance

On Operational front our value propositions lie in following three things

Business & Management

1. Management Expertise: A. Subramanian (Founder, Chairman) has 26 years of experience in the same line of business. This indicates his ability to maintain business viability and steer the business through operational hurdles.

2. Well-spread reach: The Company has customers across India, mitigating the risk of geographic concentration.

3. Smooth Flow of operations: Established relationships with customers & suppliers ensuring stability in demand & uninterrupted services.

Financial

1. Profitability: The company registered an adequate operating profit before depreciation, interest, and tax (OPBDIT) margin of 3.76 %, profit after tax (PAT) margin of 3.16 %, and return on capital employed (RoCE) of 21.92 % during fiscal 2018.

2. Good liquidity position: As reflected in a current ratio of 5.23 times, as of fiscal 2018. Cash/TOL was 61.62% during this period, reflecting the company's good liquidity position.

3. Good working capital management: Receivables and payables were in line with the company's credit terms over the past 3 years. This has resulted in reduced pressure on company's liquidity.

REVENUES

Projected/Estimated Performance during FY 2018-19	FY 2018	FY 2019
Total Revenue	2.99 Crores	4.47 Crores
Total Expenditure	2.87 Crores	4.29 Crores
P/L Before Taxes	11.19 Lacs	17.34 Lacs

AMOUNT OF FUNDING REQUIRED: 20 Cr

USE OF FUNDS:

1. Working Capital
2. Development on technological front for real-time updates
3. Infrastructure
4. Promotion & Branding
5. Man Power & Overhead expenses

LINK TO PPT: <https://drive.google.com/open?id=1EaW5yLKdTnnzbvdzc03pjhoZzGAYXT>

CONTACT PERSON:

A Subramanian
Chairman, AVS Air-Sea Services Pvt Ltd
subramanian@avsair-seaservices.com
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Mumbai



Company Name: Camions Logistics Solutions (www.gobolt.in)

Owned Full truck load business with express delivery of goods, transit time reduction, tech integrated with visibility of all tools like tracking, centralized door locking, GPS enabled vehicles, control tower, TMS, VMS etc

REVENUES: 120 Cr

AMOUNT OF FUNDING REQUIRED: 150 Cr

Planned Use of Funds: Expansion of Hybrid Model (Dedicated and Market place), Warehousing, 3PL expansion

Link to PPT: https://drive.google.com/open?id=1UddGtg_CGU4h04hOiD_IPk6-ziFV58HZ

Contact Person with Details:

Sumit Sharma

Director

Sumit.sharma@gobolt.co.in

9833886763

Gurgaon

Durga IAF™ - Revolutionizing Internet Security

Background

In today's business landscape, ever more aspects of businesses need to be on the internet. This exposure brings a rising number of threats that are growing more sophisticated and powerful. Without appropriate cyber security, businesses risk theft of sensitive data (either their own or their customers) and/or service disruptions.

One of the ways to protect against threats from the internet is to deploy firewalls, which work by monitoring access. Existing solutions inefficiently use a one-size-fits-all approach to block or permit access. On the other hand, our product, **DURGA IAF™**, the first Internet Application Firewall (IAF), uses patent-pending technology to learn about how the protected applications are used, in order to control access in a more efficient manner.

MARKET

DURGA is designed to protect all internet-facing applications (such as web, e-mail, messaging and others). IAF, being a new market, does not have any sizing data. However, examining closely related markets, its estimated size is USD 800m currently and growing at 10%. Current segmentation shows 50% US, 30% EU and 20% APAC.

PRODUCT STRATEGY

DURGA combines judiciously chosen hardware and custom-built software optimized to block intrusions while preserving rapid throughput. **DURGA's** patent-pending methodology protects applications from known threats and automatically evolves to also thwart threats that deliberately mutate to evade firewalls. It features:

- On-site/cloud modes, either as an appliance (physically isolates assets) or as a service on application servers.
- **Machine learning** to learn in-depth about the applications protected, and thus, protect them better, faster.
- **Artificial Intelligence** automatically develops rules to reduce false positives.
- **Cloud Intelligence** to instantly block threats discovered throughout our proprietary defence network.
- **Neural Networks** to learn and simultaneously classify requests to take faster follow-on actions (block/allow).
- High customizability and scalability while exhibiting best-in-class performance and a friendly UI.

Indicative Results: With an initial prototype of **DURGA** running at a large telecom provider in Mumbai, unwanted requests dropped from 9 lakh /day to about 3000/day.

VISION

DURGA is designed from the ground up to be world-class and our planning reflects the appropriate investments in infrastructure and people to make that happen. By our fifth year, we plan to be a unicorn, with offices in US (California), Europe (Netherlands) and Asia (Singapore), driven from our HQ in Chennai, India.

BUSINESS MODEL

DURGA will be marketed in three flavours that would be differentiated through features and targeted at multiple industry sectors (ranging from small online to large portals) at optimal prices. Pricing, sectors and phased expansion worldwide have been meticulously researched and built into the projections. Sales methodologies will be custom crafted to the targeted sectors, using either direct or indirect (resellers/partners) channels. Forecasts used are conservative and realistic. For expenses, this means budgeting world-class infrastructure, branding/marketing, hiring the best talent, suitably compensated and incentivized, to achieve maximum performance. For revenues, it means that sales efforts in the targeted sectors will be backed with diligent market research, marketing and allow for enough time to show results. We project fifth year revenues of USD 63m at an operating margin of 37%.

Founders:



Sridhar Boovaraghavan
 BTech (IIT-M, CE), MS (SUNY-B, CE), MBA (UW-Madison, Finance),
 20 years experience (SunGard, Scottish Power)



Srikrishnan Chitoor
 BTech (IIT-M, CS), MS (Delaware, CS) 25 years experience (Carizen, SPSS)



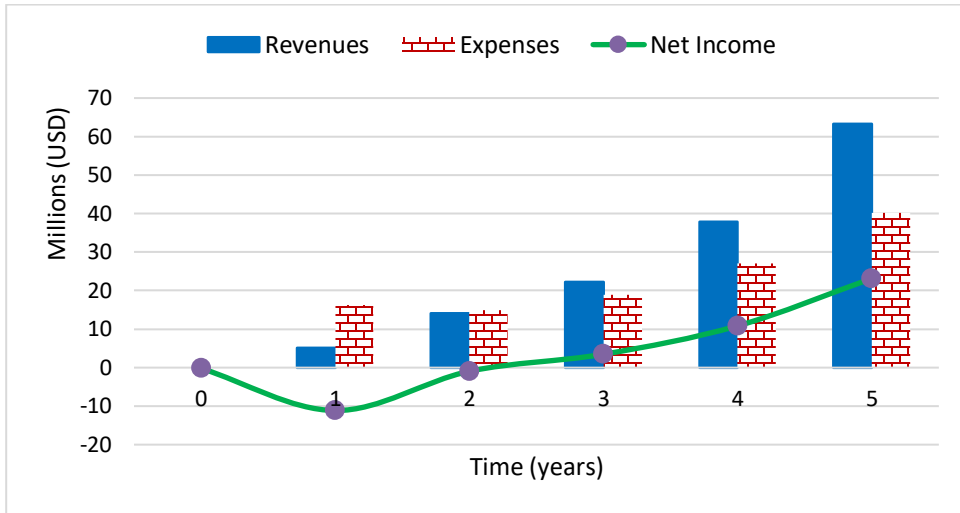
Badri Veeraraghavan
 BE (BITS-Pilani, ME), MS (Toledo, ME), MBA (Michigan, Marketing),
 22 years experience (T-Mobile, Ford)



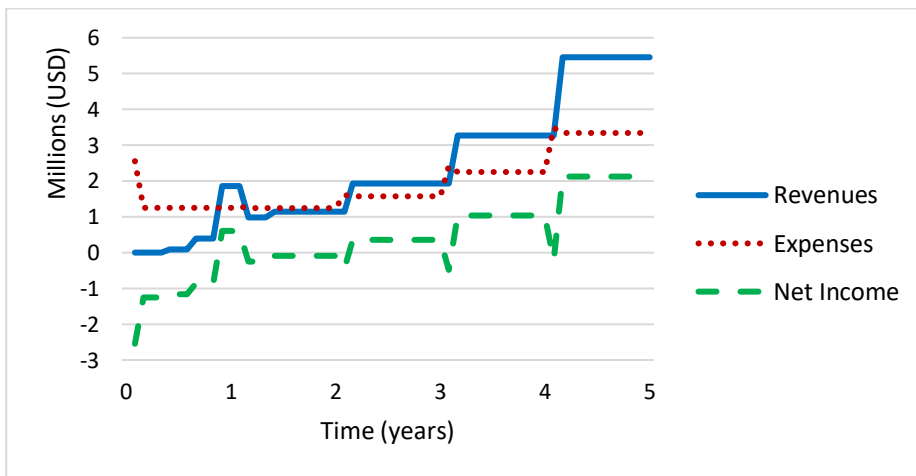
Jayalakshmy Venkataraman
 BE (CET, CS)
 22 years experience (Carizen, Ameritech)

Projections

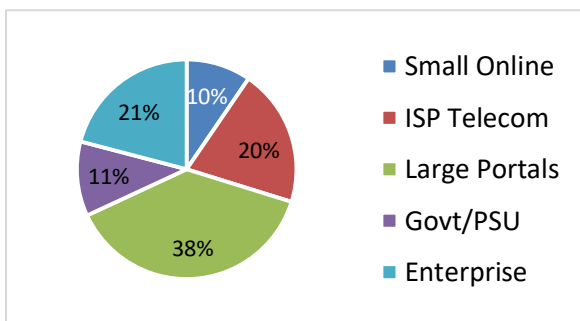
Income Statement (yearly)



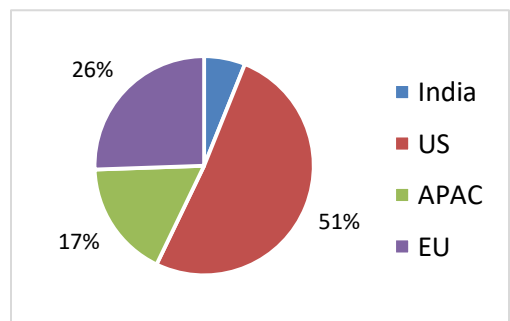
Income Statement (monthly)



Sector Breakup: Revenues (5th year)



Geographical Breakup: Revenues (5th year)



Contact Person:

Sridhar Boovaraghavan

+91 94449 00395, sridhar@durgaiaf.com



Company Name: Eden Retirement living (www.edenseniors.com)

Eden Senior Living & Wellness is the culmination of many years of aspirations, dreams and efforts of the three founders who came together from different disciplines and backgrounds with a common goal and with complementary skills.

It is a senior living project being built in the foothills of the Himalayas, in Dehradun, North India along with integrative medicine being provided at the facility to its residents. The land for the project is owned by the company with clean and clear title. All Governmental approvals for architectural plans have been received, to construct a 10 floor building comprising of two towers connected together at every level. All Governmental formalities such as registration with the state RERA, etc. have been duly completed. Construction has started at site and sales have started with the first few bookings coming in.

The idea was to get 360* holistic, integrative and preventive healthcare into the senior living space making it the first of its kind anywhere in the world and hence also being its key USP. Research has shown time and again that continued physical and mental wellness is incredibly beneficial for a healthier life. Providing a robust wellness program, therefore, is an excellent way for a senior living community to support resident health, happiness and engagement. In the context of senior living, a wellness program can be understood as any offering aside from care services that improves the quality of residents' lives, in terms of their health and happiness.

Our business model is in three stages of Develop, Sell and Hold. We are *Developing* the land acquired, 4,280 sq mtrs, into a 10 floor structure. *Sell* the residential independent senior living apartments from Level 1 – 8 (96 apartments in total) and *Hold* levels 9 and 10 to operate and run the Lifestyle and Wellness center along with maintenance of the building complex in all aspects.

The USP of Eden is the bringing together of holistic, integrative and preventive healthcare to senior care in a luxury residential setting.

Upto now the Founders have put in their equity to the amount of over Rs 20 crores in land acquisition, Government Approvals, Sales & Marketing, operational expenses, approvals for starting construction and the commencement of construction.

Our strategy is to complete and deliver the real estate part of Eden and provide the services of holistic, integrated and preventive care along with maintenance all together in 3 years from now. Based on our learning, we will want to scale the model into the affordable senior living segment.

Team profile and team member expertise

DEEPAK GUPTA: Deepak has 35 years of global experience in management consulting, banking, executive search and now in Senior Living and Wellness. He has been a Senior Advisor and Advisory Board member to companies and management universities. He was the Country Head and Managing Director for Korn/Ferry International's India office for 12 years and as the Executive Chairman of DHR International's India office for 2 ½ years. Earlier, Deepak worked with Citibank for 10 years in India and in the US from 1989 to 1999 as VP and Corporate Banking Head – North India, Public Sector Head - India and AVP in the Healthcare Group at Citicorp, USA. He began his career in management consulting with KPMG and then with PwC in Healthcare Consulting from 1983 to 1989 in USA.

Deepak is a CPA and a member of the Accountancy Board of Ohio, as well as a Chartered Accountant and fellow member of the Institute of Chartered Accountants of India. He graduated with honors from St. Xavier's College, Calcutta University and received a Masters in Business Administration in Finance and a Post Graduate Certificate in Management Information Systems from Case Western Reserve University, USA. He has also attended a residential leadership program at the Harvard Business School, USA.

SANJIV VOHRA: Sanjiv is a versatile entrepreneur with a track record of over 30 years of excellence in nurturing and turning around businesses in various industries with 18 years having been spent in the real estate industry. He has advised numerous companies in real

estate and has successfully delivered many industrial projects, which have been built, leased out and capitalized to HNIs. Sanjiv successfully completed several residential projects in the Dehradun area of over 250 apartments including Doon Trafalgar, Doon Trafalgar Extension and Princess Park. He has also been associated with developing and successfully selling residential land parcels in Dehradun. Sanjiv is a graduate and a Chartered Accountant.

SAMIR GUPTA: Samir is a passionate first generation entrepreneur, having more than 27 years of rich and extensive experience in setting up new businesses, planning growth, business delivery strategies and building support to enable the businesses to scale. He has been responsible for managing P&L, sales and marketing, product management, operations and engineering. He is a Co-founder and Director of Samtech Infonet Ltd., Pyramid Cyber Security and Digital Forensic Pvt. Ltd., Olpoints InfoTech Pvt. Ltd. and Force Info systems Pvt. Ltd. Samir holds a postgraduate degree in Management and a Bachelor of Engineering degree in Electronics.

Revenues (in INR Cr): Our revenue is from the sale of 96 apartments which will be Rs 122 Crores

Amount of funding Required (in INR Cr): Rs. 10 – 12 Crores

Planned Use of Funds: 100% for construction

Link :

<https://drive.google.com/open?id=0B5YAAhj610D9dWlyZGNuOU9WN2FuaXhOVmFXMmZuY09ybnhR>

Contact Person with Details:

Mr Deepak Gupta

Founder & Managing Director

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+919811334444

fxDBO21 Enterprise Applications Suite (EAS/ERP) FOR THE 21ST. CENTURY

Funds Required: Rs. 4.5 Crores for Acquisition of 100% shares of InfoPower, including required resource contributions from the current owner for a suitable overlapping period of time. This is to allow for IP transfer and Education/Training/Marketing Support, to be negotiated as appropriate and acceptable to all sides. Expected time window for completing deal: 6-9 months.

Contact Info.: Dr. Prabir Dutt, Dr. rer. pol., Dipl.-Ing. (TU, Berlin), B.Tech. (Hons) (IIT KGP, India), P. Eng (Ontario), CPIM, Burlington, Ontario, Canada

Office - +1(905)3328899; Mobile - +1(905)3399656; Toll Free - +1 (844) fxdbo01(3932601); email: pdutt@info-power.com

Industry Ref: http://magazine.cioreview.com/July-2015/ERP_2015/;

2017: <http://www.insightssuccess.com/infopowerthe-21st-century-erp-ecosystemfrom-the-experts/>

Other references will be provided as appropriate.

Business Description/Operational Highlights: InfoPower fxDBO21 is a state-of-the-art Enterprise Applications Suite developed to support practically all the various functional aspects required by today's businesses. With more than 70 modules, utilizing dynamic business objects, fxDBO21 has over 350 manyears and \$17M in investments made in the last 35 years. Major modules include all functions of enterprises for Manufacturing (Repetitive, Job Shop, Process, 3D Fabrication), Distribution, Logistics, Supply Chain Management, Professional Services Management, Warehousing, Construction, Equipment and Facilities Maintenance, Finance, Costing and Quality Assurance.

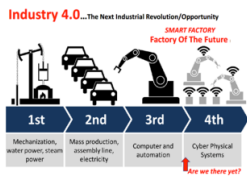
Based solely on the latest technology and Tools (Oracle, Java, HTML5, PHP), the software is deployable from single-user PC to servers for thousands of users, earlier on client/server networks and now on the Cloud/SaaS/PaaS (e.g. Amazon-AWS, IBM Smart Cloud, Oracle Cloud) with the latest release, requiring devices that support just the latest browsers. Worldwide installations include sites in USA, Canada, Europe, India and China at small companies to large multi-nationals (see the partial short list of implementations provided later). All necessary resources for adaptation, customization, implementation, education and training are also provided.,

The fxDBO21 software architecture already incorporates all the elements of network Business Objects critical in the evolution of EA/ERP today - business objects, process modeling and work flow, BPM, dynamic business rules engine, hardware and O/S independent network computing, Internet and Intranet-enabled network computing, hybrid or cloud based and modular implementation strategy. The very high degree of flexibility of the software using Dynamic Business Objects allows the people who run the business to configure business processes and the supporting software functions to exactly match their requirements. If the requirements change in the future, the software processes and any applicable logic can be changed easily and quickly in a matter of hours or days, thus practically eliminating software obsolescence.

fxDBO21 Enterprise Applications suite with over 70 modules provides full support for almost all business functions across many industries with special capabilities:

- Latest technology fully utilizing proven features and functions of Oracle Database and Tools (Oracle 18C, 19C, Oracle Fusion, Oracle APEX, Oracle Sql Developer, PL/SQL)
- Built-in user-configurable and user-selectable continuous business process monitoring with comprehensive enterprise-wide performance measurement facility
- Rules, Formulae and Logic objects driving all appropriate areas to support many standard and almost unlimited diverse custom business issues without any impact on the source code or future product releases
- Expandable and configurable business engines allowing ease of implementation of Business Process Reengineering changes
- Practically hardware and O/S independent
- Fully SOA and Web-enabled SaaS functionality and Cloud, On-Premise and Hybrid deployable
- Fully incorporated Industry 4.0 - the Next Industrial Revolution and AI, AR and VR, Labor 4.0 - In INDUSTRY 4.0 we employ

Cyber-Physical Systems that eliminate the human interface with sensors and smarter systems... so we then have the "Computers working for us NOT us for the computers"



A Cyber-physical system uses "SMART" Connectivity, Sensor Technology, and advanced computer networks, to place computers much more directly and seamlessly into our processes so we can eliminate transactional waste and solve some of the major interface issues between computers and process management. This will also allow us to redeploy human skills much more toward improving our processes and further evolving how we do business and how to better satisfy our customers.

It will enable the "Smart Factory" concept to be conceived and start us on a journey toward a new factory of the future using new and disruptive technologies that will drive the next industrial revolution many are now calling INDUSTRY 4. Ref: www.nigelssouthway.com

ACTUAL PROJECT REVENUES 1985/2018; RESTRICTED: InfoPower International Inc. Canada - Partial List out of more than 80 customer Implementations worldwide (1985-2018)

Legend: **A&D** - fxDBO21 Manufacturing/Aerospace and Defence; **Job** - fxDBO21 Manufacturing /Discrete/Job shop; **Rep** - fxDBO21 Manufacturing /Repetitive; **Proc** - fxDBO21r Manufacturing /Process; **Dist** - fxDBO21

Distribution/Supply Chain Management; **Mnt** - fxDBO21 Equipment & Facilities Maintenance; **Fin** - fxDBO21 Finance; **SCM** - InfoPower Supply Chain Management; **Con** - fxDBO21 Construction, Project Management, **COS** - ABC - fxDBO21 Activity Based Costing, Note: **fxDBO21 Revenue:** The revenue numbers include software license, installation, customization, training, implementation, consulting and education.

InfoPower Product - fxDBO21	CPU/Sites	Customer Annual Sales \$ US	Date
InfoPower Revenue \$US			
A&D \$ 370,000	3	\$350M	1986-2014
Comments	for Boeing, Lockheed, McDonnell Douglas Cleveland Pneumatic Company Cleveland, Ohio, USA The above implementation included substantial customizations for handling aerospace and defence related contracts. CPC manufactured the landing gears for Boeing, Lockheed and McDonnell Douglas aircraft, both commercial (such as 747, 727, MD11, L1011) and military (F16, F18). This required extensive tracking and maintaining full control of all engineering changes and ensuring all materials management - Bill of Material, inventory, purchasing, MRP - strictly adhered to the Department of Defense USA (DoD) regulations and standards.		
Proc/Fin \$ 150,000	7	\$700M	1987-2011
Comments	Fast Food Merchandizing (Hardee's supplier) North Carolina USA This implementation involved the development of custom variations of the InfoPower costing and related functionality to control the costs of food materials - chicken, meat, potato - for FFM. FFM was a wholly owned subsidiary of the Hardee's chain of hamburger restaurants. The particular features of the costing at FFM required very minute tracking of all costs to provide accurate input for aggressive pricing in an extremely competitive market.		
A&D \$ 300,000	5	\$2B	1987-1992
Comments	and radar systems - Marconi Edinburgh, Scotland The implementation was for the full A&D version of InfoPower ERP at the Radar Systems Division of Marconi (UK Defence Dept contracts). The system was installed on an IBM mainframe with OS/MVS/XA with Oracle 6, forms 2.3 on IBM 3278 terminals. After about 6 months of implementation the company suffered a major write-off of around \$ 1 Billion due to frauds involved in the purchase of another A&D company in the US. Besides all kinds of ensuing lawsuits between the parties, the company had no choice but to sell off the best divisions - the Radar Systems Division was the main one - to GE UK. GE UK, having their own MRP system decided to discontinue with InfoPower.		
Dist/Job \$ 200,000	16	\$200M	1987-2001
Comments	equipment. Vicon bv Netherlands, France, USA, and Manitoba, Ontario, Canada Vicon of Holland came over and selected InfoPower for their distribution and manufacturing operations. Special customizations included building their comprehensive product catalog system, which required having multi-level bills and configurations so that, e.g. for an equipment (Tractor, Baler, Spreader) with some 8000 possible technical combinations, we had to narrow this down to manufacturable/marketing configurations of about 2000, but with additional multiple stratification for the different countries to suit their rules and regulations. The implementation was on DEC VAX/VMS, Oracle 6 and forms 3.0. The project was about 18 months of duration after which the staff of our Dutch affiliate, InfoPower Netherland, took over the maintenance (customized portion of the source code bought by customer).		
Dist/SCM \$ 170,000	28	\$350M	1988-2012
Comments	plastics. Belgium, Netherlands, France, De Ster Belgium, Holland, Georgia, USA This implementation involved managing warehouses, inventories and order fulfillment across international boundaries. The company manufactured the plastic containers for the passenger meals/snacks offered in commercial flights and had some 300 airlines/subsidiaries as customers. This was a full-blown Distribution implementation (basically a Supply Chain Management) and the project duration was about 14 months after which the maintenance was transferred to the local InfoPower affiliate in Holland.		
Job/Fin \$ 500,000	30	\$--	1988-
Comments	Control Data China Renmin, Beijing, Jingwei, Jinan, Peoples Republic of China This implementation was somewhat different as the actual training and installation was done in Canada with the staff from one site (Beijing Machine Tools No. 1) residing in Canada for about 9 months. The contract was awarded in Beijing to Control Data (CDC) China who had asked InfoPower to offer the software with them. The competition was against DEC offering ASK MRP system and IBM offering COPICS. The system was delivered with fully installed InfoPower software on CDC Cyber 930 computers (OS - NOS/VSE). Subsequently (after Tianmen Square) another group from two other sites (Jingwei/Jinan) was in Canada again for a few months and went back with their installed computers. The project duration was about 1.5 years and the final training and handover was done in Beijing in the summer of 1991.		

\$ 170,000

Magna Corp. London, Ontario, Canada

Comments This implementation was for manufacturing plants for the automotive industry parts supplier. The company manufactured and supplied small electric motors (wipers, automatic doors, sun roofs) to North American and Japanese car manufacturers with high volumes and fully repetitive manufacturing processes. The InfoPower software was adjusted to incorporate full EDI functionality covering order receiving and processing, advance material procurement, Advance Shipping Notices (ASNs) and detailed tracking of all delivery date and time schedules. The system had to also ensure proper linkage to model/year on a continuous basis for GM, Ford, Chrysler, Toyota, Audi, VW, and others. The project duration was for 9 months when one plant went into full live operations, after which the company IT staff took over the maintenance (customized portion of the source code bought by customer). DEC VAX/VMS, Oracle 6, Forms 3.0

A&D/Rep Manufacturing, missiles and launching systems

3

\$700M

1988-

\$ 310,000

MLRS Division of LTV Camden, Arkansas, USA

Applications on inventory; Lot/serial traceability, MP S, MRP for repetitive/Job Shop mixed mode manufacturing.

Proc/Dist International brands food processing

38

\$2B

1989-

\$ 450,000

Nabisco Parsippany, New Jersey, USA

Applications on Centralized Inventory Management, Lot traceability, Corporate Demand/Supply Management through MPS, MRP for process manufacturing.

A&D/Job Manufacturing, industrial pumps

7

\$1.5B

1989- 2002

\$ 350,000

Tngersoll-Dresser Philipsburg, New Jersey, USA

Manufacturer of engineered made to order/engineered to order /made to stock pumps, Commercial & defence US Navy/nuclear power plants, fully operational with contract MRP, PUR, SFC, INV, OEI, FIN(AP.AR.GL, Multi-layered Actual Costing), BOM with over 500,000 Item Masters and 800,000 Bills of Material Full ERP system including Financials

Job/Rept/Proc Manufacturing jet engine turbine blades, precision

15

\$900M

1995-

\$ 570,000

investment castings. Howmet Corp.Whitehall, Michigan, USA

High volume process industry, Manufacturing mainly special alloy turbine blades for jet engines and gas turbines, Precision investment castings, Worldwide operations, Part of Pechinay Group of France, currently a division of Alcoa, Detailed lot/serial traceability

A&D Manufacturer of Ordnance and Rocket Propulsion

2

\$ 16M - \$ 100M

2000 - 2015

\$ 650,000

Talley Defense Systems – now NammoTalley – www.nammotalley.com Mesa, AZ, USA – Divisions of Nammo, Norway

Comments This project was started in May 1999 and the system went into live ERP operations in January 2000. The InfoPower software used here is the latest version of the A&D modules and includes conversion from the previous ERP system from Glovia which was abandoned after about a year as it could not handle the requirements. The company is a defence contractor and manufacturer and supplier to the US army and also a supplier of air bags for the automotive industry. The ongoing activity includes expanding into implementation of Engineering design and product baseline applications, as well as quality assurance and equipment and facilities maintenance. InfoPower was awarded the contract after the customer had evaluated numerous (over 50) other ERP vendors, including BaaN, SAP, J.D. Edwards, Symix, Ross Systems. Operating on COMPAQ servers with Windows NT, Oracle 7.3.4 and 8.1.6(8i), forms 4.5/6i. Currently migrated to Linux servers with Oracle 10g database. Growth from \$ 18 million in sales (30 user system) to over \$ 80 million and 200 + users today. Customer has full InfoPower annual maintenance support. In [October 2014](#), during 15th Year of CONTINUOUS operation with the software, the customer, all by themselves, migrated from the earlier 16-bit client/server (Oracle 7.4/10g RDBMS, 4.5 Forms) to the latest 64-bit web/SaaS version (Oracle 11g RDBMS and 11g Forms/Fusion) of InfoPower fxDBO Applications Suite for the two divisions in Arizona and Utah, over a weekend.

Distr/SCM Full Service Dry Bulk Distribution Facility

5-15

\$ 20M

2004-

\$ 35,000

PDI Guelph, ON, Canada

Comments PDI is an efficient and comprehensive dry bulk distribution service provider, with facilities for dry bulk packaging, warehousing and distribution. The infoPower supply chain functions with detailed warehouse management, lot tracking, LTL and full truck loading is operational at one site and is being rolled out to five other locations and seven terminal facilities. Enhancements to the software applications include handling of rail cars and the bulk goods tankers. The warehouse management functions include generation, printing and scanning (wireless) of barcode labels for accurate tracking of goods movement and inventory.

Sole Owner and Founder Profile:

Dr. Prabir Dutt, Dr.rer.pol., Dipl.-Ing.(TU, Berlin), B.Tech.(Hons) (IIT KGP, India), P.Eng(Ontario), CPIM

Burlington, Ontario, Canada- +1(905)3328899; Mobile - +1(905)3399656; Toll Free - +1 (844) fxdbo01(3932601)

For over half a century, Dr. Dutt has been involved in providing engineering design, manufacturing and industrial engineering, materials management, manufacturing management, and ERP systems software development and implementation services to numerous organizations world-wide. His extensive in-depth expertise includes project management, software design and development, client support, ERP, Enterprise Solutions, Supply Chain Management, Equipment and Facilities Maintenance systems implementation with special knowledge of a wide range of industries, from food processing to aerospace & defense. He has significant and comprehensive experience in resolving detailed process logic and control issues, multi-currency matters, activity-based costing to determine non-value-added process elements, dealing with lean-six sigma issues and complex customizations, EPM/BI, AI, AR and advanced technologies, and the rapidly evolving Industry 4.0, Digital Factories.

RESPONSIBILITIESAs President and Chief Executive Officer of InfoPower International Inc., he has been involved in the progress and growth of the company and in sales and marketing and problem resolution for customers as required. In addition, he has been the primary resource in state-of-the-art direction, both functionally and technically, for all product design and development.

1983-Present President and CEO(Founder & 100% Owner) - INFOPOWER INTERNATIONAL INC, BURLINGTON, ONTARIO, CANADA

1994-Present

Chairman/Managing Director INDIA INFOPOWER INTERNATIONAL (P) LTD., KOLKATA/NEW

DELHI/HYDERABAD, INDIA

Founder and sole owner/share holder of the companies with full P&L responsibility. Primarily responsible for the development of and subsequent enhancements to InfoPower's full-functional ERP enterprise software application suites. Other responsibilities include sales and marketing, client consulting, systems implementation, and management of major custom enhancement projects. Maintained excellent business relationships with Oracle Corp. as Business Alliance Partner, Oracle Partner 1985-2003, and with IBM as IBM Business/Development Partner since 1997.

1980-Present President PDA INC, BURLINGTON, ONTARIO, CANADA Systems, technology, business and manufacturing management system design, consulting and customization services in various projects for multiple clients in North America and world-wide. Has substantial expertise in developing and implementing software product strategy, systems enhancement, system audit, and optimum utilization of evolving information management technologies.

1977-1980

Corporate Specialist, Manufacturing SystemsNORTHERN TELECOM, MONTREAL, QUEBEC, and MISSISSAUGA, ONTARIO, CANADAAs

resident corporate expert for all systems related to manufacturing management and control for the then largest Canadian telecommunications company, was involved in the selection of appropriate manufacturing control software (MRP II/ERP) and subsequent implementations at multiple NT divisions across North America and UK.

1975-1977

Director, Information Services CANADIAN LADY CANADELLE LTD., MONTREAL, QUEBEC, CANADAInvolved in the revamping the MRP

system (IBM PICS – DOS/VSE IBM mainframe) and implementing a new sales forecasting and marketing system at this leading North American Company (WonderBra) producing highest quality foundation garments (high volume manufacturing, with weekly production rates of over 250,000 foundation and other garments).

1972-1975

Chief of Materials Management and Chief of Management Services HEAVY ENGINEERING CORP., RANCHI, INDIAAs Chief of Management

Services(COMS) he oversaw all IT and implementing Industrial Engineering standards and incentive schemes and providing support on achieving shop floor efficiencies. As corporate Chief of Materials Management (COMM), and reporting directly to the Managing Director, was additionally in charge of controlling over \$100 million of annual inventory at this government-owned corporation with over 22,000 employees, 3 large plants involved in the design and manufacturing of large heavy-duty machine tools, steel plant equipment and rolling mills and diverse related casting and forgings.

1969-1972

Advisory Systems Engineer IBM, HAMBURG, WEST GERMANYAs Advisory Systems Engineer and staff support expert for the northern region of

IBM Germany, was involved in the implementation and support of Bill of Material, Shop Floor Control, Inventory Management and MRP on IBM mainframes at IBM customers such as Volkswagen, Continental Tire, VFW Fokker, Gruner & Jahr (Publishing), Bigelow Nobel (carpet manufacturing).

1962-1969

Design, Construction and Manufacturing Engineer KUESTER-HARTMANN GMBH, WEST BERLINFor over 8 years was involved in the

engineering design and construction of sterilizers, pressure vessels, process control systems, stainless steel fabrication, hydraulic and pneumatic systems, automation. Designed the then unique continuous flow sterilization equipment system consisting of the sterilizers, conveyor systems and all the electronics for the sterilization process and control systems.

1960-1961

Naval ArchitectHOWALDTSWERKE, HAMBURG, WEST GERMANY

As a Designer in the design department, was involved in the designing and creating the assembly and manufacturing drawings and documents for large oil tankers.

EDUCATION

Dr. rer.Pol. - Betriebswirtschaft (Business Management) Technical University, West Berlin 1969

1955-1969

Dipl.-Ing. - Maschinenbau (Mechanical Engineering), Technical University, West Berlin 1965

B.Tech (Hons) - Naval Architecture, Indian Institute of Technology, Kharagpur, India 1960

P.Eng - Registered Professional Engineer - Ontario, Canada CPIM - Certified (Life Time) in Production and Inventory Management by APICS, USA

K Arogia Advisory Services

In the current Indian healthcare scenario, the key stakeholders such as hospitals, health insurance and consumers are disconnected in the system leading to inefficiency, lack of transparency, accountability and trust.

In order to create win-win opportunities, K Arogia is creating a smart healthcare network platform powered by Artificial Intelligence where value is created to every key stakeholder. The platform helps hospitals to achieve increased occupancy rates, top line and bottom line. It helps insurance companies to reduce their claims ratio and increase market penetration. It helps large employer groups to manage the health of their employees and control their healthcare spend. It helps consumers to take the right action at the right time without compromising on quality of care.

Using clinical outcomes as the base, K Arogia intends to create transparency, accountability and efficiency in the healthcare ecosystem in India.

Operational Highlights as of FY19:

Currently, K Arogia has over **10+ health systems** on its platform and has over **170 clinics** covering most of the major employer groups across multiple cities in India. K Arogia will also be onboarding couple of insurance companies on its platform soon. K Arogia has current annual revenue of **~INR 15cr**. K Arogia is currently looking to raise funds of about **INR 100 – 120 cr**.

K Arogia's service offerings to its network of Hospitals:

- **Post Discharge monitoring services** – K Arogia's award winning post discharge monitoring program helps hospitals record and control clinical outcomes. This helps Hospitals set up a platform to publish their clinical outcomes and thus providing Hospitals a data-driven way to market themselves as centers of excellence.
- **Revenue Cycle Management** – Currently, K Arogia provides a managed services solution enabled via a robust framework of people, process and technology to improve financial efficiency of the Hospitals by reducing disallowances and improving AR days. K Arogia is also developing an auto-claim adjudication platform which will be an interface between Insurance companies and Hospitals to facilitate claim adjudication based on standardized medical coding.
- **Pricing Analytics** - Traditionally, Hospitals have determined pricing based on a pure benchmarking methodology. K Arogia's pricing methodology is based on price elasticity and clinical outcomes to ensure that the Hospital doesn't lose any volume.
- **Case-Mix drivers from Insurance Companies** – Setting up a narrow network between insurance companies and hospitals will result in patient flows to the network of Hospitals
- This will not only increase footfalls but also improve case mix index resulting in improved topline and bottom-line.
- **Volume drivers from Large Employer Groups** – Connecting network of hospitals and its network of employer groups can result in channeling consumer volumes from large employer groups to its hospitals either for disease management programs or hospitalizations. This will result in increased footfalls for the hospitals impacting top line and bottom line.

K Arogia's service offerings to its network of Insurance Companies:

- **Provider Network Management** - K Arogia helps insurance companies to negotiate with the Hospitals not only on the price but also on the clinical outcomes and hence establish a narrow network between the Hospitals and Insurance companies to channel patients to its network of Hospitals (with better clinical outcomes) which will result in improved care and reduced claim payouts.
- **Post Discharge Monitoring** – K Arogia provides post discharge care monitoring services to the policyholders of the insurance companies which will reduce unexpected re-admit rates leading to reduced claim payouts.
- **Disease Management Programs** – K Arogia will develop disease management

programs for chronic condition policyholders which aimed at reducing their hospitalization rates.

- **Risk Profiling of Large Employer Groups** – K Arogia can provide detailed risk profiles of the employees at large employer groups which will provide insurance companies added dimension to analyze while underwriting corporate group policies.

K Arogia's service offerings to Large Employer Groups:

- **Medical Room Setup** – K Arogia sets up medical rooms at large employer groups which caters to the primary healthcare needs of the employees. K Arogia has also a smart clinic model where primary care needs of the dependents of the employees can also be catered to.
- **Wellness** - Providing wellness services to improve employee's health and their productivity.
- **Disease Management Programs** – K Arogia will develop disease management programs for employees with chronic conditions or at-risk employees and dependents to reduce hospitalization rates resulting in increased productivity and reduced premiums for employer.

K Arogia for consumers/patients:

- K Arogia helps consumers/patients to take the right action at the right time without compromising on the quality of care. Patients can utilize clinical outcomes data to take an objective decision in choosing a Hospital and a doctor for the treatment resulting in transparency in the healthcare ecosystem.
- K Arogia's multiple initiatives like post discharge monitoring and disease management programs are aimed at consumer's/patient's safety and well-being.

If you have questions or need help with additional information, please reach out to us:

Dr. Suman Katragadda

Founder & CEO

Email: suman@k-arogia.com

Phone No. +91 8096527777



Company Name: KAYA BLENDERS & DISTILLERS

COMPANY'S PROFILE

Name of the Entity: Kaya Blenders & Distillers Ltd

Address: Corporate Office: DPT 512,5 th Floor,DLF Prime Tower, Okhla Industrial Area Phase- 1,New Delhi-110 020.

Business: Manufacturers, Traders, Distributors, Importers & Exporters of Alcoholic Beverages - Liquors.

Promoters/ Director: Mr. Karun Kaura

Kaya Blenders & Distillers has been awarded with "INTERNATIONAL EXCELLENCE AWARDS 2017- FOR QUALITY MANUFACTURING SPIRITS". Moreso, the Promoters / Director of Kaya Blenders & Distillers also won other various prestigious awards.

1(A) RESPONSE PAN INDIA.

The company is progressing day by day having established their Brands of Liquor in the network and capturing the market share also. The brands of the company are accepted in the market and getting excellent response and orders from far off.

1(B) RESPONSE FROM OVERSEAS - EXPORTS

Not to speak of PAN INDIAN MARKET, the company is capturing the overseas market too. The company has also got good response from the overseas market and getting orders from overseas customers, and executing the supply very shortly.

2. IMPORTS

The company has been authorized and granted the sole Distributorship of famous **BEER** Brands namely **MOLLER BEER and VITALSBERG BEER from SPAIN**, for sale in the whole territory of **INDIAN MARKET**. These brands are accepted by beer lovers, the company is importing containers from Spain for sale in Indian market.

3. BULK IMPORTER OF SCOTCH WHISKY

The company is an authorized importer of SCOTCH WHISKY in India which has been granted by the HMRC Original supplier of Scotch.

4. MANUFACTURING PLANT

The company Kaya Blenders & Distillers Ltd have its own manufacturing unit under the name M/s Bacchus Enterprises Ltd where the company's brands are manufactured and supplied to network.

5. A VIEW

In view of the overall growing status, establishment and excellent response of the brands, Expansion of the business in PAN INDIA as also EXPORTS TO OVERSEAS CUSTOMERS. Kaya Blenders & Distillers Ltd have earned goodwill, and placement in the overall market in such a short span.

The main objective is to get timely approval, liasioning and procurement of raw / packing material:

1. Permission / Registration of Labels with the Government agencies on payment of requisite fees as permitted under the state Excise Laws.
2. Purchase of costly Raw Materials e.g. ENA, MALT.
3. Packing Materials e.g. BOTTLES, GUALA CAPS, LABELS, CORRUGATED BOXES FLAVOURS etc.
4. To further strengthen the marketing of the brands.
5. For Imports / Exports of the company's brands.

Company Name : Kaya Blenders and Distillers Limited

Website: www.kayaspirits.com

Business Description & Operational Highlights: Manufacturers, Traders, Distributors, Importers and Exporters of Alcoholic Beverages- Liquors.

Revenues (In INR Cr): Below 1 Cr.

Amount of funding Required (in INR Cr): 10 Cr.

Planned Use of Funds: Require funds for working capital for expansion of business in PAN INDIA as also EXPORTS TO OVERSEAS CUSTOMERS. Project report is attached.

Link to PPT: www.kayaspirits.com

Contact Person with Details:

Name- Mr. Karun Kaura.

Designation – CMD (Chief Managing Director)

Email- cmdoffice@kayaspirits.com

Phone No – 8437055144

City- New Delhi.



Company Name: Kognitive Analytics

Business Description & Operational Highlights: Life cycle Disease Management

Revenues (in INR Cr): Yet to generate revenue

Amount of funding Required Rs. 13.34 Crores

Planned Use of Funds:

81% on solution creation, testing and making it market ready balance 19% on overheads.

Link to PPT: https://drive.google.com/open?id=1QJ-H_xTZZVP9b2jL86nHEgr0otq0tH_6

Contact Person with Details:

Rameshkumar Visvanath

Founder

VRK@kognitiveanalytics.com

+919840844559

Chennai, India

LNG HOSPITALITY SERVICES

Business Description & Operational Highlights:

LNG Hospitality Services Private Limited is in the business of providing Student Accommodation under the Brand "Serenity Hostels". We are in both B2C and B2B models providing accommodation for students with Food services. We started our business operations from 2014. We started with 168 Beds in 2014 and today in the year 2019 we are at 2240 beds and continue to grow.

FINANCIAL SNAPSHOT:

Revenues (in INR Cr): 17.55 (Unaudited for FY 2018-19)

Amount of funding Required (in INR Cr): 75 Crore

Deployment of Funds:

Inventories: 85%

15% shall be used in HR Restructuring, Branding, Mechanise Kitchens and Technology support

Link to PPT: <https://drive.google.com/file/d/1RYuqMqZScU3zoGhMNd6ZiyZyXonNqYi4/view>

Contact:

S Muralikrishnan

COO

LNG Technologies Services Private Limited

No.203, Raheja Chambers

#12, Museum Road

Bangalore – 560001

Karnataka, India

Email: murali.finlynx@gmail.com



Company Name: Taxidio Travel India (<https://www.taxidio.com/>)

Business Description & Operational Highlights:

Taxidio is an online trip planner and booking engine for accommodations and attractions. We recommend the right holiday destinations to our users based on their interests and travel preferences, and generate personalized holiday itineraries for them.

Taxidio's B2B Solutions are targeted towards the following:

1. Automating the concierge process in hotels –

With our B2B Solutions, we provide hotels with our itinerary-making and attraction booking tool in the form of an API.

2. Plug & Play Solution for Online Travel Agencies and Offline Travel Agents –

Taxidio's highly predictive algorithm can be used by online travel agencies and offline travel agents to help travellers plan a more flexible and customizable trip, instead of selling them clichéd and time-bound itineraries. This feature also allows online portals and agents to book the right kind of accommodations and various activities in a given city.

Operational Highlights:

1. Website live since May 2017
2. App live since March 2018
3. Over 60000 unique website visitors
4. More than 1950 registered users
5. More than 1950 app downloads

Revenues (in INR Cr): Routed bookings over Rs. 1.1 Crore since the live date

Amount of funding Required (in INR Cr): Rs. 3.5 Crores

Planned Use of Funds: Tech and Marketing

Link to PPT:

https://drive.google.com/file/d/1Ta6QQpTRHanI_d3P38dslwWOp2l2aBtj/view?usp=sharing

Contact Person with Details:

Name: Mr. Vishal Kejariwal
Designation: Co-founder and CEO
Email: vishal@taxidio.com
Phone No.: +91 98204 43578
City: Mumbai



Company Name: TMT Media (www.TheMediTube.com)

TMT Media is a “Medical Education Company” founded by Super Specialist Doctors to cater to the continuing medical education requirements of practicing doctors/consultants. It delivers high-end, curated, video based medical education solutions; through its “Netflix” like subscription based “Online CME Video Library” Service called TheMediTube.com

TheMediTube.com produces its own videos and it also partners some of the premiere most Medical Association, Societies, Hospitals to cater to the Education requirements of its subscribers who pay over INR 21,000 per annum to gain access to TheMediTube.com’s Subscriptions.

Over the last 3 years, TheMediTube.com has on-boarded 4000+ Speakers on the platform and has over 1,50,000 minutes of Exclusive Medical Education content catering to 5 Specialties i.e. Plastic Surgery, Radiology, Dermatology, Orthopaedics and General Surgery.

Having completed 3 years of Subscription Business and having achieved profitability with an INR 3 Crore revenue run rate (almost bootstrapped), TheMediTube.com’s Management has a strong understanding of this global USD 31 Billion Dollar “Continuing Medical Education” market.

We are at the cusp of the Helicopter moment and are in search of a ‘Financial Partner’ who will support through the growth stage.

Revenues (in INR Cr): INR 3 Crores Revenue Run Rate

Amount of funding Required (in INR Cr): INR 10 Crores (in Tranches)

Planned Use of Funds:

Salary – 20% ; Fixed Cost – 15% ; Royalty - 28% ; Variable Cost – 3% ; Capex – 34%

Link to PPT: <https://tiny.cc/themeditube>

Contact Person with Details:

Natarajan; Founder & CEO

Natarajan@themeditube.com ; +91 97890 67955

Chennai.



GoKhana

Company Name: Tobox Ventures (GoKhana)

Business Description & Operational Highlights

We are building a food court and restaurant digitization platform and ecosystem to better connect vendors with their patrons, while providing operational efficiencies. We are revenue generating and have started operations in place with 6 food courts and 80+ restaurants in Bangalore, and are on-track for strategic partnerships with larger players. We have recently opened offices in Chennai, Hyderabad and Pune. More information available at www.gokhana.com.

Amount of funding Required (in INR Cr)

INR 10 cr over a period of two years

Use of Funds

3 Cr towards product development and building out tech team

7 Cr towards expansion to other cities

Contact Person with Details

Ankur Marda
Co-Founder / CEO
97398 27777
ankur@gokhana.com



THAILAND | HONG KONG | MACAU

Business Description:

Travelbullz is a Destination management company (DMC), who work on B2B platform. We provide services in Hong Kong, Macau & Thailand. We consolidate and distribute a comprehensive range of tourism products through a variety of channels and platforms.

Travelbullz provide fully integrated XML connection with over 10 leading global travel companies and channel managers. Self-managed supplier extranet tool & Site Minder connectivity. MICE & Leisure Groups, Series departures, Destination Weddings & Social Functions. Our ultimate goal is to revolutionize and redefine the Wholesale Business in Travel Trade through online portal.

Travelbullz offers:

- Hotel Accommodation
- Point to Point Transport Services
- Guide Services
- Entertainment Services
- Meal

Operational Highlights:

- Operational in Hong Kong & Thailand
- Offer 150,000 hotels in more than 100 countries worldwide.
- More than 2500 agent's connected all-over India.
- Arrange all Services at cheap & best prices in comparison to competing companies.
- People around 90,000 per year go to Thailand & Hong Kong via Travelbullz bookings
- 24/7 guide Service.
- Only DMC to provide Instant Confirmations and Packages online in Hong Kong & Macau
- MICE & Leisure Groups, Series departures, Destination Weddings & Social Functions

Award & Recognition

- Best Destination Management Company - South East Asia" at South India Travel Awards in May 2017
- Best Destination Management Company - South East Asia" at West India Travel Awards in October 2017
- Top Agent Award for Ocean Park in Hong Kong" in April 2017

Revenues:

- Turnover for 2017 is **US\$ 16.3 million** and projected **US\$ 24 million** in FY 18.

Amount of Funding Required: US\$ 10 Million (i.e. INR 65 Crore)

Use of funds:

Funds will be use to open five new destination based offices in **Singapore, Dubai, Malaysia, Bali& Sri Lanka.**

- **New market Set-up and launch cost : 60%**
- **Team Expansion : 10%**
- **Working Capital : 15%**
- **Technology : 15%**

Website: <http://travelbullz.com>

Facebook: <http://facebook.com/travelbullz>

Linkedin: <https://www.linkedin.com/company/travel-bullz>

Twitter: <https://twitter.com/travelbullz>

Contact Persons with Details:

Mr. K.D Singh

Founder & President,

kanwerdeep@travelbullz.com

+919999185277

Mr. Hardeep Singh

Corporate Finance Manager

hardeepsingh@travelbullz.com

+919999924257