

# FACT SHEET



## COMPANY OVERVIEW

AERIES TECHNOLOGY GROUP is a global services company offering technology, BPM and outsourcing solutions to organizations seeking higher operational effectiveness, greater flexibility and consistent, guaranteed cost efficiencies. We offer business value to our clients by combining operational excellence with deep domain expertise. Our bespoke solutions drive agility and excellence in our client's business processes plus help expand their operational coverage to 24x7 enabling clients operate as a truly global business organization. Our deep domain expertise, client partnership approach and global delivery network help create sustainable business efficiencies for our clients.

## KEY DIFFERENTIATORS

Client-Centric Approach | Unique Client Controlled Engagement Model | Comprehensive Solutions | Cost Efficiencies | Significant Senior Management Time Commitment | Collaborative Client Relationships | End-to-End Project Implementation | Operational Coverage Enhancement

## SERVICE OFFERINGS

<b>Technology :</b>	Software Development and R&D, Software Testing, IT Project Services	IT Helpdesk & Support ERP Implementation & Admin.
<b>Business Process Management :</b>	Data Processing operations, Data Analysis, FP&A, Sales Ops. Support	Finance Operations Legal & Secretarial, Security & Compliance
<b>Consulting :</b>	Business Strategy (India/UAE) M&A	Mktg. & Business Dev. Management Systems

## PARTNERSHIP MODELS

<b>Dedicated Back Office :</b>	<ul style="list-style-type: none"><li>• Setup dedicated centers as per client requirement</li><li>• Reporting matrix that answers to clients' functional managers but is administratively managed by Aeries.</li><li>• Advantages of an ownership environment without administrative, regulatory compliance and tax hassles.</li><li>• Agreed cost savings and efficiencies</li></ul>
<b>Build Operate Transfer :</b>	<ul style="list-style-type: none"><li>• All advantages of a dedicated back office</li><li>• Option for client to buy-out centres after 3 to 4 years of efficient operations as fully functional units</li></ul>

## CLIENT PROFILE

<b>Turnover Range :</b>	\$130 Million to \$1 Billion
<b>Business :</b>	Network security solution products, E-commerce BPO, eDiscovery & Legal Solutions, Fault-Tolerant computer systems
<b>Geography :</b>	US-based with world-wide operations
<b>Indicative Savings Experienced :</b>	55% to 65% versus typical industry savings of 35% to 40%

## OFFICES

**India:** Mumbai, Hyderabad, Bangalore, Pune.  
**USA:** Raleigh, San Jose  
**UAE:** Dubai

**TOTAL EMPLOYEES:** 700  
**ESTABLISHED:** 2012

## THE AERIES ADVANTAGE

- Client controlled dedicated centres
- Highly flexible and responsive team deployment
- Ability to drive implementation in client settings
- Best practice methodologies
- Significant senior management commitment
- Guaranteed cost savings

## FACILITIES & INFRASTRUCTURE

**Corporate Office:** Mumbai  
**R&D Facility:** Bangalore  
**Shared Services Facility:** Mumbai  
**Data Services & Technology:** Hyderabad  
**US Office:** Raleigh  
**Middle East Office:** Dubai

## USA CLIENT BASE

Clients with turnover ranging from \$130 Million to \$1 Billion

## KEY MANAGEMENT

**V. Raman Kumar:** Chairman  
**P.A. Sudhir:** Chief Executive Officer  
**Srikanth Chintalapati:** COO – India  
**Unni Nambiar:** CTO  
**Ajay Khare:** COO – USA  
**Yogi Sadana:** Group Chief Financial Officer