

EX-740

FOUNDED 2003

The Company has extensive experience in the domain of Digital Enterprise Management, aimed at accelerating the enterprise-wide digital transformation journey of its customers. The Company offers solutions around digital workflows and Automation (AI driven RPA) and has established itself as a prominent player in these areas; forging strong partnerships with top channel partners including ServiceNow, BMC, Cherwell, Salesforce, and others.

The Company's management team brings decades of knowledge in the digital workflows domain. Employing more than 850 individuals across their 7 worldwide locations, the matrix organization structure provides ease of efficient scalability.

The Company's customer footprint of 130+ blue chip companies spans across 6 continents with 59% revenue coming from India, 11% Americas, 9% Middle East, 8% from GIC (in India) and the remainder from Europe, UK, and Asia. Boasting diversified revenue, the Company's top ten customers account for only 43% of total revenue, while obtaining high customer retention rates.

The Company seeks a partner who can provide strategic value to support growth plans and longterm vision.

COMPANY OBJECTIVE



Strategic Investment



WORLD HEADQUARTERS
India



OF EMPLOYEES

877

Professional Services & Delivery	751	<div style="width: 85%;"></div>
Management	08	<div style="width: 10%;"></div>
Sales & Marketing	73	<div style="width: 8%;"></div>
Accounting & Finance	11	<div style="width: 1%;"></div>
Human Resources & Administrative	34	<div style="width: 4%;"></div>



PRODUCTS AND SERVICES

IT Solutions & Services

- Digital Transformation Solutions
- RPA Solutions
- Automation & Workflow Solutions

IT Solutions & Services

- Commercial IT Professional Services
- Offshore IT Outsourcing
- Enterprise Software Implementation

Consulting Services

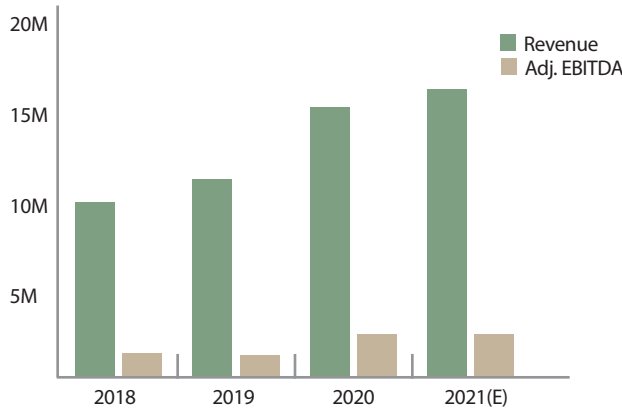
Support Services



FINANCIALS (USD)

2018-2021(E)

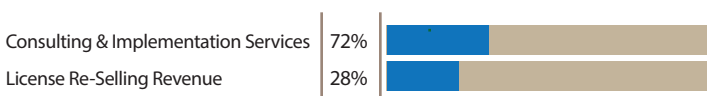
The Company's fiscal year is from April - March



Description (\$M)	2018	2019	2020	2021(E)
Revenue	\$10.4	\$11.4	\$15.9	\$16.1
Gross Profit	\$2.7	\$2.9	\$4.8	\$5.2
SG&A	\$1.6	\$1.9	\$2.5	\$1.7
Adj. EBITDA*	\$1.1	\$1.0	\$2.4	\$2.3

*As new practice areas mature and scale, fixed costs are expected to remain flat which cumulatively is driving EBITDA margin improvement.

REVENUE MIX (% OF REVENUE)



ANNUAL RECURRING REVENUE (%)



INVESTMENT CONSIDERATIONS

- Exceptional Fundamentals:** The Company's financial performance has experienced exceptional growth with a CAGR of 23% over the last 5 years. Furthermore, the Company forecasts 25% revenue growth. With profitability as a key focus, FY20 delivered 15% EBITDA margins and as the organization continues to scale, operating margins are expected to go beyond current level.
- Increased Capabilities:** Over the last few years, the Company has invested ahead of the curve, adding on new capabilities. Business leaders, teams, and sales efforts have been undertaken in hyper-growth areas of ServiceNow, AI driven Automation, and Salesforce.
- Dedicated Teams & Accolades:** Not only does the Company's management team bring with them decades of experience in the digital workflows domain, but the matrix organization of 800+ dedicated employees have been commended 12 times by Gartner, a leading research advisory firm, for their outstanding service and delivery.
- Global Presence & Scalability:** The Company has presence in 6 locations worldwide, providing scalability of their services into diverse regions. This global presence has resulted in the Company's success of servicing customers in 6 out of the world's 7 continents.
- Highly Mature Offshore Delivery Capabilities:** The Company is a key solutions and implementation partner for multiple leading digital workflow, low code app development, and automation platforms. Their portfolio covers consulting, engineering, implementation, support, and training. What's more, the Company provides remote infrastructure management services with a focus on automation and innovation to reduce costs and improve productivity.

CHANNEL PARTNERS, RECENT INDUSTRY AWARDS & RECOGNITION



END USER VERTICALS



OF CUSTOMERS/RETENTION/LOCATION

164 / 76%



CUSTOMERS BY REVENUE FY20

TOP 10

Company #1	12.5%
Company #2	4.5%
Company #3	3.8%
Company #4	3.7%
Company #5	3.5%
Company #6	3.2%
Company #7	3.1%
Company #8	3.0%
Company #9	2.7%
Company #10	2.7%

Total Approx.
43%

NEXT STEPS

To learn more about company EX-740 please execute NDA and send to Madeline Bleiweiss. Our team will follow up with a mutually executed NDA and provide an introduction to the company's CEO.

[Start NDA Now](#)

[Madeline Bleiweiss](#)

[Asset Listing](#)

