

# PROJECT SIGMA

# BACKGROUND



- A **3 decade old Profitable company** growing & working as an end to end **System Integrator** in field of -
  - ❖ **Electronic Security & Surveillance** inclusive of complex IP Surveillance, PIDS, IPA, ACS, BMS.
  - ❖ **Voice Networks, AV Design, BRI, Video.**
  - ❖ **Security Solutions in Solar power sector.**
- The promoters alongwith the management team have over 150 man years of experience
- The company has a staff of over 50 personells .

# SERVICES & SOLUTIONS PROVIDED

## SERVICES

- Pre-sales consulting
- Solutions Design
- SITC
- Post-Sales Support

## SOLUTIONS

- IP Surveillance
- PIDS
- ACS
- IPA
- Audio & Video Solutions
- Data Networking and Solutions
- Mobility Solutions
- Contact Centre Solution

# INDUSTRIES ASSOCIATED WITH



Banking



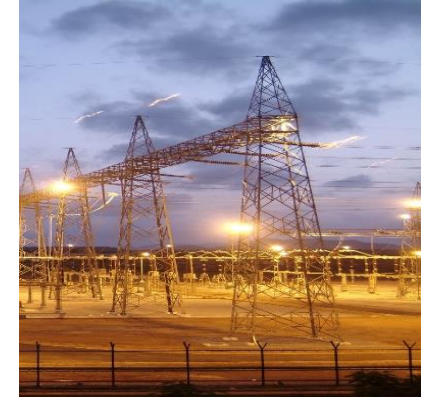
Govt Bodies/ PSUs



Pharma



Real Estate



Power

**Though the company caters to all these industries and many more, the major demand for its products is from the Power Sector. Some of the large PSUs are its clients.**

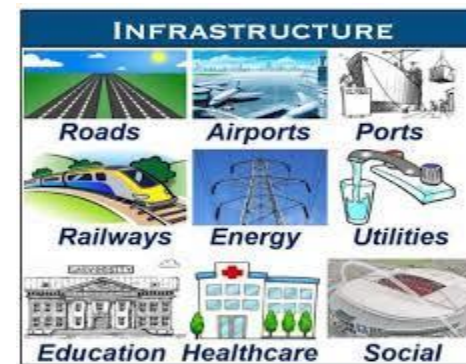
Defence



IT/ITES



Infrastructure



Hospitality



# OPPORTUNITIES – POWER SECTOR

Power Sector* (is divided into)		
Generation	Transmission	Distribution
<p>Have no presence here but opportunity exists for our Solutions and Services and likely to close the first one</p>	<div><div><ul style="list-style-type: none"><li>✓ Surveillance</li><li>✓ Perimeter security</li><li>✓ Access control</li><li>✓ Voice integration</li><li>✓ Alarm Management</li><li>✓ Central Command &amp; Control</li><li>✓ Integration of all above for centrally monitoring the alarms</li><li>✓ Integration with Civic authorities &amp; Police for sharing information</li></ul></div><div><ul style="list-style-type: none"><li>✓ Data switches</li><li>✓ Servers</li><li>✓ Storage</li><li>✓ Firewalls</li><li>✓ Microsoft – office 365</li><li>✓ BMS control</li><li>✓ Fire</li></ul></div></div>	<p>Have little presence here &amp; building up but opportunity exist for our Solutions and Services to the tune of more than Approx. Rs 50 Cr basis current pipeline</p> <ul style="list-style-type: none"><li>- Almost 4 Projects of URLDC<ul style="list-style-type: none"><li>- Each worth Approx. 3000 Cr</li></ul></li><li>- Two project of STAMC this year<ul style="list-style-type: none"><li>- Each worth Approx. 200Cr.</li></ul></li><li>- Bidding already done for various power grids<ul style="list-style-type: none"><li>- Almost 45-50 Cr.</li></ul></li></ul>
	<div><div>Major Revenues</div><div>New Revenue Stream</div></div>	



## OPPORTUNITIES – OTHERS

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**Defense** – Opportunity exist for all kind of security products through direct & indirect channels. We have alignment with various OEM & developing opportunities

**City Surveillance** – Multi crore Opportunity exists here as part of Smart City Projects of GOI. We have skill set to bid, secure and deliver solutions with right OEM alliances

**Smart Offices** - Have been securing and successfully delivering orders of moderate sizes. This vertical is fast growing and can be tapped for larger opportunities as well

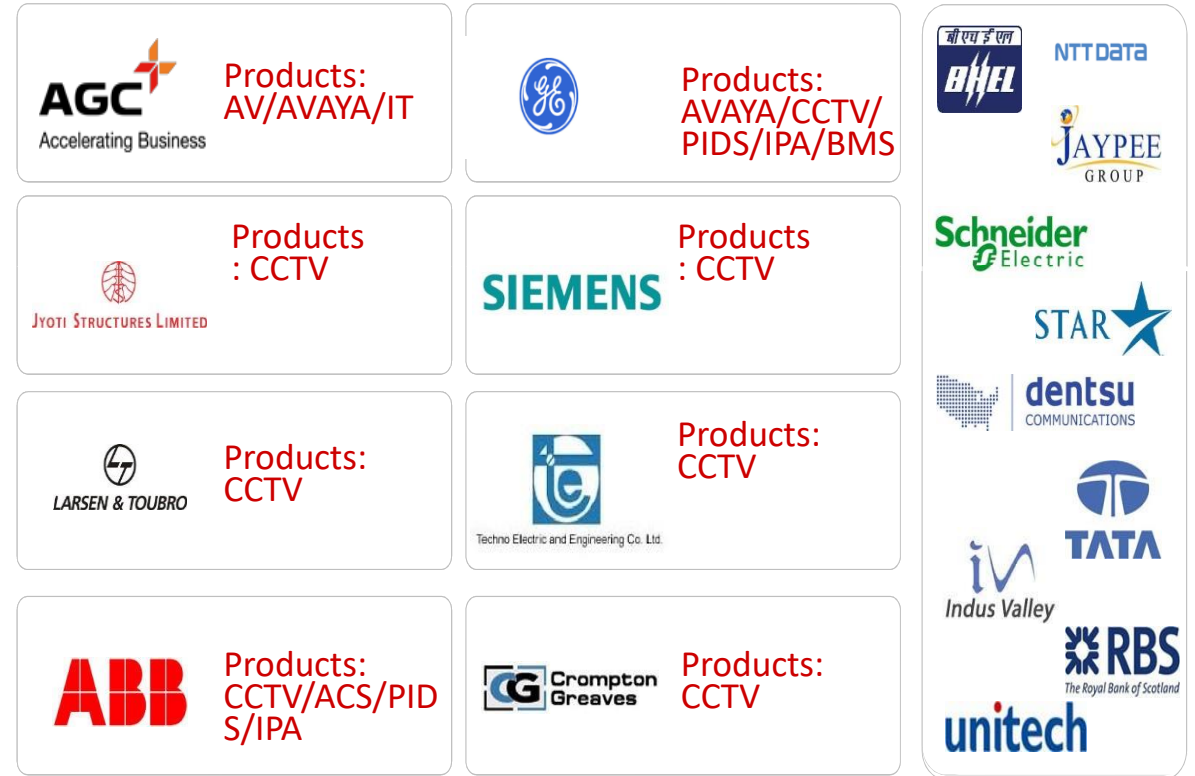
**Solar Energy** – Have already executed 2 projects for L&T and there is potential for more

# PARTNERS/ SOME OF OUR CLIENTS

## PARTNERS



## CLIENTS



*The company has not only executed projects in India but Overseas also.*

*It also has a monopoly in certain states with regards to the power sector as it is the only registered vendor there to perform security applications*