



Realize Your Ideas



## Unlock Value

Founded in 1992 and headquartered in Chennai; California Software Company Limited (Calsoft) is a global Outsourced Product Engineering & Enterprise Solutions company with a strong background in consulting, development and implementation. With revenues exceeding \$58 Million, Calsoft employs over 1000 people in 12 locations worldwide. It is listed on the National Stock Exchange and Bombay Stock Exchange under the symbols CALI.NS and CALI.BO.

The Calsoft group has three Business Divisions: Calsoft Labs, Enterprise Solutions and Strategic Investments.

Our growth strategy is built on parameters of predictability, sustainability and profitability. Inorganically the group has grown by partnering or acquiring companies that compliment our existing product and services portfolio, help expand our customer base and enable us to enter new markets. The key drivers for our organic growth has been our ability to build stronger relationships with existing clients, acquiring new clients through planned growth and strategic partnerships in the markets and domains that we operate in.

### Facts at a Glance

**Who we are** - A global Outsourced Product Engineering and Enterprise Solutions Company

**Founded** - 1992

**Headquarter** - Chennai, India

**Offices** - Fremont, Boston, London, Dubai, Denmark, Cairo, Belgium, Singapore, Bangalore, Chennai & Mysore

**Employees** - Over 1000

**Process** - SEI – CMMi Level 5

**Stock symbol** - NSE (cali.ns), BSE (cali.bo)

### Executive Leadership

**S. (Sam) Santhosh**

Managing Director and Chief Executive Officer

**Sai Satyam**

CFO

**Ramandeep Singh**

Head – Calsoft Labs

**Vedante Srihari**

Head – Calsoft Enterprise Solutions

**Glen Baylor**

VP – Business Development

**Dan Peterson**

CEO – Informed Decisions Corporation

**Dr. Mahesh Rao**

CEO – Aspire Communications

### Product Engineering Services

Calsoft Labs is the technology arm of the Calsoft group and provides outsourced product engineering services to both established companies and start ups. It helps accelerate the development of software products and reduces time to market through its high-end software engineering skills in cutting-edge technologies, proven processes, methodologies and tools. Our full life cycle services include product development, testing & QA, sustenance engineering, embedded hardware design and embedded software development.

Calsoft Labs has focused on providing high end solutions and services to Network Equipment Manufacturers, Independent Software Vendors (ISVs), Computer Hardware and Peripherals, Industrial Automation companies, Automotive Electronics companies and Mobile, Multimedia and Consumer Electronics (MMC) companies. Calsoft Labs is one of the very few product engineering services companies to specialize in three niche areas of Networking and Datacom, MMC/Embedded Systems and ISVs.

Calsoft has signed a partnership with Ixia a global leading provider of performance test systems for IP-based infrastructure and services. This partnership is mutually beneficial as both companies look to expanding revenue opportunities for IP test products and the test services business.

### Calsoft Enterprise Solutions

Calsoft Enterprise Solutions assists business organizations derive maximum value out of technology investment through business solutions. As an Oracle Certified Advantage Partner and Microsoft Gold Certified Partner, Calsoft ES works with enterprises that are re-engineering their processes and are adapting to rapid change.

The key focus areas for the ES group are:

- Technology Strategy & Planning
- Business Process Enablement
- Business Intelligence & Data Management
- Consulting & System Integration

Our range of services include Strategic & Operational Business Consultancy, Implementation, RICE Components, Testing, Technical Architecture, Product development, Training, Managed Services, License Management and Migration. The Enterprise division also has expertise on the Commodities Supply chain segment. It provides these services across multiple industry segments: Finance & Banking, Communications, Manufacturing, Services, Retail & Distribution, Healthcare, Engineering & Construction, Govt. & Public Sector, Logistics & Transportation and Energy.

## Milestones

### 1992

- Year of incorporation

### 1996

- Listed on major stock exchanges in India

### 2004

- Acquired 100% stake in Webspectrum Software Ltd., Bangalore, India

### 2005

- SEI-CMMi Level 5 certification
- Acquired majority holding in Informed Decisions Corp., Alameda, CA
- Acquired majority holding in American HealthNet (AHN) Omaha, Nebraska
- Set up office in Dubai, UAE

### 2006

- Rights issue
- Acquired majority stake in Inatech Infosolutions London, UK & Bangalore, India

### 2007

- Acquired majority stake in Aspire Communications Mysore, India & San Jose, USA
- Divested major stake in AHN
- Chemoil increases its stake in Calsoft to 47%

### 2008

- Completed 100% acquisition of Inatech Infosolutions
- Acquired 100% stake in International Innovations Inc., USA
- Chemoil increased its stake in Calsoft to 66%
- Moved to our own campus in Chennai

### 2009

- Sale of our subsidiary-Informed Decision Corporation

## Calsoft Strategic Investments

The focus of this Business Division is to identify, complete and manage synergic acquisitions, partnerships and joint ventures. The strategic arm identifies companies in the same eco system that compliments our product and services portfolio and would further fuel our growth.

Current strategic investments and partnerships include:

- Aspire Communications, India – A leading technology driven company focused on solutions in the areas of embedded hardware design, product re-engineering, outsourced product manufacturing, device drivers' development, RTOS porting and application software development. Calsoft has a 51% stake.
- Calspence - Calspence the joint venture company between Calsoft and Aitkin Spence ([www.aitkenspence.com](http://www.aitkenspence.com)) will leverage on the IT strengths of Calsoft and the domain expertise of AS to come up with solution offerings for a global market. Calsoft has a 50% stake in this company

Calsoft will continue its strategy of specialization in niche areas and segments with a focus on geographical expansion. Its inorganic strategy will focus on achieving this by taking minority stakes in niche companies. It is also looking to partnerships and joint ventures that will leverage the expertise and strengths of both the partnering companies to create more business value.

## Our Approach

We have relentlessly pursued a customercentric approach based on ethical values and professionalism. Our approach to business has been to enhance our capability in the niche areas that we operate in by leveraging our internal strengths and inorganically by acquiring/partnering/JV with companies in that domain/segment.

Committed to delivering enduring stakeholder value, Calsoft collaborates with its customers and partners to help them become high performance businesses.

## Our Clients

Over the years, Calsoft has added some of the most respected corporations in the world in its list of satisfied customers. They include - Radware, IXIA, Healthland, Higher One, HDNL, Motability, Farmers Insurance, Merial LLC, CISCO, Juniper Networks, Texas Instruments, Domino, Hugh Symons Group, HP, Radisson, Sony, EMC, Kronos and AP Moller Maersk amongst others.

## Industry Partners

At Calsoft, we leverage the power of strategic partnerships to deliver value to our customers. The relationship with Adobe Systems Inc., (NASDAQ: ADBE) allows Calsoft Labs to license, distribute, and integrate the Adobe Flash Player SDK and Adobe Flash Lite into embedded and handheld devices. Calsoft Labs is also part of the Phoenix Technologies (NASDAQ: PTEC) Trusted™ Partner Network, and builds and sells products based on the Phoenix TrustedCore Core System Software. For both these partnerships it has the license and source code access to both Phoenix Technology Products and Adobe Flash Lite and is able to provide its customers a unique advantage.

Calsoft Enterprise Solutions is a Certified Advantage Partner the highest level of membership in the Oracle partner program and a Microsoft Gold Certified Partner. It is also a member of iLOG and Solix alliance network.

### How can we help you?

To know more about Calsoft and how we can help you achieve your business objectives.  
Contact: N Anita, [anitan@calsoftgroup.com](mailto:anitan@calsoftgroup.com)



Realize Your Ideas

### California Software Company Limited

Email [info@calsoftgroup.com](mailto:info@calsoftgroup.com) | [www.calsoftgroup.com](http://www.calsoftgroup.com)

Robert V Chandran Tower

149, Velachery Tambaram Main Road, Pallikaranai, Chennai 600 100, India. Tel +91 44 4282 9000 | Fax +91 44 4282 9012

USA | UK | Denmark | UAE | Egypt | Belgium | Singapore | India