



COMPANY PROFILE | 2024



NIPUN NETWORKS

End-to-end connectivity for people efficiency and better living of communities



ONE PURPOSE
Impact lives

ONE GOAL
Connect smiles

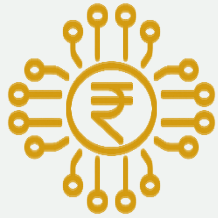
20 years

IMPACTING
LIVES,
BEING AN EXAMPLE

PEOPLE . PURPOSE . PERFORMANCE



TOWARDS AFFECTING THE ECOSYSTEM POSITIVELY BY PUTTING PEOPLE FIRST (In house, in markets, in public sphere)



Impacting **ECONOMICALLY**

- | Boosting efficiency of businesses by **preventing downtime and unforeseen spends.**
- | Enabling scalable growth and **innovation for businesses**, benefiting owners, workers, and consumers.
- | Fostering long-term partnerships by **building trust.**



Impacting **SOCIALLY**

- | Contributing to secure and **sustainable environments through CSR**, enhancing community welfare.
- | Supporting **job creation** and thus helping stability of communities.
- | Strengthening **digital infrastructure for broader societal benefits**, thus creating smart lifestyle systems.



Impacting **PERSONAL WELL-BEING**

- | Encouraging teams to self-check their work purpose at every step - **actions for positive impact** on end users' experience.
- | Enhancing access to education, healthcare, while enabling **safe, secured, and healthy workspaces**
- | Improving **quality of life through faster communication** and better service delivery.

20 years

MAJOR &
CRUCIAL
NETWORKS

- | OEM certified team
- | PMO centre to handle projects
- | Inhouse developed tools for troubleshooting
- | 24* 7 Network Operation Centre (NOC)
- | SME team for all technologies



- **PAN India Airports and Infrastructure**
- Network development & managed service
- Seamless network of Passenger – Corporate – Connoisseur environments
- Design, implementation, and integration of wired and wireless networks
- Integration of corporate offices in India



- **A dedicated network for Automotive/250 dealer** outlets spread across hundreds of cities in India and 4 production facilities.

The two pillars of the company's fundamental DNA, also known as 'the Toyota Way' are

- *'kaizen' (the Japanese business philosophy of continuous improvement), + **empowerment and respect for people, especially the frontline workers.***

- Nipun empowers Customer's CXM solution to improve customer experience across all their plants and dealerships through wired and Wireless Networks - Design, implementation and integration of Corporate, Guest and Contractors

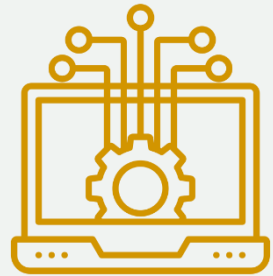


HIGH – IMPACT DOMAINS AND PEOPLE CENTRIC APPROACH



- Design, implementation and **integration of Student, Faculty, Guest and Contractors'** Wired and Wireless Networks for seamless connect of departments in **Prestigious Business schools, Top rated Technology Institutions:**

- | Indian School of Business (Pan India)
- | Indian Institute of Technology, Hyderabad
- | Indian Institute of Management, Visakhapatnam
- | Indian Institute of Management, Bengaluru



INFORMATION
TECHNOLOGY

- **Reputed MNC's**– a dedicated team of 10 experts works 24x7 to manage the company's global wireless networks which were designed, deployed, and integrated by Nipun
- Design, implementation, and integration of wired and wireless networks for Corporate, Guest and Contractors



HIGH – IMPACT DOMAINS AND PEOPLE CENTRIC APPROACH



MINING

- Design, implementation and integration of **Autonomous Drilling System (ADS)** – using Cisco Ultra-Reliable Wireless Backhaul for Open Pit Mines-
- Fix / Nomadic Wireless Backhaul Fleet Management – **Tele Remote Dozing System (TDS)**, validated for CAT Command for Dozing
- Design, implementation and integration of corporate, guest and contractors' wired and wireless network



INDUSTRIAL
MANUFACTURING

- **Underground Mine Employee safety and security** -
 - | Design, implementation and integration a unified wireless mesh network to track and manage mobile assets, people, and monitor environmental conditions via sensors



HIGH - IMPACT DOMAINS AND PEOPLE CENTRIC APPROACH



HEALTHCARE

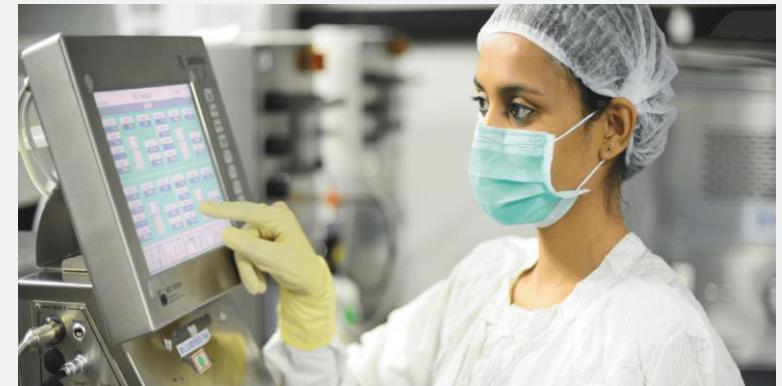
- **Enhanced operational efficiency, improved patient care, and simplified processes**, benefiting both staff and patients through better communication and access to services.
- Design, implementation and integration of doctors, patients, guest, and contractors
 - | End to end IT Integration - Corporate Hospitals (Pan India)
 - | Wired and Wireless Network



PHARMA & LIFE SCIENCES

Enabling faster and reliable access to innovations and streamlined operations **through Industry 4.0 network implementation- Pharma Industry**
Design, implementation and integration of Corporate, guest and contractors' wired and wireless Network -

Impact: Enhanced drug production efficiency, quality control, and timely introduction of medicines to people.



HIGH - IMPACT DOMAINS AND PEOPLE CENTRIC APPROACH



HOSPITALITY

- **Faster and reliable** internet access, **personalized services**, and seamless communication throughout their stay right from the guest check-in

Design, implementation and integration of corporate, guest and contractors wired and wireless network- **India's Biggest FMG Group**



GOVERNMENT

- **Telangana State Secretariat** Chief Minister office, CS Office, PS office, Employees, Users, Corporate, Guest and Contractors

Design, implementation and integration of **end to-end IT project-data centre**, WAN, software defined network, video conference, application servers, IP telephony, wired and wireless network



20 years

THE MAKING OF
A SUSTAINABLE
BUSINESS

Beyond
the Revolutionary
Networks

NETWORKING: THE CORE

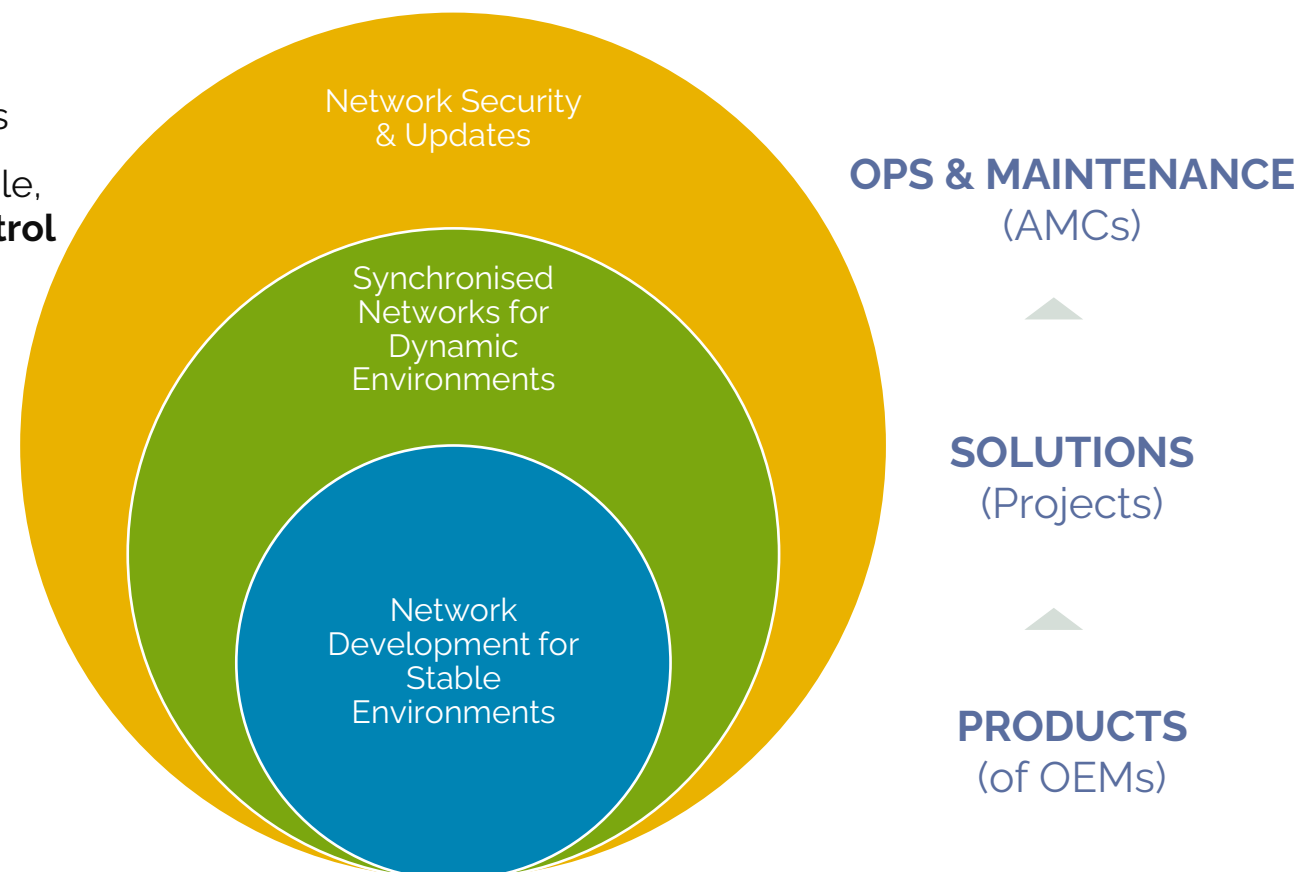
Managed Services in Enterprise & Public Spaces

ARCHITECT - MANAGE - CONSULT

- » Expertise in **PaaS (Platform as a Service) - Delivery**, wherein the product integration addresses possibilities
- » Inclined to IaaS (Infrastructure as a Service) – more agile, collaborative, customized, with the **ease of client control**

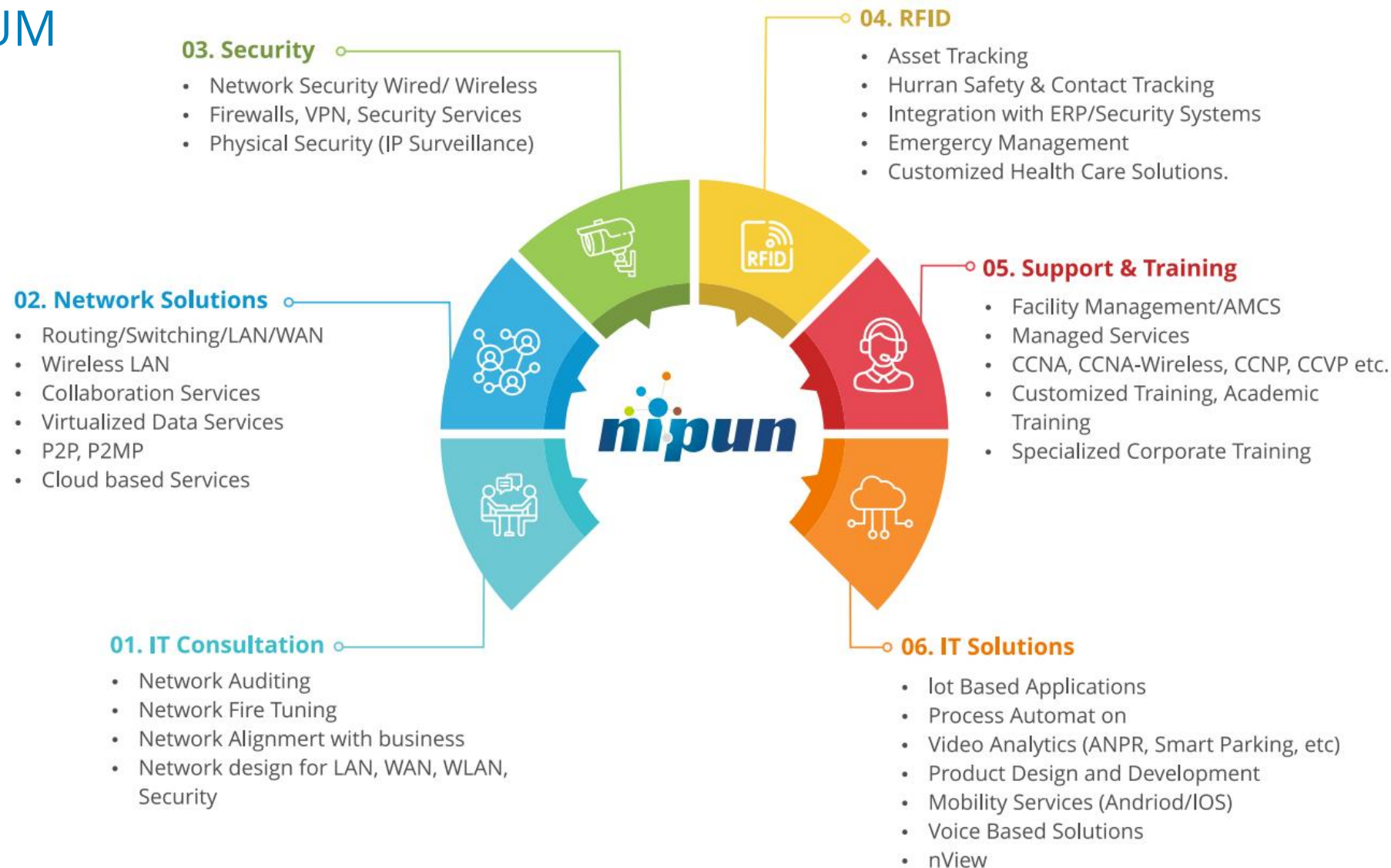
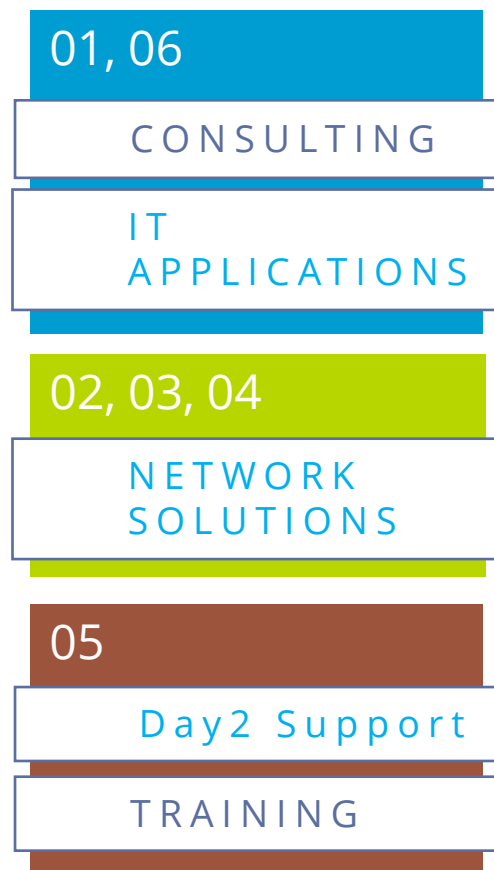
PRIME SECTORS

Aviation
Automobile
Healthcare
Pharmaceutical
Energy
Oil / Mineral Extraction
Legal
Disaster Management
Road Transport
Public Administration (Government)



SERVICE SPECTRUM

Operational Divisions



THE EDGE

Uniquely Nipun!



ONE-STOP SOLUTION FOR ALL NETWORKING NEEDS

Invested two decades of time, not just money, to build a fool-proof ecosystem beyond network services; thus making it a one-stop-shop for **proven solutions, products and expert support**

SIGNATURE

- » **“Yes”** mindset of teams
- » Trained to deal with challenges – core competence + domain knowledge
- » Experience of enabling and managing services for diverse B&I segments

VALUE PROPOSITION

- » Purpose driven – ‘nipun’, for the ease of efficiency of client entities
- » Precision & metrics – network solutions for scalable performance
- » Sector oriented – to fill the market gaps, not merely the networked enterprises

E.g., devoted to developing efficient tracking systems for road safety, empowerment of small businesses (MSMEs), and startups.



ACCOLADES

Affiliations & Achievements

#1

INDIA'S FIRST

- » **First-of-its-kind** advanced wireless and RFID lab
- » **First to implement** automated driving test track solution
- » **First to implement** Cisco mesh technology
- » Implemented the nation's **largest** mesh network



AUTHORISED AFFILIATE OF **15** LEADING SOLUTION PROVIDERS / OEMs

100% Cisco-Certified Technical Team

CISCO PREMIER PARTNER: Advanced Wireless LAN Specialized Partner | Advanced Security Architecture Specialized Partner | Collaboration SaaS Authorized Partner | Advanced Enterprise Networks Architecture Specialized Partner | IoT Advantage Specialized Partner | Premier Integrator

Network Solutions: CISCO, DELL, HP, Commscope, Legrand D-link, AiRISTA

Security Solutions: Axis, CISCO, F5, Fortigate, Netscout, Palo Alto, Radware

Active RFID: Aeroscout, Redpine Signals



CLIENT BASE

Diverse B&I Sectors

Critical Network Infrastructure
Integrated Network Solutions
Annual Maintenances & Updates
Scaling and Automation
Security & Surveillance

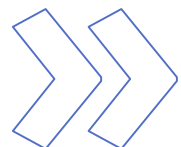
A WIDE RANGE OF REPUTED CLIENTS AND SERVICE INTEGRATORS

- » Manufacturing
- » eCommerce
- » Information Technology
- » Infrastructure
- » Education
- » Government / Public Administration
- » Pharmaceuticals
- » Healthcare
- » BFSI
- » Aviation, Railways, and Shipping
- » Energy & Fuel
- » Hospitality
- » Automobile
- » Retail & FMCG
- » Logistics & Warehousing
- » Realty & Facility Management
- » Content & Media
- » MSME



PRODUCT PORTFOLIO

Network and Security Infrastructure Solutions



***Nipun presents an end-to-end assemblage** of networking and allied products from the most reputed brands as, part of advanced network systems & IT applications*

Cisco & Meraki

- » Switches
- » Wireless Routers .
- » Security
- » UCS
- » Voice & Unified Communication
- » Network Management
- » Tele Presence
- » CNAP Bundle

IoT

- » Driving Pattern Analysis
- » Lighting & Parking Sensors
- » Street Light Management
- » Environment Monitoring. .
- » Battery Health Monitoring
- » Parking Management
- » Locker Management
- » Weather Sensors
- » ANPR

Structured Cabling

- » Commpscope
- » Molex
- » D-Link
- » Legrand

NetApp

- » Storage

Axis

- » IP Cameras
- » IP Surveillance Software

Netscout

- » Wifi Analysis
- » Servey Pro

Fortigate & Paloalto

- » UTM & Security

Netbrain

- » Network Automation

Active & Passive RFID

- » Asset Tags
- » Badge/ID Tags
- » Patient Tags
- » RTLS Engine

Contact.io

- » BIF Tags
- » Wi-Fi Tags

F5 & Radware

- » Security
- » Load balancer

HP/DXC

- » Servers
- » Switches

Dell

- » Servers
- » Switches
- » Storage

IT & INFRA: ENTERPRISE SOLUTIONS

Nipun's Branded Applications & SaaS



FOR SAFETY, MOBILITY, AND PRODCUCTIVITY

Click the image for more information

eSamstha 

eSamstha is a powerful all-in-one enterprise solution for business operations – from eHR to accounting, from inventory management to multiparty communication, as a cloud/ server-based productivity platform.


nView

An award winning platform - Employee health & wellness, workplace safety compliance, people and asset tracking, and hazardous area proximity alerts

smart 
gaadi

Real-time vehicle tracking solutions to businesses
Reduced downtime and unforeseen expenses


nDesk

Cloud-based ticketing and service desk management system to enhance flexibility in troubleshooting

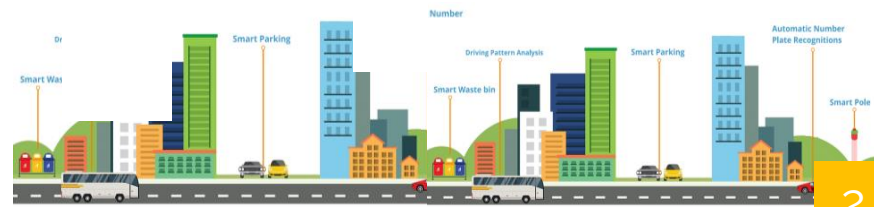
IT & INFRA: MARKET SCALE APPLICATIONS

Nipun's Innovation & Automation for the Efficiency and Ease of Public

Automated driving test in 19 RTOs soon

1

- Driving Pattern Analysis (Patent field)
- Light Sensors
- Automatic Number Plate Recognitions
- SmartPole (Patent field)
- Smart Waste Bins (In progress)
- Smart Parking



2

4



POST NEWS NETWORK

Bhubaneswar, March 1: The State Transport Authority Wednesday (STA) signed a memorandum of understanding (MoU) with M/s Akshara Nipun JV for development, operation and maintenance of Automated Driving Testing System (ADTS) in the state.

The agreement was signed in



through private-public-partnership mode. CIRI, Pune, has been appointed as consultant to conduct periodic audit of the system," said a department official.

The project will be completed and implemented within 10 months as per the MoU.

In the first phase, ADTS will be set up in driving testing tracks of 19 RTOs in Angul, Baripada, Bhadrak, Bolangir, Deogarh, Dhenkanal, Ganjam, Nayagarh, Phulbani, Rairangpur, Rourkela, Sundargarh, Talcher, Keonjhar, Malkangiri, Nuapada, Bhanjanagar, Nabarangpur and Sonepur.

The system will feature a state-of-the-art setup, including video analytics technology and an array of sensors. From the entry of the vehicles to its inspection and driving test, everything will be conducted digitally. The sensors fitted at the track will monitor it and judge the applicant. Hitting these sensors during test will result in loss of mark.

The driving skill of an applicant will be judged on parameters like seat belt, path change, lane driving, stop line, up-gradient, forward-8, reverse-S and traffic junctions.

The applicants will come to know about the outcome of the test on the spot and the driving skill testing process will complete the formalities swiftly.

3



- 1 Driving test – tracking & reporting solutions for precision and speed
- 2 Smart connectivity – IoT and cloud infrastructure
- 3 Tracing, tagging, restoration and search – for disaster management
- 4 Wireless and surveillance solutions for airports, railway, and public transport stations
- 5 Advanced access, multilayered internet security, and network automation for governments

5



20 years

NIPUN IN
NUMBERS

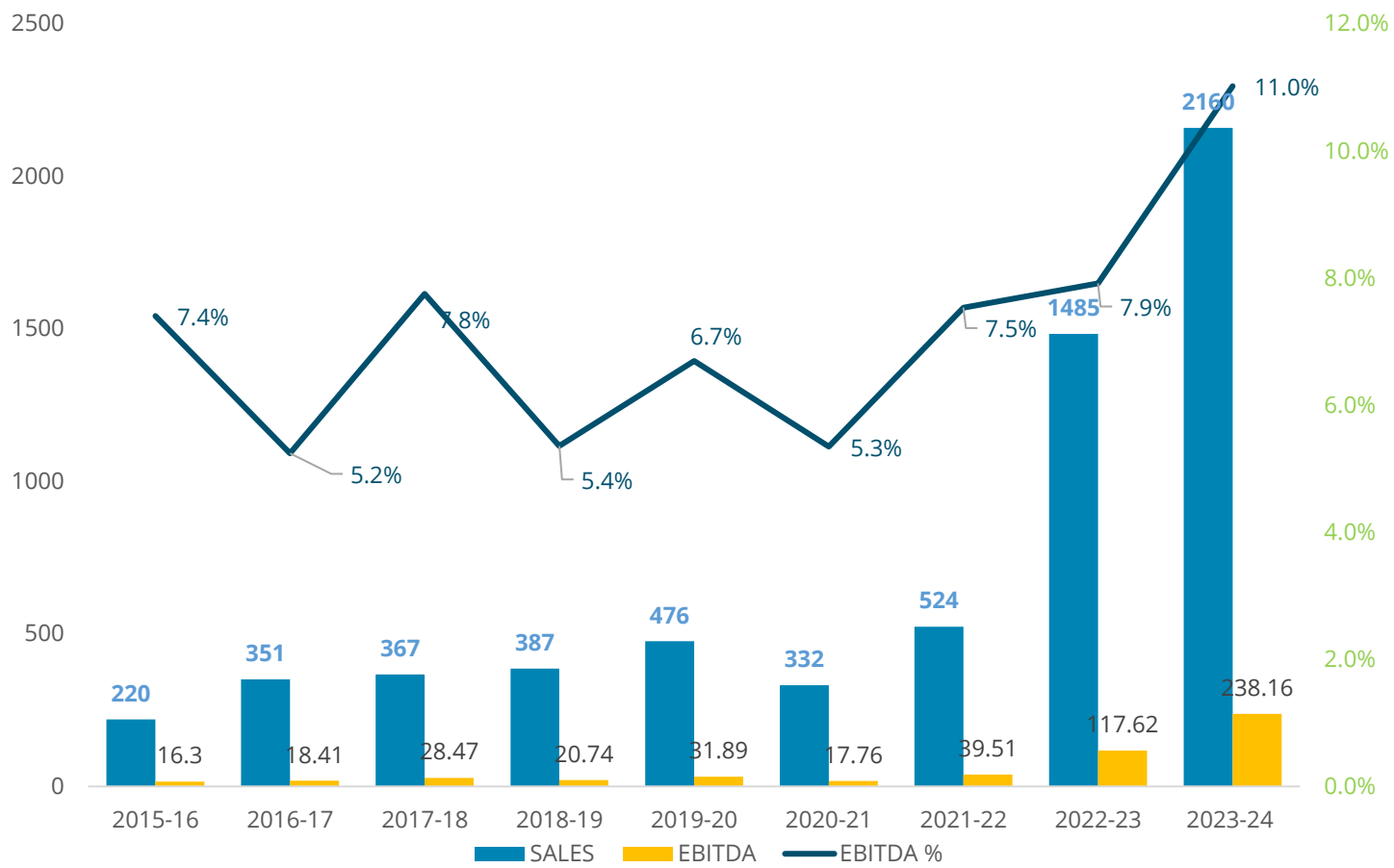


PERFORMANCE

Business Volume & Support System

- ▶▶▶ **1000x** Active Networks
- 1090+** Enterprise Clients
- 200+ Workforce
- 100x Trained Professionals
- 50+ B&I Service Segments
- 40+ Products
- 30+ Blue Chip Clients
- 30+ Unique Offerings
- 20+** Momentous Years
- 16** Major Affiliations
- 10 Offices
- 6** Service Verticals
- 4 Unique Enterprise Apps
- 1** Patent Technology
- 1** Purpose

10X GROWTH
In the last 10 years



★in millions

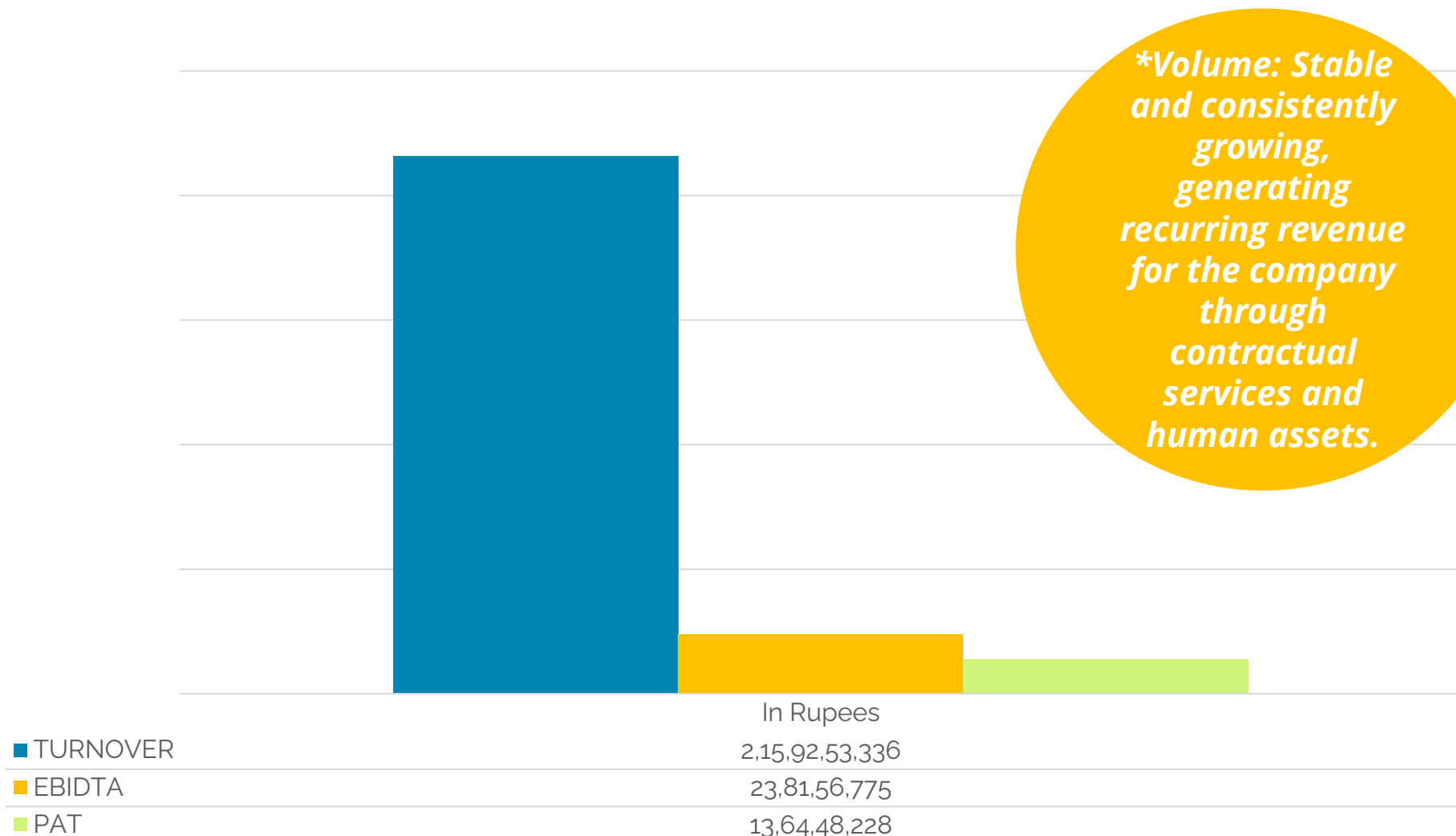
CONSOLIDATED FINANCIAL PERFORMANCE

For the Year 2023-2024

Turnover :
₹ **216** Crore

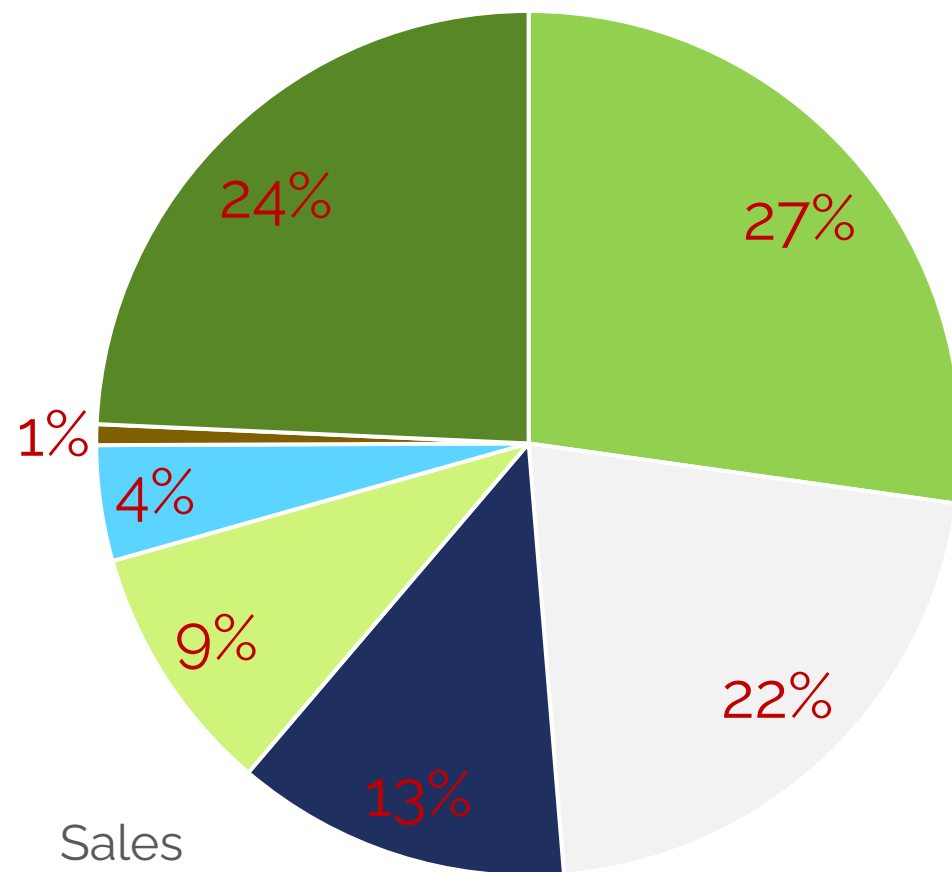
EBIDTA(Earning
before interest
depreciation taxes
and amortization) :
11.03%

PAT(Profit after
taxes) : **6.33%**



OUTPUT VOLUME

Sector-wise Sales FY 2023-2024

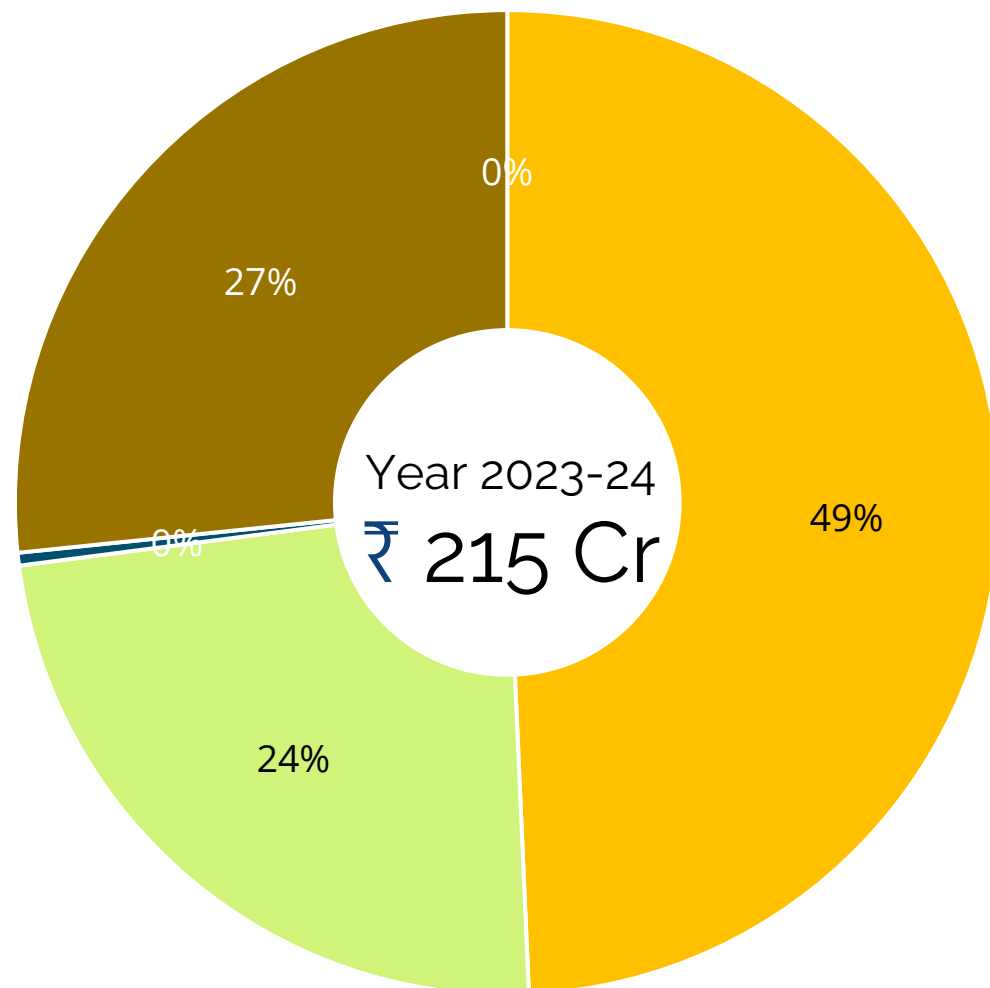


■ IT/ITES	₹ 58,79,05,341
■ GOVT/PSU	₹ 46,35,65,091
■ Infrastructure	₹ 27,05,81,023
■ Educationa/Healthcare/Hospitality	₹ 20,27,47,923
■ Manufacturing/Automobile/FMCG	₹ 9,32,41,041
■ Mining	₹ 1,67,22,765
■ Others	₹ 52,44,90,153

Sales

OUTPUT VOLUME

Category-Wise



■ SMB ■ Enterprise
₹18,97,59,788 ₹ 97,09,61,258

■ Govt/PSU ■ Partner
₹46,57,82,256 ₹82,59,880

■ Others
₹52,44,90,153

HUMAN ASSETS

A FAMILY OF 185+ PROFESSIONALS



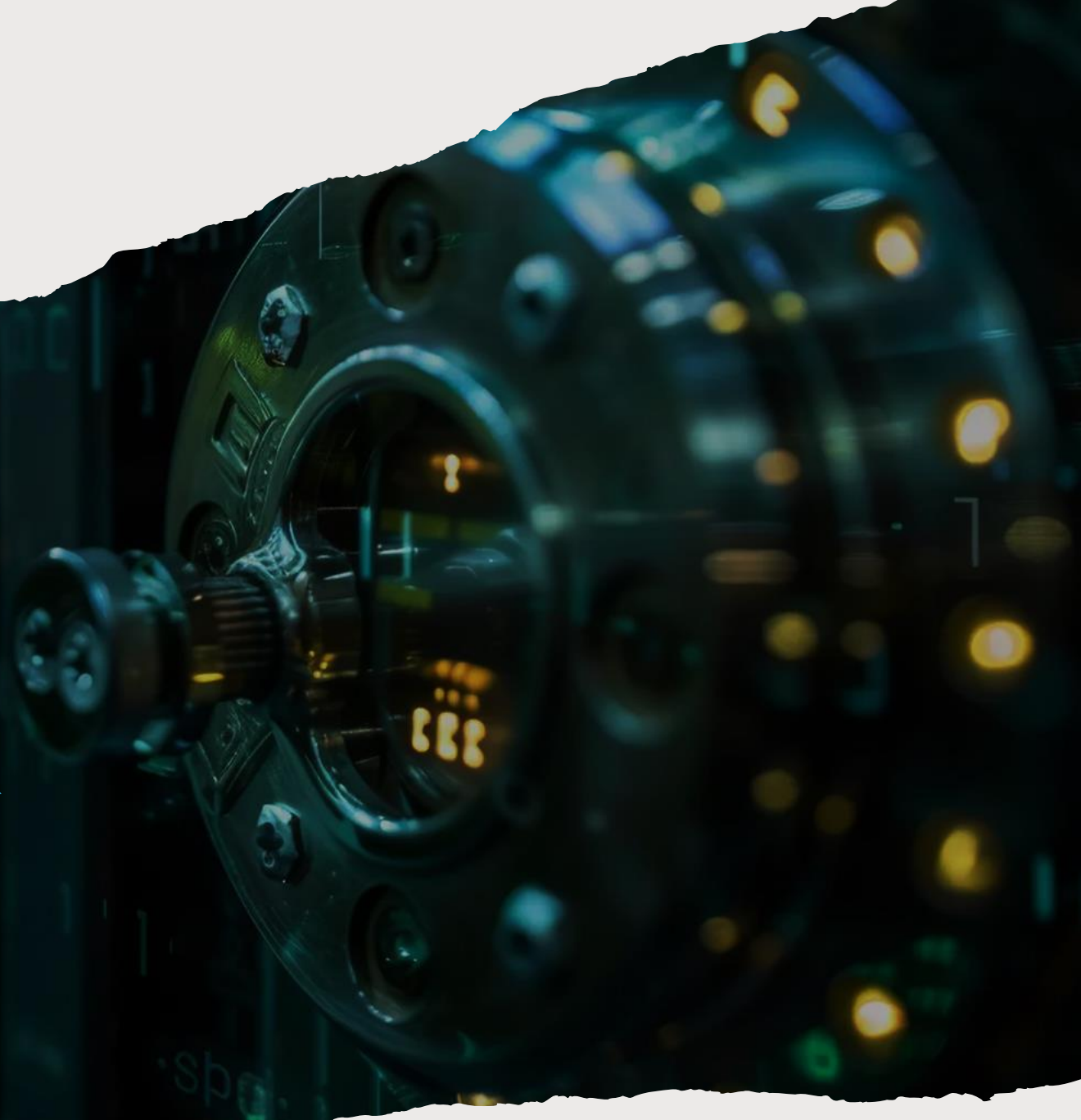
The unique operational model of Nipun gives exposure of multi-domain and multidisciplinary operations to the workforce



200 certified personnel on rolls	In-house pool of trainees to serve the market (with CISCO)	Extended / collaborative teams from OEMs and partners	Ad-hoc specialists (case specific)
<ul style="list-style-type: none"> Network Engineers System Administrators Cybersecurity Specialists Cloud Architects Helpdesk/Support Staff Project Managers Account Managers HR and Recruitment Specialists Finance & Operations Personnel 	<ul style="list-style-type: none"> Junior Network Engineers Trainee Cloud Architects Cybersecurity Apprentices Trainee System Administrators Graduate Project Managers 	<ul style="list-style-type: none"> Contracted Field Technicians Managed Service Providers (MSPs) for Infrastructure and Support Third-Party Cybersecurity Consultants External Client Relationship Managers (for regional support) Extended Helpdesk / Technical Support (from outsourced agencies) 	<ul style="list-style-type: none"> Specialized IT Consultants for Large-Scale Networks Freelance Cloud Architects for Complex Cloud Migrations Ad-Hoc Project Managers for Critical, High-Value Projects Network Infrastructure Architects for Multi-site Deployment Projects

20 years

BUSINESS
INTEGRATION &
RETENTION OF
THE CORE



THE ADVANCED BUSINESS ENVIRONMENT OF NIPUN

Resource Optimisation and Network Automation while Staying Ahead in Wi-fi Services

» ARCHITECT - MANAGE - CONSULT

COLLABORATION - COMPLIANCE - CUSTOMISATION



To be a leader in Wi-fi technologies, as the most preferred service provider in India

- » **For greater control over infrastructure design, allowing clients to configure** networking and other low-level components, with more insightful O&M responsibilities - advanced network computing, performance tuning, user-specific security protocols, cloud apps, automation tips, and NOC dashboards

SYNERGIES

- » Leverages the existing sectoral demand for upgrades and sales take-off
- » History of delivering network automation and client education
- » Pan-India presence to help serve big-ticket projects and sectoral needs
- » Cobranding and cross-promotional advantages with OEM partners
- » Experience in cloud service integration and extending training programs
- » Smooth expansion of business - connected to core ops

EXPANSION: DATA & NEXT-GEN NETWORKING

Nipun's Expansion Across All **Existing** Business Segments

Critical Infrastructure Experts at Service
Sales Sophistication



FROM AUTOMATION TO PRECOGNITION

Investing in Industry 4.0

- » Cyber Security
- » Enhanced Manager Services
- » Hybrid Data Centres
- » IoT & OT
- » NOC & SOC
- » Network Automation

Advanced Network Services

IaaS Consultation Group

Extended Footprint

Experiential Marketing



R&D AS A BACKBONE (IoT/OT)



HYPER CONVERGANCE



MORE BASECAMPS



INDUSTRY ENGAGEMENT

BUSINESS PRESENCE

HQ, Regional Offices, and Representation

HEAD OFFICE

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Financial District, Nanakramguda, Hyderabad, IN - 500032

☎ 040-23119862/63/64

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