

#### **Rolta Vision**

To continuously INNOVATE and provide knowledge-based IT solutions that deliver remarkable INSIGHTS and lasting IMPACT in the way our world operates



# Corporate Presentation

**June 2014** 



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### Rolta Today



### **Successful track record of 30+ years**



- Revenue run-rate of \$500 M+ and EBITDA \$160 M+
- A unique company with combination of IT, Geospatial and Engineering domains
- End-to-end defense systems company in India
- IP led world class solutions 120+ copyrights/patents
- Unblemished credit history since inception
- Consistently profitable and dividend-paying since listing in 1990

Ranked by Forbes Global amongst the best 200 companies, with revenues under US \$ 1 Billion – 4 times in 2001, 2002, 2003 & 2006

### Rolta Today

Wide Presence in India
World Headquarters: Mumbai

Worldwide Footprint in Key Markets **Ten subsidiary companies** 

**ROLTA International** 





- Worldwide Infrastructure presence in 40 locations
- Executed projects in over 45 countries
- Large facilities globally for extensive R&D

- Strong Management Team worldwide
- About 3,500 Roltaites
- Consistently placed among top IT employers in India

Included in the S&P 'Global Challenger's List' of 300 mid-size companies (2008)

### Scalable and Diversified Global Business Model



## Core Competencies

#### **Enterprise IT**

BI, Big Data Analytics, Cloud & IT Security, Software Defined Infra, Enterprise Applications



### Geospatial & Engineering

GIS & Engineering Information Systems, Data Fusion and Business Analytics



#### **Defense & Security**

Command, Control & Intelligence,
Military Communications,
Optronics

#### Subject-matter Expertise and Rolta IP

Customer-specific vertical domain knowhow

+

Rolta's proven IP:
World class
Products, Solutions,
Platforms and
Workflows

# Industry-specific Solutions

Infrastructure, Government,
Transportation,
Environment

**Utilities, Telecom** 

Oil & Gas, Petrochemicals, Power

Banking, Financial Services, Insurance

Retail, Manufacturing, Healthcare

**Defense & Security** 

### Business Segments and Revenue Mix

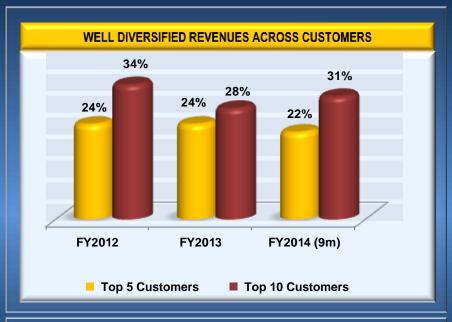


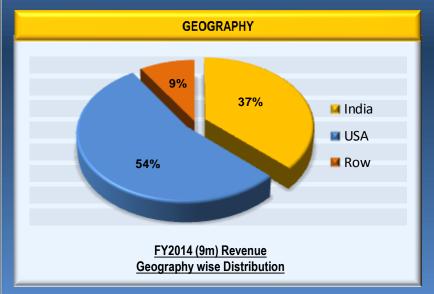
Enterprise Information Technology & Security Solutions (EITS)

Enterprise Geospatial & Engineering Solutions (EGES)





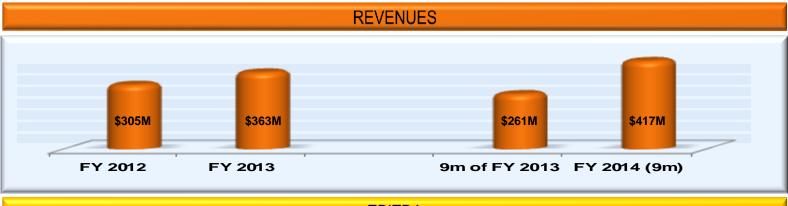




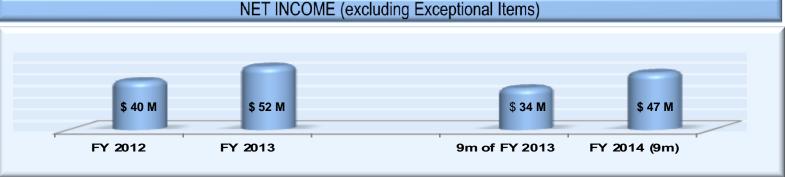
### Strong and proven track record











Notes :

### **Customer Sampling**





































Mesirow Financial



**IOHNS HOPKINS** 









realmed

































**Omnicare** 





DUBAI MUNICIPALITY













**Enterprise IT: Bl and Big Data Analytics** 

### **Enterprise IT Solutions**





# Focus High-end solutions and

technologies

BI and Big Data Analytics

Software Defined Infra (SDI), Cloud, IT Security and Mobility

Enterprise Applications
Consultancy



### Strategy

Exceptional approach

Unique combination of domain expertise, IT, Geospatial & Engg

Differentiated IP-led solns give major competitive advantage

Leverage India advantage

#### Rolta addresses \$500 B+ market

#### High-growth segments

- BI and Big Data: \$136 B
- Cloud/SD, Mobility: \$241 B
- Enterprise Applications, Consultancy, Security: \$150 B

#### Organic & Inorganic Growth

- 30+ years' track-record
- 40+ locations (16 in North America)
- 3500+ customers (~3000 in NA)
- 250+ Sales/Presales/BD staff in NA

#### Partnerships with global leaders

- SAP: One of 5 strategic OEM partners world-wide
- Oracle: Global Platinum Partner

... and others

### Rolta's Enterprise IT Solutions for high-growth verticals





#### Govt., Infrastructure, Transportation & Environment

- · Oracle EBS
- eGovernance Portals
- · Citizen services
- · Document Management, Workflow
- · Geospatial Integration Rolta GSF
- · BI and Big Data Analytics

#### **Utilities & Telecom**

- Oracle EBS
- Enterprise Asset Management
- Geospatial Integration Rolta GSF
- PowerPlan, Telvent
- · Mobility Sigma 7 etc.
- BI and Big Data Analytics





#### Oil & Gas, Petrochemicals and Power

- Oracle EBS
- Oracle Process Mfg.
- P2 Energy Solutions
- Geospatial Integration Rolta GSF
- Power Plan
- BI and Big Data Analytics

#### Banking, Financial Services & Insurance

- · Oracle Back Office & Financials
- · EPM, Hyperion, EssBase
- OFSAA
- Data Management (DRM/MDM)
- · BI and Big Data Analytics





#### Retail, Manufacturing & Healthcare

- Oracle EBS
- Oracle Discreet / Process Mfg.
- Value chain planning
- Procure and spend analytics
- Supply chain analytics
- Bl and Big Data Analytics

Combining Rolta IP and vertical expertise with IT, Geospatial and Engineering domains for major competitive advantage

### BI and Big Data is changing business



Rolta IP-led solutions seamlessly integrate all three levels to deliver exponential benefits

#### **Operational Technology (OT) Systems**

- Fusing IT and real-time OT data is essential for meaningful insights – exponential benefit
- Rolta OneView<sup>™</sup>, Rolta iPerspective<sup>™</sup> for IT/OT integration and Predictive Analytics
- Rolta Geospatial Fusion<sup>™</sup>, Rolta Engg Fusion<sup>™</sup> for contextual visualization and analytics

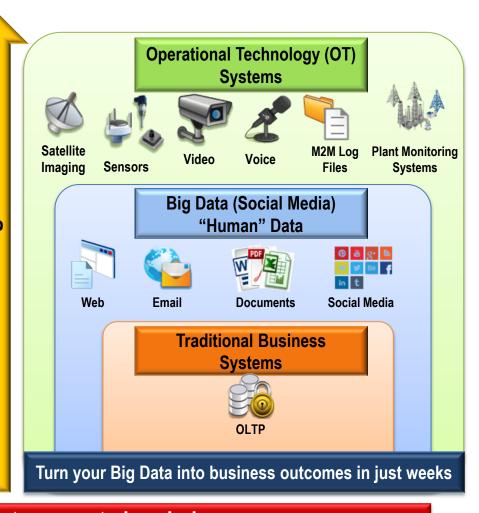
#### Big Data from social media

- Combine unstructured social media data with enterprise IT
- Rolta OneView<sup>™</sup> ingests Hadoop-processed human data, and traditional warehouse data

#### **BI from traditional IT systems**

- Aggregate enterprise data from ERP, SCM, HCM, ... for KPIs and dashboards
- Rolta OneView<sup>™</sup> Knowledge Model with pre-built connectors to many enterprise applications

Benefits of integration increase by Orders of Magnitude

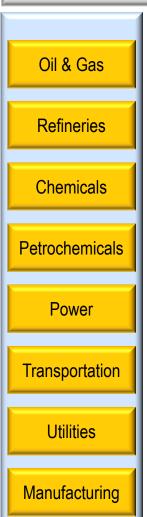


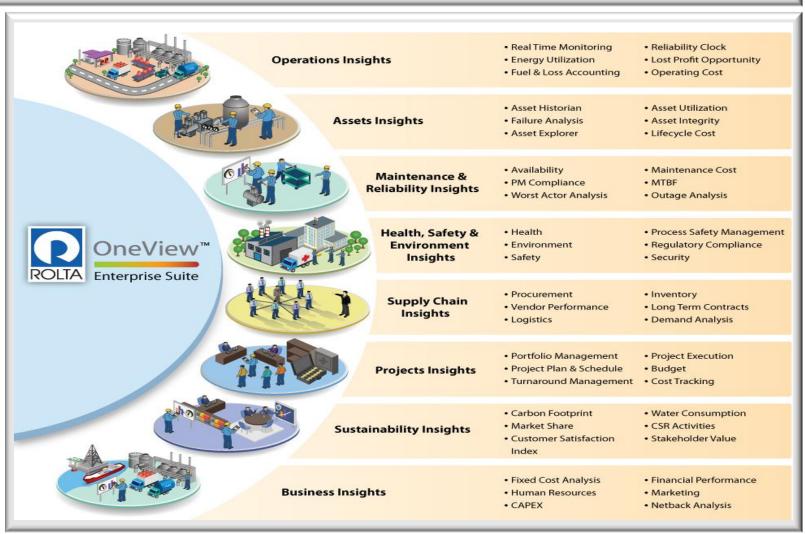
2.5 quintillion bytes of data generated each day. 90% of data in the world < 2 years old

### Rolta OneView<sup>TM</sup>- turns Big Data into business outcomes



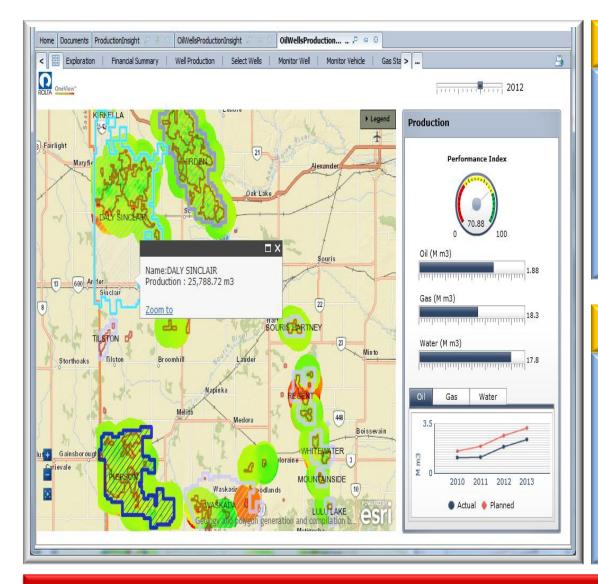
| Comprehensive | Descriptive   | Diagnostic      | Predictive               | Prescriptive          |
|---------------|---------------|-----------------|--------------------------|-----------------------|
| Analytics     | what happened | why it happened | what is likely to happen | how to make it happen |





### 360° view of Business Operations





#### **Petrochemicals & Chemicals**

- Improve Direct and Indirect Energy Consumption
- Track Material Balance across facilities and units
- Reduce Lost profit opportunity instances
- Minimize Quality deviations
- Improve Inventory turnover
- Improve Safety performance

#### Oil & Gas - Upstream/Refineries

- Improve Field & Well Performance
- Crude Blending Optimization
- Improve Operational and Asset Level Risk Management
- Improve Safety and Compliance
- Improve Capacity Utilization
- Improve Asset performance
- Improve productivity

Rolta OneView™: Over 2,000 pre-built KPIs and analytics across verticals for instant ROI

### Analyze, visualize, predict efficiency





#### **Power - Generation & Distribution**

- Improve Plant load & Availability factor
- Track Generation losses
- Analyze failure scenarios
- Reduce losses

- Optimize Power procurement
- Improve Customer Satisfaction
- Improve Demand management & Distribution Reliability

#### **Manufacturing & Transportation**

- Improve assemblyline balancing
- Quality monitoring and control
- Highway Congestion Insights
- Improve Safety

- Check Economic Viability of Freight
- Monitor Infrastructure condition
- Improve Environment Sustainability
- Just-in-time inventory

### Case Studies – Enterprise IT Solutions



**Utilities** 



Largest three-utility municipality in the US

**Project:** They were looking for a vendor who had a demonstrable track record of developing and implementing spatially enabled ERP applications. While the IT infrastructure component gave Rolta a modest \$3.5 M, the total engagement for enterprise applications is worth **\$31 M**.

**Differentiator**: Ability to provide end-to-end Enterprise IT capabilities including IT Infrastructure, proven expertise in geospatial applications for Utilities, and recognition by MLGW of the Company's track-record in customizing and implementing Oracle's product stack, including Financials, eAM, HR, Hyperion and BI.

Banking, Financial Services & Insurances

**Project:** Major financial transformation project for unifying ALM, Financials and Risk Management Systems, bringing together Accounting, Finance and Risk data to comply with Regulatory Requirements.



**Differentiator**: Leverages extensive Rolta expertise with Oracle Technologies and Rolta IP like Rolta HyJump and Rolta CFO Impact methodologies, domain and IT expertise.

Manufacturing

**Project:** To carry out the planning, design and implementation of a Cloud based multi-country roll-out of their ERP based on Oracle's latest Fusion release of their eBusiness Suite. This was one of the first deployments in the world of Oracle's new technology.



**Differentiator:** Oracle expects that 60% of its ERP deployments in the next couple of years will be on this platform, and is working closely with Rolta as its implementation partner in recognition of Rolta's deep expertise in these technologies

### Case Studies – Enterprise IT Solutions



Retail



Major multi-brand retailer in North America

**Project**: Rolta was engaged to design and implement a central financial planning application and suitable infrastructure to support annual and monthly budgets. As a result of this end-to-end solution, their Financial close for all regulatory and statutory reporting takes just 5 days with the ability to perform store and product revenue analysis over 10 business dimensions, a highly improved cycletime from the customer's perspective. Over the past few years this account has resulted in business for Rolta worth **US \$ 55 M.** 

**Differentiator**: Ability to provide End-to-End Enterprise IT leveraging the combination of domain and IT expertise.

Healthcare



**Project**: Rolta was engaged for a variety of their IT infrastructure and Virtualization requirements to provide a medium and long term IT roadmap with specific recommendations for phased implementation. The customer then tasked Rolta to implement an Oracle Hyperion based Enterprise Budget & Forecasting system that included detail design, construction, and implementation of planning processes, automated data integration, web-based input models and enhanced reporting. As a result of these engagements the overall, account value now exceeds **US \$ 12M**.

**Differentiator**: Rolta's deep knowledge of financial planning models and experience of implementing numerous Oracle Hyperion based solutions for Enterprise Performance Management (EPM).

Transportation



**Project:** Rolta has been working with the customer for their Geospatial requirements. For their new BI and Analytics initiative, they again selected Rolta. A sophisticated solution built around Rolta OneView™ Suite was developed that integrates with other business systems and provides executive dash boards for decision support. As a result customer has seen significant improvement in business insights. Rolta is working to expand the scope of the solution and enhance the functional features.

**Differentiator:** Rolta OneView<sup>™</sup> for Transportation and Geospatial analysis layer

### Case Studies – Enterprise IT Solutions



Oil & Gas

One of the World's Leading Integrated Energy companies **Project:** Rolta was engaged for multiple BI projects across 8 plants worldwide which formed the genesis of Rolta OneView™. Customer reported that their Reliability Clock Reset interval (which would be reset each time an unplanned failure occurred) went up from an average of 45 days to a maximum of 450 days after deployment resulting in huge savings. Rota was again chosen to develop a system for managing multi-million dollar budgets for shut-down/turn-around projects. It is estimated to have **trimmed 5-10% in costs**. Over the years the customer has invested close to **US \$ 40M** for BI initiatives undertaken by Rolta.

**Differentiator:** Rolta's industry knowhow and deep expertise in Business Intelligence.

#### **Power**



**Project:** The customer engaged Rolta for enhancing Operational Intelligence to improve service reliability. The solution was built on Rolta OneView™ framework. The customer realized many benefits, including an integrated warehouse for reporting and analysis, improved timeliness and visibility of data for budget adherence, project efficiency, regulatory adherence, and visibility into their Maintenance, Reliability and Safety.

**Differentiator**: Combination of Rolta's skills and experience in Engineering / Utilities domains, Oracle consulting, Business Intelligence, GIS expertise.

#### **Petrochemicals**



**Project:** The customer was embarking on an Operational Excellence journey and selected Rolta for its end-to-end approach starting from the initial discovery study and culminating with the deployment of a Rolta OneView™ solution giving them an Enterprise Manufacturing Intelligence Solution with OT/IT integration. The complete solution was deployed in less than 12 weeks giving a very high ROI.

**Differentiator**: Field-proven Rolta OneView<sup>™</sup> platform for BI and Analytics, and Rolta's industry expertise

Rolta OneView™ – strong entry barrier due to patented technologies



**Geospatial and Engineering Information** 

### Geospatial Information Systems (GIS)

Solutions

Geospatial

o

Full spectrum



#### Now an essential part of mainstream IT for analytics

### Spatially enabled analytics

Locational Context vital for insightful decisions

### Platform for seamless integration

Almost all data has a spatial context
Integration of Geospatial and IT Data
essential to contextualize and visualize

#### GIS, Mapping, Data Creation

Majority of the world yet to be mapped

2D/3D city maps, Road and Utility networks, thematic maps, ...

### Sophisticated Big Data Analytics • All verticals need analytics with location

- All verticals need analytics with locational context for meaningful decisions
- Rolta OneView<sup>™</sup> , Rolta iPerspective<sup>™</sup> -- suites for rich visualization and Predictive Analytics

#### GIS and business data integration

- Disparate sources and formats, using different technologies
- Rolta Geospatial Fusion™ Suite a proven platform for seamless integration

#### **GIS and Map data Capture**

- Creation of 3D city maps is the new approach for sophisticated GIS
- Rolta's Imaging and Photogrammetric software suites for map data capture

Rolta's unmatched proposition to address a multi-billion dollar market

### GIS, 2D/3D Mapping and Spatial Database



Rolta's IP, expertise and services track record – well equipped to address rapidly growing market



#### Sophisticated technologies, IP and skills

- Photogrammetry & Image processing
- Thematic Mapping
- · LiDAR data processing

- Remote sensing: multi/hyper spectral
- GIS Data Modeling and Analysis
- Aero-Triangulation
- 3D terrain/ surface modeling

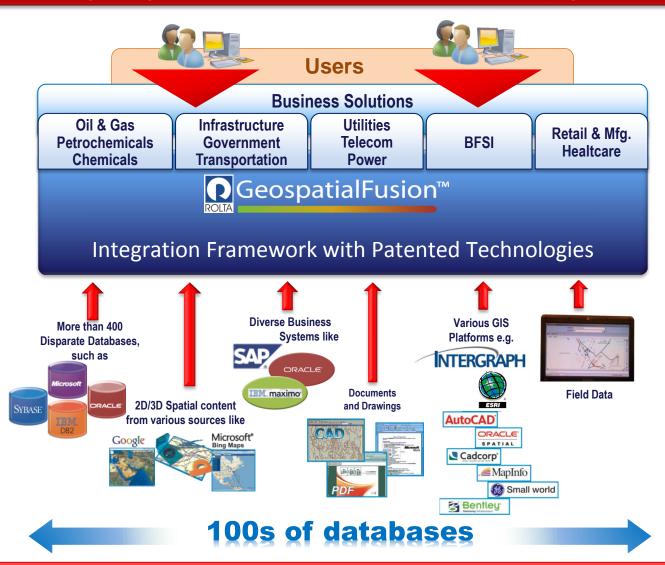
#### **Applications enriched with locational context - examples**

- City Planning
- · Emergency response planning
- Critical Asset surveillance and protection
- Management of disasters
- Natural resource management
- Asset management
- ... more

### Geospatial Fusion - A Unique Paradigm



#### Fully configurable enterprise solution platform for rapid deployment



Foundation to build spatially enabled solutions for industry segments

### Spatially enabled Analytics



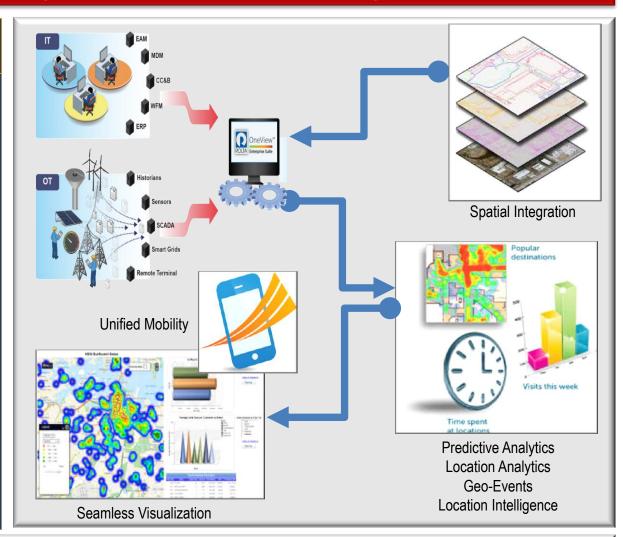
#### All verticals need analytics with locational context for meaningful decisions

#### Work-flow

Rolta Geospatial Fusion™
Rolta iPerspective™ for
creating integrated repository
of data from disparate
sources

Rolta OnPoint™ for spatial visualization

Rolta OneView™ Suite for sophisticated analytics incorporating locational intelligence



| Comprehensive | Descriptive   | Diagnostic      | Predictive               | Prescriptive          |
|---------------|---------------|-----------------|--------------------------|-----------------------|
| Analytics     | what happened | why it happened | what is likely to happen | how to make it happen |

### Case Studies – Geospatial Solutions



#### Govt., Infrastructure & Environment



**Project:** "Smart City" – a new paradigm for e-governance, including town planning, safety and security, and assets management. Entails deployment of very sophisticated technologies and skills, such as aerial oblique imaging, Photogrammetric mapping, Street-view imaging, GPS surveys and Laser-scanning. The initial award is valued at \$25 M+.

**Differentiator:** Rolta leveraged 3D city modeling experience gained in an earlier project in Dubai. The work-flows developed and specialized IP created were the key differentiators. In fact, these have resulted in more orders from others, such as one from Saudi Arabia.

#### Govt., Infrastructure & Environment



Ministry of Economic
Development & Trade (MEDT)

**Project**: Solutions developed for "Economic Development" of regions. Rolta OnPoint™ based solution for a customer in Georgia to promote economic development. Major benefits reported within 6 months -- \$1.3 B new investments and 6000 jobs. A similar award-winning solution was implemented for MEDT, Canada. A new market segment opened by Rolta – other states in the US and Canadian provinces would want to replicate this approach.

**Differentiator**: Rolta's IP to integrate business and spatial data from numerous disparate databases, and its global track record in the GIS domain.

#### **Utilities**



(a Berkshire Hathaway company)

**Project:** Northern Powergrid, with a vast network of geographically dispersed assets, awarded contracts to Rolta to implement a fully integrated asset management system with comprehensive geospatial functionality. The solution integrates location and business data to deliver Operations KPIs in near real-time, including through mobile devices. The contracts are valued at over **\$10 M**.

**Differentiator**: Rolta leveraged its solution frameworks, deep utilities know-how and IT expertise for enterprise-level systems integration.

Track-record of national-level projects for end-to-end services and integrated solutions

### Plant life-cycle solutions



#### Global experience of plant design/engineering and extensive track record of EIS projects

Solutions

Engineering

spectrum of

#### BI and Big Data Analytics for deep insights

- All verticals need analytics based on IT and operational data, including Machine-generated real-time data for meaningful decisions
- Rolta OneView<sup>™</sup> Suite for root-cause, predictive, and prescriptive analytics

#### IT, Operational and Engineering Data

- Critical to homogenously integrate data from IT (ERP, ...), real-time data from operations (AspenTech, OSI, Honeywell, ...) and Engineering Design data
- Rolta OneView™, Rolta iPerspective™ for real-time integration

#### **Engineering data capture and validation**

- System architecting, and work-flow standardization
- Rolta's decades of experience in the process industries specialized software tools and domain expertise

#### Analytics for Operational Excellence

Analytics based on integrated data is critical for achieving excellence in plant operations

### Fusion of IT, Operational and Engineering Data

Disparate sources and formats, different technologies, Including real-time machine data

### **Engineering Information Systems (EIS)**

Most existing plants lack reliable data

Crucial to establish EIS as the single "source of truth"

Rolta uniquely placed to address multi billion dollar EIS/Analytics market

### Engineering Information Systems (EIS)



#### EIS Data Repository is the foundation for integrating IT and Engineering data



Engineering System architecture and sizing

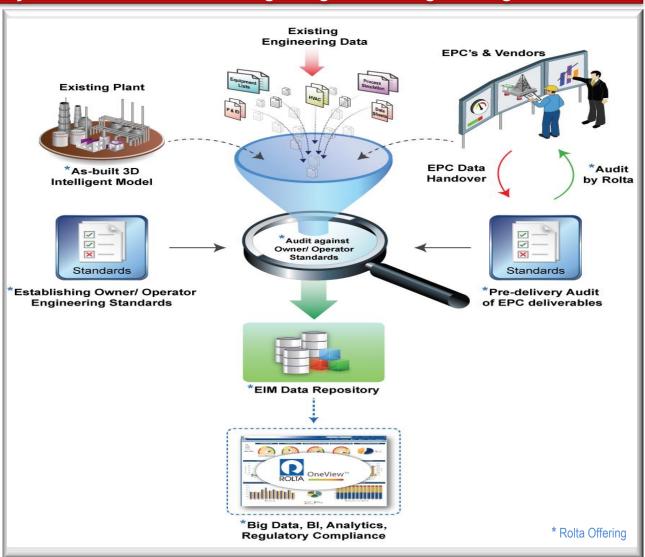
Implement integrated Engineering Systems

Reference Plant standards

Data warehousing standards and retrieval work-flows

Validate "As-built" plant documentation, data

Legacy data migration and validation/update



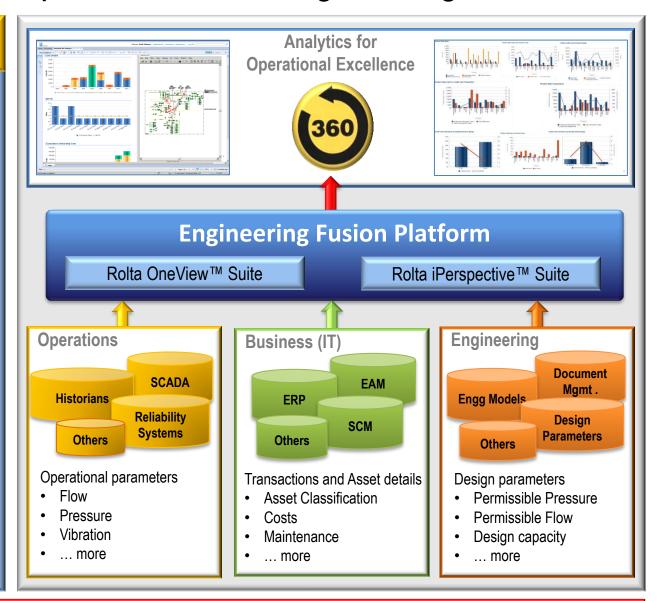
### Fusion of IT, Operational and Engineering Data





Rolta iPerspective™
to connect and
extract data from IT,
Operations and
Engineering data
sources

Rolta OneView™
contextually
correlates data in real
time from various
source systems



### **Engineering Information System and Analytics**



#### **Driving Enterprises to Excellence**



### Case Studies – Plant life-cycle solutions





Dow Chemical and Saudi Arabian Oil Joint Venture **Project:** Comprehensive EIS and Technology platform for BI and Analytics. Implementation of 30 applications at 26 plants. All aspects of Rolta's EIS portfolio, including design, build and configure; testing/acceptance; and As-Built documentation. Project scope valued in **multi million dollars**.

**Differentiator**: Decades of engineering domain experience, expertise in EIS technologies, Rolta IP, experience of 450+ projects, and Enterprise IT skills – a truly unique combination that stood up to competition from one of the "Big 5"

#### Major Global EPCs & O/Os



... more

**Project:** Rolta engaged by a number of major EPCs to establish an EIS framework – standards for workflows, design documentation, processes, hardware and software infrastructure for Engineering Document/Data Management System (EDMS), and then audit/validate data for compliance with standards. Major EPCs and O/Os have benefitted from Rolta's expertise.

**Differentiator**: Domain expertise and Rolta IP -- Rolta SPO Data Loader™ and Rolta Data Consistency Checker™.

Oman's foremost
Exploration &
Production
Oil & Gas company

**Project:** Develop a solution for composite Risk Management as part of their BI and Big Data Analytics initiative. It provides for performance management and advanced analytics for their plant covering Operations, Maintenance, Health & Safety and HR processes. Major benefits based on real-time and predictive analytics Include loss tracking for operating cost reduction, sustainable growth and increased reliability.

**Differentiator**: Rolta leveraged Rolta OneView<sup>™</sup> industry-standard knowledge model with pre-built analytics and deep domain expertise.

Sadara Project Manager Manufacturing & Engineering Systems, said, "We have partnered with Rolta on this challenging project because they have the breadth of sophisticated engineering IT expertise and have proven global delivery capabilities that are required for such an important project."

### Key differentiators in competitive landscape



Competition

Infrastructure, Government, Transportation, Environment, Utilities, Power, Telecom, Oil, Gas, Petrochemicals, BFSI, Manufacturing, Retail

Accenture Honeywell Siemens

Capgemini IBM Deloitte

Cognizant Infosys TCS

- Exceptional combination of
  - Extensive state-of-the-art Rolta IP
  - ✓ Deep industry-specific knowledge
  - ✓ Extraordinary expertise in Engineering and Geospatial domains
  - ✓ World-class IT expertise in cutting-edge technologies
- Strategic/OEM partnership with global technology leaders
- Track record, and enduring customer relationships

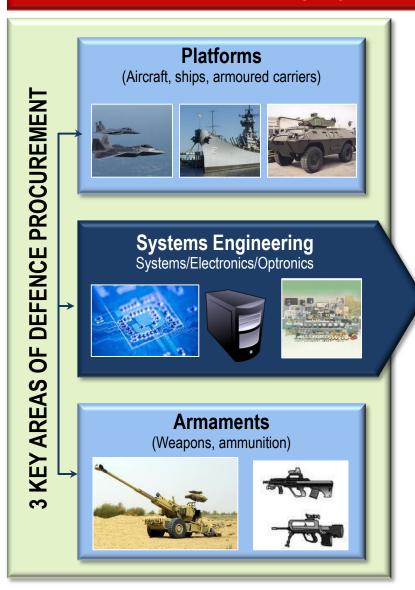


**Defense & Security** 

### Rolta's key solution areas



#### Rolta addresses large systems engineering programs for Defence & Security





Rolta is a selected
vendor to bid for
large Defence "Make
India" projects

Rolta has already won and completed numerous projects classified as "Buy India"

### Defense & Security Addressable Market – 5 to 7 Years



| Rolta's opportunities in this market have increased many fold, with numerous large programs  | Estimated value in US \$ |
|--|--------------------------|
| Command, Control & Solutions for processing, fusion & display of operational/intelligence Systems intelligence/logistical information for rapid military ops | 1.0 Bn                   |
| Battlefield Management System  Battalion to section command & control through seamless connectivity, software mobile/mounted devices                         | 8.0 Bn                   |
| Digital Soldier System Future Infantry Soldier as a System (F-INSAS) and modernization of Infantry   | 2.0 Bn                   |
| Military Communications  Modernization of communication systems of the Army for high speed Network Centric War-fare capabilities                             | 4.0 Bn                   |
| Optronics, Image Intensifier & Thermal imaging devices for Night Fighting, Vehicle & Fire Control systems for Tanks, etc.                                    | 5.0 Bn                   |
| Homeland Security  Solutions for Safe City, Critical Infrastructure Protection, Police modernization, Maritime Safety and Security                           | 4.0 Bn                   |

Rolta very well placed due to its IP, track record, domain expertise & strategic partnerships

24.0 Bn

### Well-positioned in Indian Defense & HLS Markets

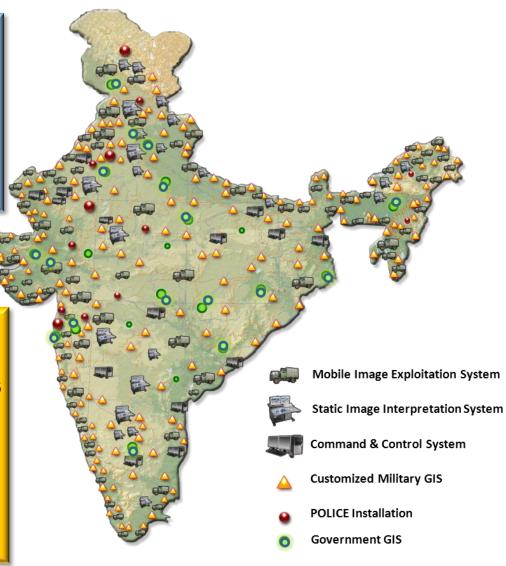


#### Track Record

- Large installed base across India
- Variety of Rolta IP based solutions
- Extensive country-wide support infrastructure

#### **Extensive capabilities**

- Deep knowhow for sensor-to-shooter solutions
- Partnerships with world leaders for sophisticated technologies
- Rolta qualified for 'Make India' Program
- Rolta's addressable market ~ \$ 24 B



Map not to scale

### Key differentiators in competitive landscape



# Competition

- BEL
- Bharat Forge
- ECIL
- HCL Info Systems

- Infosys
- ITI Ltd
- Larsen & Tubro
- Punj Loyd

- Tata Power Ltd
- TCS / CMC
- Tech Mahindra
- Wipro
- Established track record of over two decades large and satisfied installed base
- World class indigenous solutions based on Rolta IP tailor made for customer needs
- Strong team of domain experts for an in-depth understanding
   development and positioning of right solutions
- Enduring partnerships with world leading defense companies



### Rolta Today



Addressing high growth Verticals with well recognized Rolta IP led solutions

Uniquely leveraging the exceptional combination of IT, Geospatial and Engineering domains

Very well placed to take advantage of large multi-billion dollar opportunities in Indian defense market

Strategic two-way partnerships with world leaders to exploit cutting edge technology & penetrate newer markets