

# XYZ Software Ltd

Company Overview  
Presentation

# What we do : Services

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- Application & Software Development
- IT Strategy & Planning Services
- Web Development
  - UI Interfaces, Databases, Server Web Interaction
  - Web Commerce and E-Commerce Sites
- Mobile Web and mobile app development
  - iOS app, Android app, Cross-platform development
  - Mobile Web Apps, HTML5 web sites
- Application porting
  - Migration of existing application from one platform to another
  - Migrating old legacy platform application to newer systems

# XYZ – Business Sectors

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- Financial Services
- CRM Service Providers / Service Bureau
- E – government
- Manufacturing
- Retail
- Telecom & Utilities

# XYZ - History

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1992 - 1999

- Founded by Mr ABC as venture and development capital company, with clear focus on return on capital employed and operating profit. Generated a compound annual return on investment of 323% over this period.

1999 - 2006

- Transition to a Software and Services based company

2006 - Today

- Listed under Support Services on Euronext and London Stock Exchange
- Market capitalization of € 600 million
- Employs approximately 9000 people

**XYZ**

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# XYZ - Technical Competence Areas

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- **OS** : Android, iOS, Windows, Mac
- **Languages** : HTML5, CSS/CS3, Javascript, PHP, Ruby on Rails, Java, C/C++, XML
- **Databases** : MySQL, Oracle, PostgreSQL, Mongo, JackRabbit
- **Development Frameworks** : jQuery, Backbone, Bend, Symphony, Smarty, Spring, Grails, Velocity, Cactus, EJB, JMS, JPA, JSF, Tapestry, Scala, Seam, Perl, Rails, Sinatra
- **Technologies** : AJAX, iPhone SDK, Cocoa Touch, Android SDK, ADT, NDT
- **Development Platforms** : Java SE/EE, LAMP PHP/MySQL, Rails, Grails
- **Application and Web Servers** : Apache, Jboss, Tomcat, Oracle, Mongrel, Jetty, Glassfish

# XYZ - Operating Profit



# XYZ – Corporate Strategy

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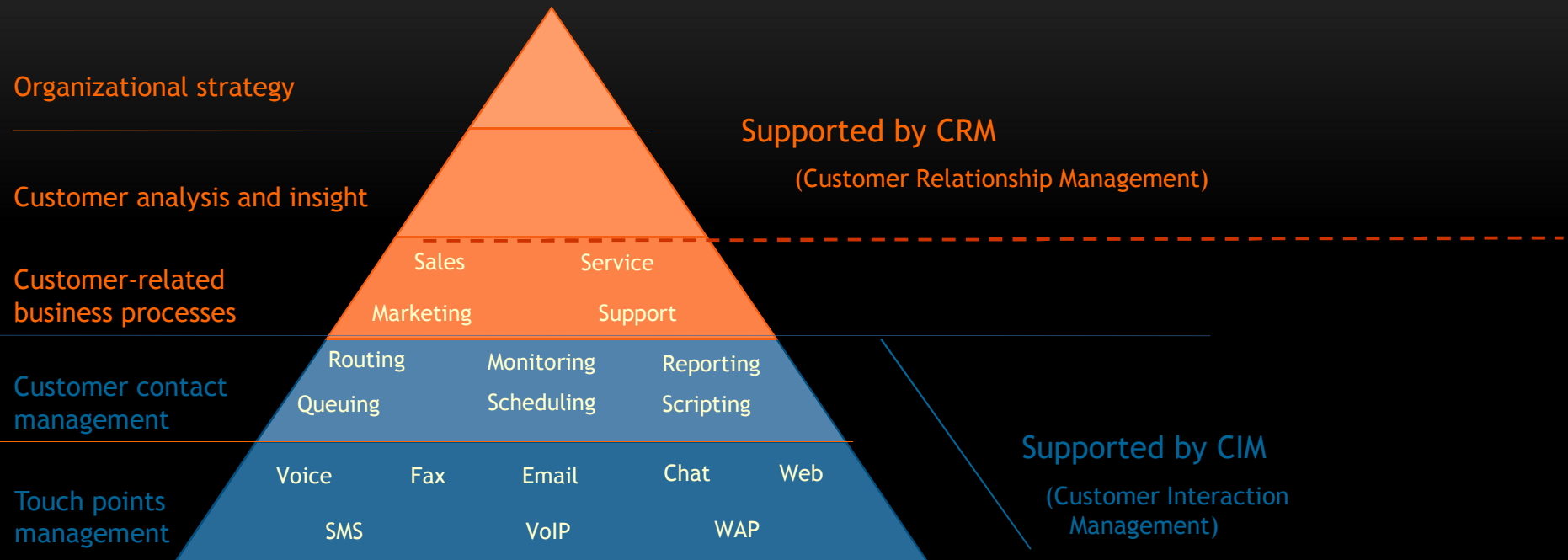
## Our Objective :

To build a growing, sustainable and cash generative business which consistently provides returns on total capital employed significantly ahead of its cost of capita.

## We aim to achieve this through :

- Creating and sustaining leading positions in each of the sectors in which we operate
- Continuously benchmarking and improving the efficiency of our operating model.
- Carefully extending our geographic footprint, to provide new horizons for growth
- Attracting and empowering entrepreneurial leadership teams, capable of delivering outstanding performance, through the deployment of a devolved management structure
- Maintaining financial strength through a disciplined approach to balance sheet management

# XYZ – Company Positioning



## Key points for a successful contact center deployment

- Integration of the interaction channels
- Integration with enterprise systems
- Platform and infrastructure independence
- Rapid application customization



# XYZ – Established Technology Partnerships

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# XYZ – Sectors Serviced / Top Clients

## CRM Service Providers Service Bureaux



## Financial Services



## E-government



## Manufacturing



## Telecom & Utilities



## Retail



# XYZ – Client Testimonials

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- I have been extremely impressed with XYZ. In the Telecom industry, they seized quickly on the opportunities and issues in our business and put together a comprehensive plan. Their high-energy and analytical skills allowed them to present to us a completely different way of looking at one of our business segments, and we are now leveraging their talent across the rest of our company. We are very pleased with their results! - *E. Teutsch, VP xxxxx Corp*
- I can definitely say that I'd recommend XYZ to anyone. The team was critical to us dissecting the consumer insights to be able to develop a new co-brand platform that will allow us to grow beyond our current space. Additionally, the teams knowledge of business models and communications was extremely valuable in our development of a communications strategy and pipeline. Overall, I really enjoyed working with XYZ...they helped us create great value for consumer - *G. Holquist, EVP xxxxx Corp*
- Setting up and running large scale data acquisition, producing high quality output and a well controlled project is an achievement very few suppliers (despite the experience they claim) seem to be able to make. Outsourcing can be a serious headache if it goes wrong. It is the professionalism of your project management and the helpfulness and approachability of the people involved in working together that makes working with XYZ quite painless. - *Laura W, VP xxxxx, Lyon*
- I've always been pleased with XYZ because their people are very supportive and are always willing to listen. Their accountant also takes the initiative and calls us with her questions or suggestions. I also feel that XYZ understands our needs as an independent store. For example, the layout of their reports is easy to follow and works well with Auto Parts Industry.“ - *Lynn Waterman, VP xxxxx, Texas*

**XYZ**

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# XYZ – Contact Us

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