

Platform for **Innovators**

Corporate Profile



Communication



Networks



Security



About Elitecore Technologies

Elitecore Technologies Limited is a leading provider of OSS/BSS, Internet Security and Access Gateway Solutions. Elitecore was established in 1999 by highly experienced software technocrats with over 20 years of experience in IT consulting, who initially started the company's operations with billing software development. Today, it has come a long way to figure among a handful of product-centric IT companies from India, that thrive on innovation to deliver specialized solutions which are sold under well-known brand names for its global customer base.

Ever since its inception, Elitecore has been able to sustain a healthy growth rate. Our CEO, Mr. Hemal Patel, recently used the catchphrase "Platform for Innovators" to describe the organization's core values. Elitecore is a dynamic player with domain expertise in the network security and Billing & Charging solutions space and has its R&D and support base in India.

Elitecore's worldwide presence today spans 78 countries, and is showing remarkable progress every year. It ranked among the Top 150 DataQuest IT companies' listing according to a 2007 survey. Its network security product, Cyberoam was rated "Visionary" by Gartner, in its July 2009 Magic Quadrant for SMB multi-function Firewall.

It was also chosen as the 2009 Frost & Sullivan "Price performance value leadership" for CRESTEL Billing & Charging solution.

Elitecore Edge

A spirit of innovation, strict adherence to high standards of quality and customer centric development, operations and support has helped us provide solutions and service that satisfy our customers. Our solutions are comprehensive, easy-to-use and in sync with future trends. Our solutions cut across departmental limitations and are marked by clear benefits to business. Our single-minded focus in providing greater value to our customers translates into high levels of customer satisfaction. This in turn has helped us create enduring relationship with our customers.

Investors THE CARLYLE GROUP

Washington DC based Global private equity firm, The Carlyle Group has invested in Elitecore Technologies Ltd in 2007. The group, with its strong global network, huge experience and large portfolio of companies has over USD \$84.5 billion under its management.

Key Facts

- Presence in Telecommunication, Network & Data Security and Access Gateway domain
- 22,000 Sq ft Development Centre in India
- Offices in India, USA, Bahrain & Dubai
- 450+ Employees worldwide
- Customers in 78+ countries across BFSI, Telecom, Enterprises & Small offices
- Analyst Alliances - Frost & Sullivan, Gartner, IDC, Infiniti Research
- Active involvement in Industry Association - TM forum, WiMAX forum, Nassom, FICCI, CII, IPTV Forum

Awards & Recognition

Elitecore has bagged many of the IT industry's prestigious awards, certifications and validation within a very short period of time since its inception. It has been certified by leading evaluators in the industry through their most rigorous testing standards, a few of which are mentioned as below:

- Winner of the 2009 Frost & Sullivan Price Performance Value Leadership award in OSS BSS Software – Billing and Charging Solution Market
- Gartner rates Cyberoam as "Visionary" in its 2009 Magic Quadrant for SMB Multi-function Firewalls
- Winner of "Best Software Product Company" (2009) from GESIA
- ZdNet Asia, ranks Elitecore as an "IT Leader of the Year" for 2008-09
- Frost & Sullivan - 2008 Emerging Vendor of the Year Award
- Network Products Guide - Best Products and Services 2008 SC Magazine, rates Cyberoam "5 Star" four times in a row
- IDG's Channel World magazine, chose Cyberoam as No.1 network security vendor, with its coveted Gold award.
- World Intellectual Property Organization (WIPO) patent on identity and policy-based network security and management system and method



Analysts Recognition

FROST & SULLIVAN

"Elitecore Technologies Ltd. has the ability to deliver solution with rich features at competitive prices. This, backed by high quality support services to address clients' need, positions them strongly in highly competitive OSS BSS software market."

Gartner

"Cyberoam differentiates on identity-based network access - which provides access control linking IP addresses with directory identity. Cyberoam's products have unique features and serve some distinct vertical markets. They are also potentially disruptive to competitors that are trying to enter emerging markets."



"By offering identity-based policy making and visibility across all its security features, Cyberoam allows administrators to create customized user-based policies based on the user or department work profile. In addition, it offers instant visibility into "who is accessing what in the enterprise." In doing so, it enables enterprises to meet compliance requirements in addition to facilitating instant action in case of a security breach even in dynamic IP environments such as DHCP and Wi-Fi."

Telecommunications



Elitecore is the leading provider of Telecom Software (OSS/BSS solutions). Elitecore is a single vendor offering OSS BSS Products for Billing & Revenue Management and Core

network & session control software that includes sophisticated systems that are crucial for Business Operations and Subscriber Management to Telecom Operators/ ISP/ Residential / Enterprise /Small and Medium service providers.

Telecom Experience

- Over 10 Years of Product Experience in Telecom OSS/BSS
- 35+ installations worldwide across T1-T3
- Core Billing, Charging & Session Control domain for Emerging IP based Access Technologies
- Network & System Integration
- Among the Top 10 Billing Vendors in India
- 20 Million Subscriber on Elitecore Platform

Telecom Business Segments

- Wireless Packet Core(3G/4G/WiMAX)
- NGN Transformation/ IMS Core
- Convergent OSS/BSS
- Wireline broadband
- Interconnect
- Enterprise Lease Line

Partial Client List

- BSNL
- MTNL
- Airtel
- Augere
- VTel Hodings
- Telecom Italia
- Hutchison Telecom
- Indosat Mega Media

Services Portfolio

- Product Implementation
 - Managed Services
 - Turnkey Project Implementation
 - Operations & Maintenance
- System Integration via our partners
- Education & Training
 - Complete Product Training to End user(Staff)& SI
- Support
 - 3 Levels of Support
- Effective Change Request Process

Value Proposition

- Offering Billing & Revenue Management, Charging, Policy Management & AAA solution
 - Reduced TCO
 - Faster Integration, Implementation & Launch of new service
 - Horizontal & Vertical Scaling
- End to End Support from sSingle Team to address Consulting, Development & Implementation
- Ability to offer Modular & End to End solution [Pre-Integrated Product Stack] at competitive pricing

Product Portfolio

Billing & Revenue Management

- Crestel Convergent Billing
- Crestel Convergent Mediation
- Crestel Interconnect Billing
- Crestel Convergent RnC™
- Crestel Convergent Prepaid Billing
- Crestel Voucher Management

Core Network & Session Control

- EliteAAA - Dual Stack AAA server
- Elite Charging Gateway
- NetVertex - Service Aware Intelligent Policy Manager

Network & Endpoint Security

Network & Endpoint Security



Cyberoam is a global provider of comprehensive network security, secure remote connectivity and endpoint data protection to offer security against dynamic blended threats and data loss threat.

Cyberoam Unified Threat Management (UTM) appliances integrate several best-of-the-breed security solutions over a single platform for securing the perimeter of organizations with Cyberoam Central Console (CCC) for remote office security. Cyberoam's Layer 8 Technology treats user-identity as the 8th Layer in the protocol stack, attaching user identity to security, taking organizations a step ahead of conventional solutions that bind security to IP-addresses. Layer 8 technology functions along with each of Cyberoam security features to allow creation of identity-based security policies. Together, the Cyberoam features offer assured security, connectivity and productivity to organizations across all business segments.

Cyberoam iView is an open-source logging and reporting solution, also available in appliance mode, offering real-time visibility into activity within the organization for high levels of security, data confidentiality and regulatory compliance. Cyberoam SSL VPN solution, available as a dedicated and a virtual appliance, delivers high performance and secure remote access to organizations. Cyberoam Endpoint Data Protection protects the organization's endpoints from data leakage with Identity and group-based policy controls, encryption, shadow copies, logging, reporting and archiving

Today, Cyberoam's extensive product line can be fully customized to meet the precise security requirements of small, mid-sized and large enterprises across different verticals including manufacturing, banking, IT, retail, education, health care, government and defense.

Experience in the Security Domain

- 12000+ UTM deployments across 78 countries
- Second largest UTM player in Indian Security market
- 50% market share in education vertical
- Rated as "Visionary" by Gartner in its 2009 Magic Quadrant for SMB Multifunction Firewalls
- Certified by leading agencies in the security industry including ICSA Labs certification for corporate firewall with high availability, Checkmark certification UTM Level 5, VPN Consortium, "IPv6 Ready" Gold Logo.

Cyberoam Appliance Product Line

Cyberoam Unified Threat Management

Cyberoam Central Console (CCC)

Cyberoam iView-Logging and Reporting

Cyberoam SSL VPN

Cyberoam – Endpoint Data Protection

- Data Protection & Encryption
- Application Control
- Device Management
- Asset Management

Partial Client List

- Axis Bank
- Emirates
- Ernst & Young
- Fortis Bank
- Hero Honda
- Hitachi
- IL&FS
- Just Dial
- LG
- McCann Erickson
- National Institute of Design
- Siyaram's
- Vodacom
- Yakult



Access Gateway



24online is a leading billing & bandwidth management solution that enables WiMAX and Wi-Fi providers, Broadband and dial up service providers, hotels, hotspots, educational institutes and cafes to provide time and usage based internet access and to manage subscribers and franchisees.

24online is a comprehensive solution facilitating ISPs, Hotels, Hotspots, Educational Institutes, Universities and many others to offer customized business plans. Enables to generate pre & post paid coupons and flexible packages based on hours/days, data usage and discounts. 24online facilitates ISPs to provide internet access on secured networks increasing users' satisfaction.

24online Everywhere, managed Internet service of Elitecore, is a comprehensive solution that offers anyone-anywhere to set up a secured, smart and smooth wireless network, at almost ZERO investment. 24online Everywhere's service enables swift and cost effective wireless network with complete support for single or multiple hotspots, including cafes, restaurants, hotels, and small office companies.

Thus, by providing complete control over subscriber access and usage of service, 24online products enable service providers and hoteliers to rapidly launch new revenue-generating services preventing revenue leakage.

Internet Billing and Bandwidth Management Solution

Partial Client List

ISP	Hotel
▪ Spidigo	▪ Ramada
▪ Alliance Broadband	▪ Ginger Hotels
▪ Hathway	▪ World Hotels
▪ Seacom Electronics	▪ Tunga
▪ SpaceNet	▪ Fortune Hotels
	▪ Palms Hotels

Managed Wi-Fi solution

Partial Client List

- Chariot Beach Resort, Chennai
- Hotel Ambassador, Ahmedabad
- Hotel Woodland, Kochi
- Hotel Safari, Jaipur
- Hotel Haveli, Jodhpurnics
- SpaceNet



Our Team

In a relatively short span of time, Elitecore has become a leading force in the industry, establishing benchmarks of quality and innovation and challenging vendors, larger and smaller. The single most important reason for this can be attributed to a dedicated team and an inclusive environment that elicits the best out of an individual.

Elitecore employees as an integral part of its efforts to plan and implement its vision, and adapts to a dynamic culture for achieving business goals. Elitecore Team comprises of the best talent having a rich experience in

Telecom & Network Security domain , comprising of PMP certified Project Managers, Database experts, java developers, program managers , Delivery, Engineering, R&D, quality assurance analysts, Presales & Solutions, Sales, Support & Marketing personnel. This combination of Managerial, Technical and Creative talent provides us with a holistic set of skills that help us create highly evolved, customer-centric products with a deep understanding of client requirements, resulting in speed of delivery and service on the field

Alliance Partner

In the world of IT, alliances and relationships are critical to keep pace with industry trends and new introductions and instill good business practices in the business. Elitecore's alliances with leading players helps in easy integration of its solutions with a wide range of solutions and hardware.

These solutions optimize performance and maximize productivity and support. The aim of these partnerships

is to enhance Elitecore's ability to deliver value and high-performance capabilities to clients, enabling us to achieve competitive advantage and high growth. Its alliances with global leaders add to existing skills and support delivery of our solutions. Strong alliances and partnerships shall continue to play an important role in strengthening the company's ability to meet market requirements.

Global Business Partners



Platform Partners



Technology Partner





www.elitecore.com



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