

# Platform for **Innovators**

## Corporate Profile



Communication



Networks



Security



## About Elitecore Technologies

Elitecore Technologies 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 110 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 has won prestigious awards and certifications from international agencies and industry experts.

Elitecore 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 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 domains
- 22,000 Sq ft Development Centre in India with Offices in India, USA, Bahrain, Dubai & South Africa
- 500+ Employees worldwide
- 5000+ Resellers for Cyberoam
- 20000+ Cyberoam deployment across Enterprise & SMEs
- 44+ Installations for Crestel at leading Telcos
- Analyst Alliances - Frost & Sullivan, IDC, Infiniti Research, Infonetics Research, ABI Research
- Active involvement in Industry Associations - TM Forum, WiMAX Forum, NASSCOM, 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:

- 5th National Telecom Award 2011 - Recognized for Innovation in Turnkey Solution Products- OSS/BSS
- NASSCOM Innovation Award 2011 for Cyberoam's Layer 8 Technology
- Winner of the 2009 Frost & Sullivan Price Performance Value Leadership award in OSS BSS Software – Billing and Charging Solution Market
- ZdNet Asia, ranks Elitecore as an "IT Leader of the Year" for 2008-09
- Frost & Sullivan - 2008 Emerging Vendor of the Year Award



## Analysts Recognition

FROST & SULLIVAN

"Elitecore Technologies 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."



"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
- 44+ 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
- Mobile Data Offload

#### 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 Single 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, offering 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. 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 Central Console available as hardware and virtual appliances, offers centralized, integrated management and monitoring solution to manage multiple, dispersed Cyberoam UTM installations across remote or branch offices. 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's most recent introduction, Cyberoam NetGenie, offers safe and enjoyable Internet surfing experience to HOME and SOHO segment. It provides multiple features on a single appliance like pre-set Wi-Fi security, advanced Internet controls, In-built Anti-Virus, Intrusion Prevention System, Internet sharing over 3G modem device, and Wi-Fi security over multiple devices.

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

- 20000+ UTM deployments across 110 countries
- Named no.1 UTM player in India as per IDC's quarterly appliance tracker for Q3, 2010
- Cyberoam's Layer 8 technology was named the winning entry in the NASSCOM innovation awards under "new technology advancement" category•
- Certified by leading agencies in the security industry which include ICSA Labs certification for corporate firewall with high availability, Checkmark UTM Level 5 certification, VPNC and "IPv6 Ready" Gold Logo.

## Cyberoam Appliance Product Line

Cyberoam Unified Threat Management

Cyberoam Central Console (CCC)

Cyberoam iView-Logging and Reporting

Cyberoam NetGenie

### Partial Client List

- |                 |                   |             |
|-----------------|-------------------|-------------|
| ▪ Axis Bank     | ▪ Hitachi         | ▪ Siyaram's |
| ▪ Emirates      | ▪ IL&FS           | ▪ Vodacom   |
| ▪ Ernst & Young | ▪ Just Dial       | ▪ Yakult    |
| ▪ Fortis Bank   | ▪ McCann Erickson |             |
| ▪ Hero Honda    | ▪ LG              |             |



## 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





[www.elitecore.com](http://www.elitecore.com)

## Elitecore Products



### Corporate

904, Silicon Tower,  
Behind Pariseema Building,  
Off C.G.Road, Nr. Lal Bungalow,  
Ahmedabad 380 006, INDIA.  
Tel: +91-79-66065606  
Fax: +91-79-26407640  
Email: [sales@elitecore.com](mailto:sales@elitecore.com)  
[sales@cyberoam.com](mailto:sales@cyberoam.com)  
[sales@24online.com](mailto:sales@24online.com)

### Mumbai

S1 The Link, 2nd Floor,  
New Link Road,  
Near Audi Showroom, Andheri (w),  
Mumbai 400058, INDIA.  
Tel: +91-22-66951280  
Fax: +91-22-66923363

### Bahrain

Building No. 125, Road No. 1702,  
Block No. 317, Diplomatic Area  
Manama - 314  
Kingdom of Bahrain  
Tel: +973-16-500-632  
Fax: +973-16-500-501

### U.S.A

10, Shalks Crossing Road,  
Suite 501-329,  
Plainsboro, NJ 08536  
USA  
Tel: +1-781-460-2080 / 81  
Fax: +1-201-735-5888

### Delhi

605, Mahatta Tower, 'B' Block,  
Community Centre, Janakpuri,  
New Delhi-110058, INDIA.  
Tel: +91-11-41589760  
Fax: +91-11-41589760

### Bangalore

'A' Block, 2nd Floor, 'Malik Embassy'  
No.9, Union Street, Off Infantry Road  
Bangalore - 560001, INDIA.  
Tel: +91-80-40869000  
Fax: +91-80-40869001

### Dubai

4th Floor  
Dubai Airport Free Zone  
P.O. Box 54620  
Dubai, U.A.E.  
Tel: +971-4-214 9506  
Fax: +971-4-214 9501

### South Africa

Block 15, Woodmead Office Park  
140 Western Service Road  
Woodmead, 2157  
Johannesburg, South Africa  
Tel: +27-83-3016055  
Fax: +27-86-5181432