

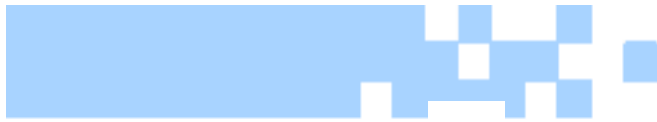
eSols WorldWide

Making IT work for you.

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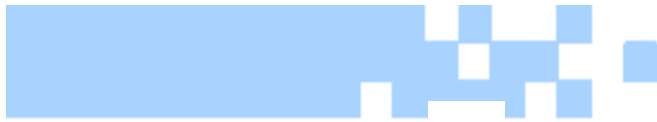
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1 ABOUT US

eSols worldwide Limited is a Business Solutions Company that delivers Integrated GroupWare Solutions and Services to meet the growing IT needs of today's business ,education and government world.

eSols Business solution encompass Integrated Information Management Systems, ERP,SCM,CRM,DTI , and Customized Solutions.

eSols e-learning solutions meet the needs of primary and university education.

eSols eGovernance solution encompass backend and front-end solutions.

eSols GIS solutions bring together the capabilities of eSols GIS business partners to provide a superior spectrum of capabilities.

eSols Legacy Systems migration solutions enable enterprises to upgrade the systems for any languages, platforms and software to current state of the art net enabled application.

eSols maintenance solutions enable enterprise to concentrate on their business and leave the maintenance of software and systems to eSols as an onsite or outsource basis.

2 HISTORY

Having global knowledge base, eSols outclasses in combining international business enterprise across numerous industry sectors, with the world proven superior skills of Indian Software and Technical Proficiency. eSols is an IT specialist that provides global solutions. It was formed as part of Kanoria Group, a 5 decades old group of companies.

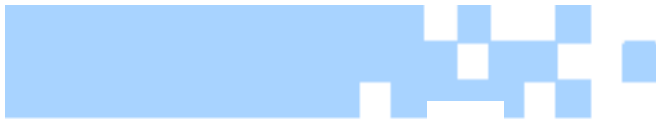
3 MISSION STATEMENT

To be recognized as one of the leading global software competency and resource providers by delivering superior IT solutions and there by providing the highest level of customer delight.

To attract the best talent available by providing unmatched opportunities for Professional and personal development of our staff.

4 SERVICES, SOLUTIONS/PROJECTS

eSols is a Solutions and products company that will transform your business to utilize the opportunities thrown up by the new age economy. We add significant value to customers by understanding, improving and making their businesses more competitive. We go beyond the traditional IT to develop innovative and relevant business solutions. We have an open , innovative and vibrant work culture; where people are constantly learning and upgrading their skills; where individual learning is systematically captured and disseminated to the whole organization. Our core areas are product development, consulting and comprehensive IT solutions.



Business intelligence is a category of applications and technologies for gathering, storing, analyzing, reporting on and providing access to data to help enterprise users make better business decisions. We believe that eSols customers are some of the best decision-makers in the world. With our solution, they have information that delivers fast answers and insights. And our solution makes sharing answers and insights across their business effortless so people can make informed decisions, turn strategy into action, and optimize business performance. Everyone has a single, common context for making aligned decisions. This is eSols business intelligence.

Service is the essence of client satisfaction. Service at eSols is geared towards bridging the gap between dynamic business requirements of a client and technology in a simple, but effective and focused manner.

4.1 What we do for our customers?

Our customers' satisfaction spells the very essence of our business. Equipped with a customized database of frequently asked questions (FAQ's) and customer information, designed by our software development team, our special technical support effectively answer commonly faced issues or situations experienced by our customers, very quickly and professionally.

Our team of specialists and technology intelligence are fully committed and dedicated in the proper implementation and completion of projects given with the mentioned specialized proficiency in mind. All our engineers are certified with the necessary skills, knowledge and training to accomplish the task at hand.

4.2 What we think?

Hyper-competitive marketplaces, increased customer expectations, rapid technological change, and the accelerating pace of business, are challenging the status quo across all industry sectors. To optimize business performance and satisfy customer demand, you need to leverage your business-critical information better and faster than the competition.

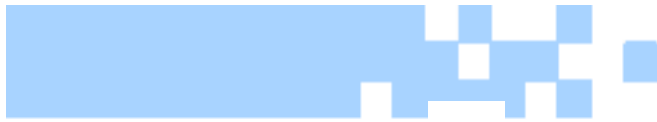
eSols business intelligence solutions are your key strategic asset. They harness corporate data to help you see the factors that drive your business so you can make faster, more informed business decisions. They unite information from across your organization to give you a consistent, unified view of your business processes. And they let you share information through BI-powered Internet, Intranet, and extranet portals to help build stronger, more profitable relationships with your customers, partners, and suppliers. Built for e-business, the breadth and depth of eSols solutions ensure that the appropriate information gets to the right people, at the right time, and in the most usable format. With eSols, you get proven results, fast.

5 Integrated Information Management Systems, ERP, SCM and CRM

5.1 Integrated Information Management Systems(IIMS)

The IIMS is not a product, not even a technology. It is what results from IT implementation strategy based on four interrelated elements:

e-commerce: flexible channels to connect at electronic speed with customers and suppliers, both for technical and commercial purposes;



knowledge management: empowering knowledge workers (i.e. everybody) with the right information for efficient operation and fast decision making; and realizing the value of the corporate knowledge base;

systems infrastructure: a long term, end-to-end platform to implement, support and manage present and future generations of IT investment;

integrated applications: the right operational solutions for each department and for the enterprise as a whole; and the information links between them.

5.2 Enterprise Resource Planning

ERP (Enterprise Resource Planning) is an industry term for the broad set of activities supported by multi-module application software that help a manufacturer or other business manage the important parts of its business, including product planning, parts purchasing, maintaining inventories, interacting with suppliers, providing customer service, and tracking orders. ERP can also include application modules for the finance and human resources aspects of a business. Typically, an ERP system uses or is integrated with a relational database system. The deployment of an ERP system can involve considerable business process analysis, employee retraining, and new work procedures.

ERP encompasses all resource planning for the enterprise including product design, warehousing, material planning, capacity planning, and human resource planning, to name but a few. These critical business functions affect not only manufacturing companies but also all companies that desire to achieve competitiveness by best utilizing their assets, including information. ERP systems help companies become leaner by integrating the basic transaction programs for all departments, optimizing business processes, and allowing quick access to timely information.

ERP Systems - The Future

The Internet represents the next major technology enabler, which allows rapid supply chain management between multiple operations and trading partners. Most ERP systems are enhancing their products to become "Internet Enabled" so that customers worldwide can have direct access to the supplier's ERP system. ERP systems are building in the Workflow Management functionality which provides a mechanism to manage and control the flow of work by monitoring logistic aspects like workload, capacity, throughput times, work queue lengths and processing times.

Extending the enterprise to e-business

Businesses are using the Internet to deliver ERP functions to users around the world. They are leveraging Web-friendly technologies like Enterprise Java TM Beans (EJBs) to connect ERP systems with supply chain management (SCM) and customer relationship management (CRM). And they're bridging the gap between "back end" operations-the traditional domain of ERP-and e-business.

5.3 Supply Chain Management

Supply chain management is one of the leading business process re-engineering, cost saving and revenue enhancement strategies in use today.

Supply Chain Management (SCM) is the science of optimizing (usually through software) a company's methods of manufacturing, storing and shipping the products

SCM covers with Manufacturing & distribution. With SCM we can manage with procurement and movement of goods. It plays a major role in Production Planning. The SCM approach comprises of Supply Chain Planning, Execution, Consulting, Implementation and Development.

We can help you take the first step toward creating a high-performance Supply Chain solution. We offer the following Supply Chain Management solutions and services:

- Needs Analysis
- Business Model and Business Process Design
- Supply Chain Management solution design, implementation and integration
- eSols solution design, implementation and integration
- EDI solution design, implementation and integration
- Integrated Security and Supply Chain Solutions

5.4 Customer Relationship Management

CRM is a comprehensive approach which provides seamless integration of every area of business that touches the customer - namely marketing, sales, customer service and field support-through the integration of people, process and technology, taking advantage of the revolutionary impact of the Internet. CRM creates a mutually beneficial relationship with your customers.

CRM Solutions enable comprehensive service, marketing, and sales capabilities throughout an organization to help build profitable customer relationships.

CRM is more than just a set of products; it is a business strategy. The concept of CRM consists of getting to know your customers better so that you will be able to identify their different needs.

CRM Services include CRM Consulting, CRM Implementation, CRM Integration, CRM Development and Call Center Solutions.

5.5 IIMS, ERP, SCM and CRM as critical tools

eSols recognizes IIMS, ERP, SCM and CRM as critical tools for modern business. eSols therefore offers a globally recognized and widely used suite of products from Navision.

5.6 NAVISION

Navision is a Denmark based organization, which has established its name in ERP Solutions world wide and is rated as one of the top 10 leading Enterprise Business Management Solution Provider in the world and is rapidly gaining acceptance over its competitors. Navision has over 1,30,000 installations in 75 countries and in over 27 country-specific versions.

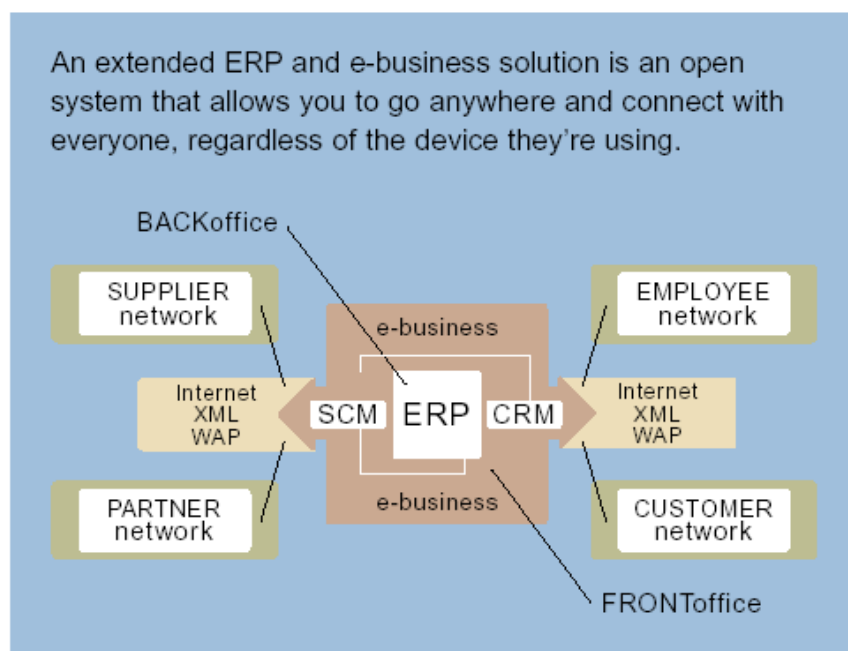
Navision has entered the Indian Market barely three months back and is expected to take Indian ERP Market by storm.

Navision Solution Centre in Bangalore and Mumbai staffed by Navision relating in domain knowledge, customization and implementation.

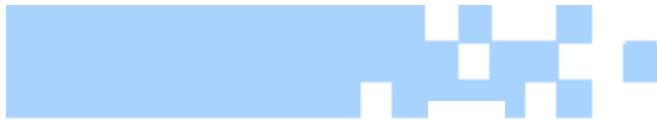
The Navision ERP solutions that eSols supplies, customizes and implements are the following:

5.6.1 Axapta

Navision Axapta is the ERP and e-business solution that offers amazing adaptability, freedom and limitless options. By an ERP and e-business solution, we mean an extended solution that includes both back office and front office applications and provides the openness businesses will need to strengthen their relationships — internally with employees and externally with customers, suppliers and business partners. Building this network of strong relationships will be the true challenge of the future. This is the potential that Navision Axapta offers — and we'd like to explain why. The most important thing to understand is that despite the massive influx of new technologies, your ERP system is still the heart of your business — the foundation, which should allow you to determine how your business



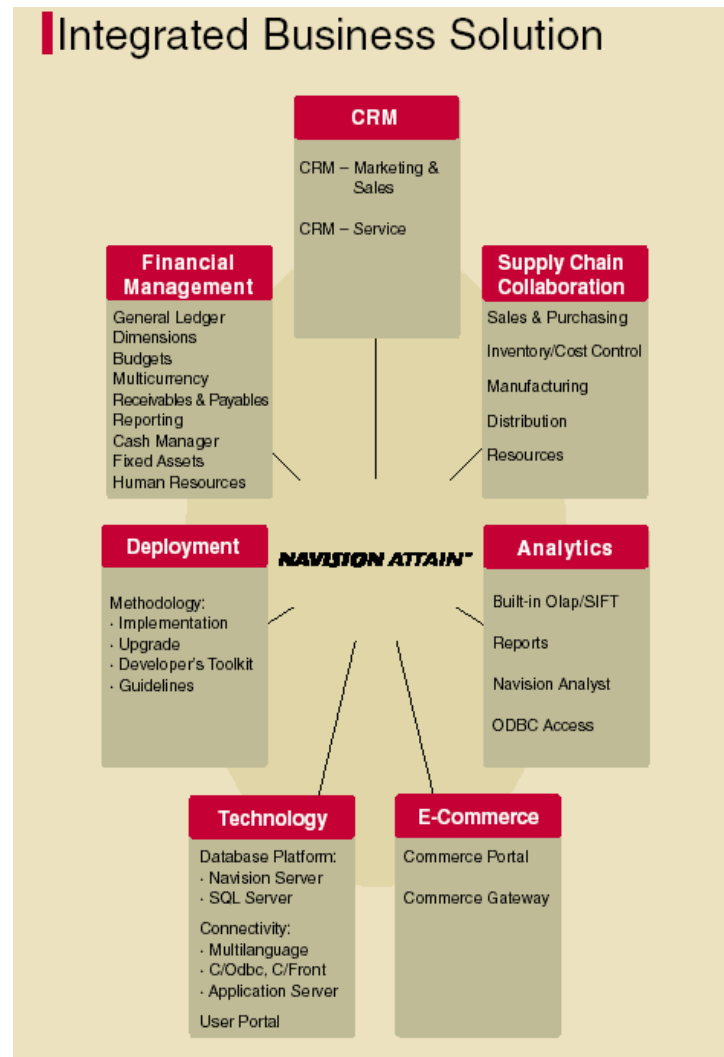
processes function. But not every heart is the same. What makes Navision Axapta so unique is that its advanced technology integrates your complete enterprise into one seamless information flow so that your back office and your front office interfaces function as one. Moreover, Navision Axapta offers a range of options for business analysis that facilitates the decision-making process as well as a comprehensive Customer Relationship Management (CRM) suite. And finally, Navision Axapta is ready to connect you to the world via all the latest technologies whenever your company is ready to take the leap. So whether it's e-business, Customer Relationship Management, Production or Financial Management, it makes no difference because Navision Axapta is an ERP and e-business solution that comprises these functionalities as well as Trade, Logistics, Project, HRM and Knowledge Management. Our open platform, the fact that there's only one business logic, one database, one toolbox and one source code — whether you're using Windows, the Web, a mobile device or communicating through XML—



really does allow you to go where you want, when you want. Which is why we say that if you can dream it Navision Axapta can do it.

5.6.2 Attain

Navision Attain builds and expands on the strong foundation of Navision Financials, an established business management solution characterized by simplicity, ease-of-use and adaptability.

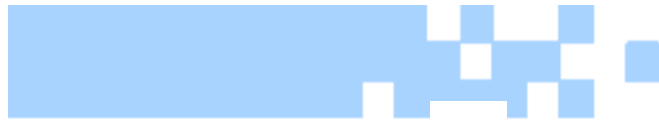


Navision Attain delivers integrated functionality to support solutions for financial management, supply chain collaboration (including manufacturing and distribution), customer relationship management (CRM) (including marketing & sales and service management) and e-commerce.

Fast Benefits

Navision Attain gives you the fastest way to realize the full potential of your business by helping you to:

- Respond quickly and effectively to new revenue opportunities
- Gain maximum efficiency from all your business operations



6 e-Learning

Any learning that utilizes a network (LAN, WAN or Internet) for delivery, interaction, or facilitation. This would include distributed learning, distance learning (other than pure correspondence), CBT delivered over a network, and WBT. Can be synchronous, asynchronous, instructor-led or computer-based or a combination. e-learning combines communication, education, information, and training and is a core element of a successful e-business strategy.

e-learning will not replace the classroom setting, but enhance it, taking advantage of new content and delivery technologies to enable learning. With e-learning you can empower learners, and the learner, as well as the mentoring system, is held accountable. Retention for a learner varies, based on content type and the delivery vehicle. The better the match of content and delivery vehicle to a learner's style, the greater the retention, and therefore the greater the results.

Levels of e-learning

e-learning falls into four categories, from the very basic to the very advanced. The categories are:

- Knowledge Databases
- Online Support
- Synchronous Training
- Asynchronous Training

Benefits of E-learning

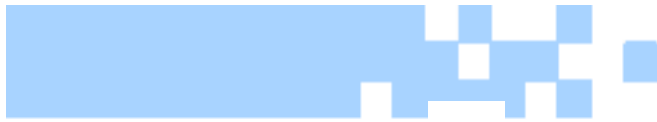
E-learning has definite benefits over traditional classroom training. While the most obvious are the flexibility and the cost savings from not having to travel or spend excess time away from work.

- less expensive to produce
- self-paced
- moves faster
- provides a consistent message
- can be updated easily and quickly
- lead to increased retention and a stronger grasp on the subject
- easily managed for large groups of students

7 eGovernance

E-governance or electronic governance is defined as delivery of government services and information to the public using electronic means. Such means of delivering information is often referred to as information technology or 'IT' in short. Use of It in government facilitates an efficient, speedy and transparent process for disseminating information to the public and other agencies, and for performing government administration activities.

World economies have recognized Information Technology (IT) as an effective tool in catalyzing the economic activity, in efficient governance and in developing human resource. They have, therefore. Made significant investments in it and successfully integrated it with the development process, thereby reaping the benefits to their society.



As the era of digital economy is evolving, the concept of governance has assumed significant importance. The e-governance has consequently become an accepted methodology involving the use of IT in:

- Improving transparency
- Providing information at speed
- Improving administration efficiency

8 GIS Solutions

A GIS is an information system.

"An information system that is designed to work with data referenced by spatial or geographic coordinates. In other words, a GIS is both a database system with specific capabilities for spatially-referenced data, as well as a set of operations for working with the data".

"The growth of GIS has been a marketing phenomenon of amazing breadth and depth and will remain so for many years to come. Clearly, GIS will integrate its way into our everyday life to such an extent that it will soon be impossible to imagine how we functioned before".

GIS solution enables customers to extract information and see data and information against a geographical background, which facilitates businesses in decision making through visual interfaces. GIS Web-enabled mapping solution acts as valuable tools to query, analyze, and map data in support of the decision making process, enabling organizations to enhance their performance and potential. GIS solutions allow organizations to turn raw data into visually communicative information and knowledge and acts as a tool for organizations to spot and forecast markets, analyze competitors and align or realign territory boundaries.

Better Customer Relationship Management (CRM) can be promoted through the planning of a better service network, enhancing service efficiency. It also facilitates complaint data for products and services and analyzes servicing problems locationally. This will enhance good services offered and thus, enhance customer loyalty.

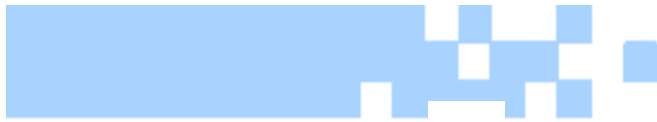
GIS for the Enterprise

GIS is taking industries by storm and is poised to transform them. For too long, many enterprises have been data rich but information poor. Now, through advances in GIS and other technology areas, this era is ending. In its place we see the emergence of GIS as a solution to providing meaningful business intelligence to management and accurate product and marketing information to clients and customers. GIS technology is fast becoming one of the linchpins of an enterprise's command center.

Once the decision to reap the benefits of an enterprise GIS has been made, an enterprise-based methodology is needed to plan, implement, and support the GIS. A strategy is required that supports building the system as well as maintaining it throughout its lifetime.

To summarize, GIS based solution is beneficial for:

Sales and Marketing Analysis
Managing Dealers, Distribution and Delivery
Management of Sales Personnel
Warehouse Site Planning
Customer Relationship Management (CRM)



9 TECHNOLOGIES

Our engineers have software development experience in all modern programming platforms and technologies, including:

Operating Systems	: Unix, Linux, Windows 98/NT/2000, Windows CE, EPOC and VMS operating systems and variants, as well as various Real Time OS such as pSOS, VRTX etc;
Servers	: NT, Apache, MPS, IIS, and Weblogic
Languages	: J2EE, Java servlets, Enterprise Java Beans, ANSI C, C++, PERL, TCL/TK, VB, and Assembly language, JDBC, ODBC, OOPS, JFC, JNI;
RAD tools	: Power Builder, Forte, Centura, and Developer2000;
RDBMS	: Oracle, Sybase, Informix, MS SQL Server;
Scripting Languages	: ASP, Cold Fusion, JavaScript, VBScript, and Java Server Pages;
Markup Languages	: HTML, XML, SGML
UML based DB design and documentation	: Rational Rose, Proforma
Configuration Management	: RCS/CVS, ClearCase, PVCS, MS Visual Source Safe

10 Quality Policy

Quality has been designated as a key success factor at eSols whether it involves customer projects, R&D projects or the development of solutions and software.

eSols solutions and services enable our customers to optimize the use of information technology throughout their enterprises. We judge the quality by how well we meet customer requirements and expectations.

Recognizing the importance of quality to meet client needs, we have instituted stringent quality assurance and control measures. The quality systems at eSols match the best in the world, and contribute significantly to our performance and growth. Changing business needs, suggestions for improvements and analysis of process performance drive our process improvements.

- We shall recognize and respect our customers' right to receive quality products and services, on time and within budget.
- We shall endeavor to exceed our customers' expectations of competence, performance, delivery schedule and value for money, such that they take pride in ownership of eSols products and eSols becomes their 'Natural Choice' for repeat business.
- We shall strive constantly to improve our standards of quality and productivity.
- We shall achieve this in an atmosphere of fairness, integrity, dignity and courtesy towards customers, suppliers, employees, investors and competitors.



11 Infrastructure

eSols Software Resource Centre(SRC) is located in Bangalore and includes a Navision Solution Centre . A second Navision Solution Centre is located in Mumbai. Under Construction is a state of the art 50000-sq ft. Software Resource Centre at Millenium Technology Park, Mumbai.

12 Methodologies

At **eSols** Worldwide, we have defined different kind of project management methodologies for different classes of projects depending on the complexities of projects and the inherent requirements of the projects and customer.

A project management methodology is chosen depending on the class and the complexity of the project and then tailored according to the specific needs of the project.

We at **eSols** use **i2d4**- methodology for most of our projects .We also use the **5ive** process and **DE** model platform to define a project methodology.

12.1 I 2 D 4

What is i2d4 methodology?

i2d4 stands for ideation, initiation , definition, discretion, development and deployment. These comprise of six stages of **eSols** project management methodology.

Ideation: A clear concept paper emerges as the output of this exercise. The team members of eSols and the client engage in major brainstorming sessions to understand the requirement of the client.

Initiation: During this stage **eSols** will initiate the project by identifying and setting up onsite and offshore teams, defining service levels and standards, defining communication channels and norms and establishing benchmark for success.

Definition: The aim at this stage is two fold:

- a) To establish a thought process in the clients organization and translate the same into an effective it strategy that will produce results commensurate with the clients requirement.
- b) To elicit, analyze and explicitly and exhaustively document the requirement of the project.

Description: The aim of this stage is to plan and formally document the activities and artifacts needed to realize the requirement specified in the definition stage (estimates of the software product size, effort and schedule; content software development activities and deadlines, milestones and associated deliverables, people resources allocated and their responsibilities, quality assurance plan and risk management plan)

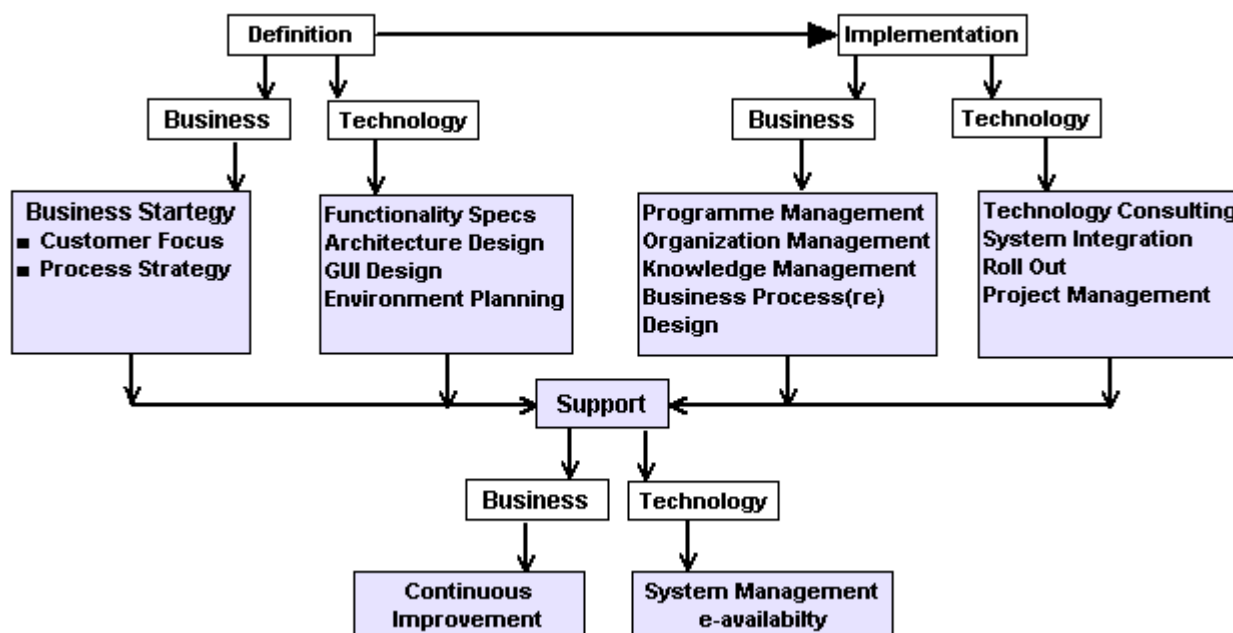
Development: the development stage involves translating the strategy and specified requirement of the project into reality. During this stage the project is managed in line with the documented project plan to keep it on schedule and within budget. At each major step client approval, sign off and ratification is taken to ensure that the project deliverables remain in line with the client requirement. The client is also provided with the access to a secure project site to facilitate communication and collaboration among all concerned people. The project site has the status reports and progress charts posted to it periodically. This stage ends with successful development and subsequent beginning of deployment of software product.

Deployment and Devolvement: This phase rounds off the assignment for the client. From this point newer and future strategies are defined, success of the product/site is analyzed, training and support and documentation are given, final payments are made and promotion plans are put in place .at this point in time, activities related to the ongoing maintenance of the product/site, update schedules and future development are planned in detail.

The **i2d4** methodology ensures that the project achieves the desired results within the time and cost constraints.

12.2 THE 5IVE PROCESS COMPETENCY MODEL

- 1.Understanding the business process.
- 2.The application development.
- 3.The data administration and content management process.
- 4.The-audience development process.
5. The technology enhancement process





13 Partners

In today's fast changing business world, no organization can succeed alone. It is important to establish partnerships that provide a competitive edge. eSols gives that edge to organizations worldwide---offering each the most successful partner programs in the software solution's industry. We do so by providing each with superior business opportunities, marketing support, incentives, special offers, education, productivity tools, online assistance, and alliances.

eSols believes in a strong network of partners, strategic alliances and business associates in order to enhance its knowledge base ,route of solution and product offerings and access to global markets. As such it partners with companies large and small which compliment these objectives.

eSols partner solution alliances are about winning business together and delivering quality service to our customers .

eSols has the experience and capabilities to organically deliver a full spectrum of services and solutions. However, we realize that it is impossible to be everything to everyone, so we leverage partnerships with today and tomorrow's best-of-breed companies to deliver complex value-chain services and solutions.

Our acquired knowledge and experience in rapid implementation is supported by our Business Associates Methodologies that reduces project risk and ensures that our services and solutions produce beneficial business results.

eSols strategic alliance partners share a commitment to delivering solutions and services that help make our customers successful. Our alliance relationships include professionals and industry experts who focus on business development, marketing, and sharing of best practices. The present partners are :

- Navision
- IBM
- Aditya Software Solutions
- Fusion Corp
- Midwest Infotech
- PentaSoft Technologies
- Ca Satyam ASP
- Cerebra
- Syntegral
- CompuShop

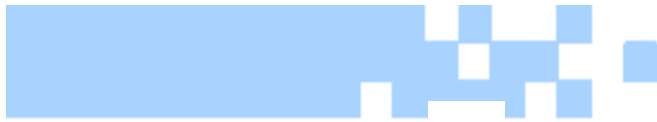
14 Products

eSols products concentrate on enabling enterprises to achieve enhanced business performance by enabling knowledge and information to be made available at the right time to the right person on a real-time continuous and fail safe basis.

The present eSols suites of products are the following:

14.1 TaskPro

TaskPro – An activity monitoring and supervising tool, which helps in optimization of utility of human resources, delegation and transparent monitoring of all activities; has performance meters effecting positively on the tasks to be performed with time as the parameter.



Organizations of any type and size would have varieties of tasks/activities to be performed within a stipulated time period with various stages in each task/activity defined. Organizations face unique problems in allocating resources appropriately and monitoring the same which would result in the loss of time, wastage of under utilized resources, dissatisfaction within and outside the organization where customers are involved and thus effecting the whole business process. TaskPro fulfills this requirement of the organizations in the following ways:

1. Identification of necessary tasks at macro and micro levels.
2. TaskPro facilitates delegation of the tasks among departments and/or individuals within the organization.
3. The reporting tool of TaskPro indicates the task fulfillment and deviations if any which would be escalated preventing further loss of time and resources.
4. TaskPro enables monitoring the performance of the individuals / groups / departments with in the organization.

TaskPro helps in re-evaluating the workflow and upgrade the framework for optimum utilization of resources in toto.

14.2 NetLogistiX

The challenges faced by multi site organizations to ensure availability of right information at right time and at right place are

1. Islands of information
2. Poor connectivity
3. Inadequate information from trading partners
4. Heterogeneous environments

NetLogistiX takes the advantage of all the network technology available to us today. As a data exchange solution, it maximizes the utility of all available paths to the information highway allowing transfer of data across multiple sites using available data communication channels, thus enabling applications to access data from distributed sites in a transparent manner.

Network Connectivity – Supports variety of network connectivity, which includes, PSTN, ISDN, Dial-up, E-mail, Leased line and Dialup-mail.

Data Exchange Types

1. Database synchronization
2. File Transfer
3. Messaging Infrastructure
4. Application Interface

NetLogistiX features as a perfect connectivity solution for business applications. Businesses earn a faster ROI with NetLogistiX than any of its closest competitor.

14.3 Products Under Development

- **Legacy 2I**
Legacy 2I is an post ERP solution to generate complete systems report in a 3D format. The user could twist and turn this data like the Rubik's cube and get any MIS report.

It builds a bridge to an existing database to pull in incremental data. All the data would be imported into this cube from an existing database like Oracle, IBM, Excel, IBM AS 400, VAX and other sources. To get the meaningful report from L2I, inside the system, the history of the data had been mapped to new product, customer, location and current cost etc. Means L2I forecasting using history Cube. This cube contain translations of old to new product, pack, customer location, C & F Agents, Transfer of Sales Executives, and mapping of managers to a new segment.

Accounting, Budgeting, Planning, Forecasting, Costing, Finance and other cubes were ready in L2I. These reports could be customized to any database in a short time. Gaps in the existing system are easily patched and missing data could be simulated.

- **e-HOMS**

e-HoMS is a fully integrated eSols Hotel Management System software. It provides a complete solution for full Computerization of a Hotel of any size. This software will comprehensively manage all operations of a Star Hotel, including bars, restaurants and kitchens. e-HoMS offers twelve modules to fully computerized the operations of a Hotel in an integrated manner.

- **e-University**

The Integrated Information Management System (IIMS) suitably customized to meet the unique needs of the University. The IIMS is ideally designed for computerization of Student Admissions, Fees accounting and Finance Accounting for universities and maintenance of accounts of individual students and generation of various daily and periodic reports.

CONCLUSION

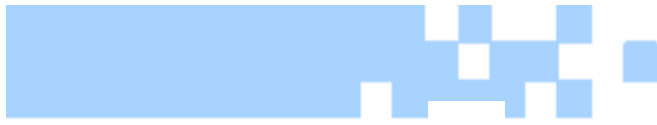
eSols delivers the powerful combination of technology, service, and value which is committed to the success of your business. eSols Business Solutions provides you with the power to succeed.

eSols keep you focused on your business to realize the true power you receive with eSols Business Solutions state-of-the-art capabilities ,which is why eSols has invested in the resources and infrastructure to deliver a level of support unparalleled in the IT industry.

Customers use eSols business intelligence in many different ways to improve the way they manage their business. eSols delivers information from their data stores so they can make better decisions, act more quickly, and have an impact when and where it matters most. The breadth of our complete BI tools and applications means customers can apply eSols business intelligence to address one business issue, and extend the solution as their business priorities evolve.

The consistency, integration, and pre-built business content found in eSols products and applications have contributed to the success of companies. It continues to help customers worldwide who are using BI to win business, boost revenue, reduce cost, and increase their competitive advantage.

eSols Business Solutions provides you with the **power to succeed**.



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