

CMD's Newsletter

May 2022



ACS TECHNOLOGIES LTD



VISION | MISSION | ORGANISATION GROWTH |
FUTURE PLAN

ACS Technologies Ltd.
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About ACS

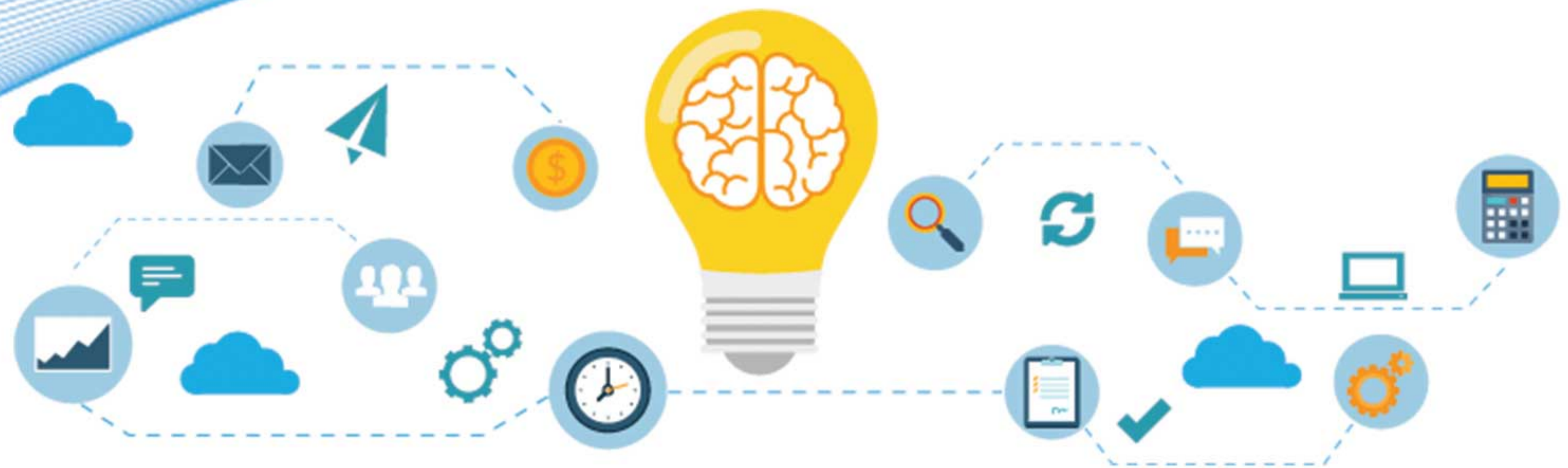
We are a 40+ years old IT Company with established presence in India and thousands of Government, PSU, Corporates, Banks and Defence Organizations as our customers.

Operating in four primary verticals – IT Infrastructure, Security Solutions, Smart IoT Technologies and Software Solutions, we have aligned with the market growth path with latest emerging technologies.

ACS has carved a niche for itself both as an IT Services Provider and as a Product Company leading with Innovation.

A present order book of Rs 45 Cr within first quarter of current FY and a sales pipeline of Rs 675 Cr with positive outlook of converting 25% of pipeline into Order Book in current FY has put us on a Rapid Growth Path...





Where we are Now

- IT Infrastructure – Over 50 active Govt/Defence/Corporate/PSU Customers. Many of the customers are recurring and have relations with ACS since over a decade.
- Security Solutions – Naval, Defence, Police Establishments Trust us.
- Smart IoT Technologies – Over 20 own Sensor Products for Home, Building and Industrial Automation. Partnerships with MNC's for 3rd party OEM products.
- Software Solutions – Intelligent Queue Management System, Enterprise Document Management System. Long term contracts and installations with Apollo HealthCare group and multiple Govt/Defence Agencies using our software.

Where we are Going – 2022-23

- Expanding to PAN India operations.
- Expanding footprint with Sales Offices in Thailand, Middle East, US.
- PoC Successfully done in Thailand. 450+ hospitals to use our software.
- Smart IoT Systems proven in Thailand. Going to be marketed in the region (Thailand, Malaysia, Cambodia, Indonesia).
- Expanding IQMS to over 100+ centers (Clinics/Hospitals/Franchisees) of Apollo Group and discussion ongoing with Yashoda, Vijaya Diagnostics and others to expand over a national footprint.
- Setting up Data Centers – Focus on emerging Edge and Cloud Technologies.
- Setting up PAN India Service Network to service own IoT/Automation Products as well as Partner Products
- Partnering with Premier Academic Research Institutions in India and globally to foster IoT and AI Innovation.
- R&D in Smart Technologies and Product Development for Industrial Automation. Setting up IPR and Product Line for Sustained Growth over next few years.
- SaaS model software products in pipeline – Enterprise Business Process Management, AI based Help Desk for Corporates/BPO's.
- Looking at a 2 to 2.5 times revenue growth and enhanced Net Profit Margins.

We Are Set to Steer the Company to a Promising Future.

Mr. ASHOK BUDDHARAJU
MD & CEO