



# Corporate Overview and Capabilities Briefing



**AVANI**  
TECHNOLOGY SOLUTIONS



## 1. Who We Are

Since its inception in 2008, Avani Technology Solutions Inc. has made its presence known in the Enterprise Resource Planning (ERP) marketplace by providing cost-effective workable IT solutions for our clients throughout the world. Avani has carved a niche in today's competitive IT industry by developing proven competencies in software development and customized solutions in the following areas:

- IT Consulting
- Application Development
- Mobile Application Development
- Testing Services
- Security Services
- Enterprise Cloud Applications on Portal & Mobile Platforms
- Human Resource Management Solutions
- Government IT Services

We are proud that industry leaders and our clients have recognized Avani's superior technical skills, project management capabilities, and flexibility along with our commitment to overall excellence and on-time delivery of projects.

## 2. What Defines Us

### The Avani Vision

We bring agility and expertise to empower businesses by delivering technology solutions and consultants with the highest quality at the best value.

### The Avani Mission

Our Mission is to change the way clients think about IT Solutions firms. Our commitment to customer-satisfaction is underscored by the long-term relationships forged through our work processes. We are fully vested in our clients' success. We strive to provide every client with efficient, affordable, and consistent projects of the highest quality. An Avani solution incorporates innovation, efficiency, and affordability.

## 3. Competencies

### 3a. IT Consulting

Avani has built a team of skilled IT experts with the experience and performance capabilities required to provide our customers with the highest-quality services. We maintain a team of over 30 recruiters dedicated to delivering a solid pipeline of resources to meet our clients' requirements, ensuring each project's quality and continuity.

**We contribute to our clients' success by ...**  
**... BUILDING Business Intelligence (BI) Solutions**

- End-to-End BI Implementations and Support
- BI Upgrades (Technical and Functional)
- Business Objects Reporting
- Business Planning and Consolidation
- Data Management
- Project Redesign
- Integration with Online Analytical Processing (OLAP) Tools

*"Avani's service and support have enabled our organization to accomplish our objectives. Avani always has been responsive in its management of their services and their communication. I am always able to get in touch with my point of contact, and I am pleased with our interactions"*

*- Corey Miller, Teksystems  
 Grand rapids, Michigan*

**...DEVELOPING Customized SAP Customer Relationship Management (CRM) Service Solutions**

- Instant data for quick solutions
- Staffing solutions grounded in customer service principles and active-listening-based product recommendation increases profits and minimizes returns
- Increased held utilization through defined sources and accessible data
- Reliable connection in all communication areas including email, text messaging, voice, and web contacts.

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## ... INTEGRATING SAP CRM with Enterprise Resource Planning (ERP) and Legacy Systems

- Customer data integration
- Integration of CRM with other ERP systems
- Use of middleware for implementation interfaces
- Integration with wireless hand held and Computer

### Telephony Integration (CTI) devices

#### ... DELIVERING a Full Spectrum of End-to-End Solutions

- Concept Building
- Consulting and Design
- Deployment and Support Upgrades
- Development of Multi-Device Platforms
- 24x7 Support and Maintenance
- SAP Global Consulting
- SAP Enterprise Mobile Solutions

## 3b. Security Services

### WE SAFEGUARD STATE-OF-THE-ART TECHNOLOGIES

The ever-changing IT landscape brings constant new challenges in Internet Security. Avani's tailored approach identifies and mitigates vulnerabilities and security threats in your network.

#### Managed Security Services

- Network Security
- Infrastructure Security
- Server Security
- Application Security
- Web Application Scanning
- Log Review and Assessment

#### Security Assessment

- Web and Mobile Application Penetration Testing
- Application Vulnerability Assessment
- Network Vulnerability Assessment

## 3c. Enterprise Cloud Applications on Portal and Mobile Platforms

Cloud and Mobile technologies are disrupting the status quo of the business world by allowing small businesses to compete globally. Cloud and Mobile Technologies have leveled the competitive playing field by helping businesses improve efficiency and global-reach at a fraction of the cost of traditional solutions. Avani helps clients navigate this new world through...

*"Mindex has been able to fill more roles because of our long standing relationship with Avani. Avani is always good about getting back to us in a timely fashion and taking care of pressing matters with consultants."*

*- Jeff Davisson, Mindex Technologies, Rochester, New York*

#### ... Our Expertise

- Microsoft SharePoint: SharePoint deployment and development.
- Cloud-Based Portal: Cloud-based portal development, deployment. and maintenance.
- Oracle Webcenter/SAP Portal: Implementation, maintenance and support.
- Custom Portal Development: Custom development using open source systems such as Java/J2ee and PHP+MySQL.

#### ... Our Services

- Out-of-the-box portal solution implementation
- Custom portal design and development
- Cloud-based services
- 24x7 support and maintenance



### 3d. Software Product Engineering

#### ... Our Idea2Market Services

Our first-hand Idea2Market experience provides a comprehensive blueprint for bringing the following new SaaS ideas to fruition-- from development to market:

- Idea Generation
- Concept Building
- Market and Competitive Analysis
- Market Validation
- Strategy Review

### 3e. Human Resource Management Solutions

#### What We Do

Human Resource Management (HRM) Solutions are vital for managing and measuring the employee hiring and development process. Our HRM Solutions provide our clients with the tools to assess employees' current value and to enhance future value through strategic investment. Avani's defined framework for implementing and supporting HRM solutions streamlines and automates day-to-day HR processes, aligns planned objectives, and controls compliance requirements.

#### HR Cloud Services

Avani provides the following HR Cloud conversion services with leading SaaS and Cloud service providers such as SAP SuccessFactors, Oracle Fusion, CEIPAL, and Workday:

- Cloud Implementation
- Application Support
- System Integration
- Analytics and Reports

#### HR Consulting

Our experienced experts bring a deep understanding of HR systems to the HR space. They guide our clients by means of strategic proprietary advisory services including the following:

- Process Transformation
- HR Process Assessment and Road Map with Defined Tools
- Cloud Assessment and Preparation
- HCM Package Recommendation and Implementation
- Support and Maintenance
- Change Management

#### HR Data Analytics

Avani leverages today's demanding technologies such as Big Data and Predictive Analytics to drive meaningful operational insights and to maximize HR operational visibility. Our expertise includes the following:

- Big Data Analytics
- Business Intelligence (BI) Analytics Services
- Predictive and Statistical Analytic
- Custom Analytics Solutions

#### Application Services

Avani facilitates the design, deployment, rollout, support, and integration of core HR application platforms. Our capabilities include the following categories:

- Global Implementations
- Application Support and Maintenance
- Application Upgrade
- Custom Application Development
- Global Support Mechanism
- Change Management

*"Qualified resumes were presented within two days of sending them our requirement, and interviews were arranged almost immediately. The contract resource selected is knowledgeable, has a good handle on things, and has been helping out as needed."*

*- Krishna Podila,  
Morton Salt, Chicago, Illinois*

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## 4. Government Services

We provide fixed-cost options for projects, and we perform support services. Our ability to integrate risk identification, monitoring, and mitigation options into the development process makes us the partner of choice for any agency's IT needs.

### APPLICATIONS DEVELOPMENT

- Cloud Enterprise Applications Development
- Custom Software Programming
- Data Management
- Data Recovery, Backup, and Security
- Business Intelligence
- Software Testing

### HELP DESK SUPPORT

- IT Systems Support and Maintenance
- Helpdesk Level 0-1-2-3 support
- Administrative Helpdesk
- Training
- Technical Writing
- Business Analysis

### IT CONSULTING

- IT Staff Augmentation
- Business Consulting
- Project Management Consulting
- Outsourcing

### Avani Public Sector Clients

- Pennsylvania Turnpike Commission
- Oklahoma Turnpike Authority
- Hennepin County, Minnesota
- City Of Chicago
- State of Tennessee
- NYC DoITT (Department of Information Technology and Telecommunications)
- NYC HRA-MIS (Human Resources Administration-Management Information Systems)
- The Office Of The New York District Attorney
- Department of Revenue-CCOC (Capital Circle Office Center)-Florida
- USPTO (United States Patent and Trademark Office)

**DUNS: 802703210**  
**Cage Code: 5V0H0**

**GSA** Schedule70  
Contract GS-35F-480AA

 **SeaPort-e**  
N00178-13-R-4000

**SBA**  
8 (A) Certified

 **NFTA**  
nfta.com  
DOT certified DBE

**Empire State Development**  
Certified MBE  
Minority-Owned Business Enterprise

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## 5. Past Performance

<p><i>Avani designs and develops user-friendly Business Intelligence (BI) systems that increase employee productivity and operational efficiency.</i></p>	<p><b>Client</b> Abbott Laboratories  <b>Project Mission</b> Create and integrate a self-service BI tool that will enable end-users to create and maintain data tables, eliminating IT supervision when migrating and merging with existing data  <b>Key Deliverable</b> Enable any assigned user to create BI prototypes independent of IT involvement  <b>Project Management Methodology / QMS</b> Agile Scrum  ISO 9001  <b>Period of Performanc</b> August, 2013- August 2015</p>
<p><i>Avani-designed Cloud Enterprise Information Portal takes Human Resources global, without leaving the office</i></p>	<p><b>Client</b> CEIPAL, Inc.  <b>Project Mission</b> Create a comprehensive SaaS-based platform for managing, HR Information Systems (HRIS) and HR Management Systems (HRMS)  <b>Key Deliverable</b> Operational portal for Recruiting and Hiring, Finance and Accounting, Payroll and Benefits, and Corporate reporting  <b>Project Management Methodology / QMS</b> Agile  ISO 9001  <b>Period of Performanc</b> January, 2013- Current</p>
<p><i>Avani-designed single-stop portals keeps employees connected</i></p>	<p><b>Client</b> Dart Container Corporation  <b>Project Mission</b> Migrate and upgrade existing and outdated SharePoint to create a single-stop employee portal  <b>Key Deliverable</b> Multi-use Intranet and Internet sites for more than 7,000 Dart employees world-wide, accessible on stationary and mobile devices.  <b>Project Management Methodology / QMS</b> Agile  ISO 9001  <b>Period of Performanc</b> January, 2014- January, 2016</p>
<p><i>Avani-designed SAP streamlines business operations, enhancing production and distribution processes</i></p>	<p><b>Client</b> Magneti Marelli  <b>Project Mission</b> Modernize and sync business practices with Fiat plants world-wide through design and deployment of a SAP global template  <b>Key Deliverable</b> Implementation enterprise resource planning SAP incorporating Sales and Distribution, Material Management, Finance, Production Planning, EDI, Warehouse Management and Quality Management  <b>Project Management Methodology / QMS</b> Waterfall Methodology using PMI standards  ISO 9001, RCA, PDCA  <b>Period of Performanc</b> August, 2013- March, 2014</p>
<p><i>Avani-designed and integrated operating systems means business moves faster</i></p>	<p><b>Client</b> Xerox  <b>Project Mission</b> Ensure Radius environment is operating on the latest supported version and all respective services are migrated  <b>Key Deliverable</b> Reduce complexity in the existing layout with dedicated server and OS Linux, decommissioning Legacy SBR servers  <b>Project Management Methodology / QMS</b> Industry-based XIM Project Lifecycle  XIM Time-To-Market (TTM)  <b>Period of Performanc</b> June, 2014- June, 2016</p>



### **SAMEER PENAKALAPATI**

*President/CEO*

Sameer earned a Master's Degree in Engineering from the renowned Birla Institute of Technology and Sciences After 15 years of IT Industry experience combined with his entrepreneurial vision, Sameer founded Avani in 2008. Sameer's perseverance and passion took his small company from a small business to a thriving multi-million-dollar IT firm. Sameer is a hands-on leader and relentless innovator transforming traditional business models into advanced technological and business solution.

### **MITCH MELLER**

*Vice President — IT Services*

Prior to joining Avani Technology Solutions Inc., Mitch spent more than 25 years working in various leadership roles in several Divisions of Eastman Kodak in Arizona, Colorado, Illinois, and New York. His responsibilities included broad business assignments in Manufacturing, Field Service, Finance, and Information Systems. Throughout his career, Mitch led teams with an emphasis on forming strategic partnerships between internal and external business partners and customers. Mitch has a proven track record in deploying complex global IT solutions, ensuring that global operations are reliable, cost effective, and positioned for future growth.

### **Awards and Recognition**

- Inc. 500 Ranked #238 (2014)
- Inc. 5000 Ranked #2887 (2015)
- Rochester Top 100 Ranked #23 (2015)
- Rochester Top 100 Ranked #46 (2014)
- Small Business Administration Spotlight 2014
- Top 25 IT Services Company by Silicon India 2013
- Top 20 Promising Enterprise Mobility Companies by CIO Review 2014
- Company of the Month: SI Spotlight May 2014
- Certified member of IMAGE employment compliance program by US Immigration and Customs Enforcement (ICE)



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## NEW YORK

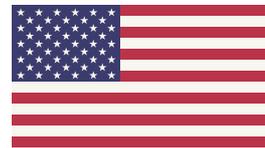
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