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Sub: **IT / AV / Security System Consulting/Contracting to setup Corporate and Hospitality Projects.**

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Proposal background

We would like to present our Company Profile. This paper is based on the requirement for consultancy to setup Corporate and Hospitality.

2.0 Executive Summary

PATIL ASSOCIATES is pioneer in applying innovative, technology-based solutions to common business challenges. Our synergize approach benefits organizations leverage the power of Information Technology. Competence, certainty, quality, neutrality and objectivity are pillars on which our company is built, and by which we move closer to the market and customers. While improving the quality of our customers' products, systems and processes, we try to ensure the safe and optimum handling of these products and systems.

Through product and service excellence combined with outstanding value we have established ourselves as a primary IT solutions provider in all sectors of the India market.

We also provide customer specific **Service Level Agreements** (SLAs) at affordable rates to ensure that our customers receive the service they need.

Company Background

Who We Are

PATIL ASSOCIATES collaborate to delivering innovation and achievement is a Consulting, Contracting/Outsourcing and Technology services solution provider. The company's "Value- Driven Solutions Delivered" service philosophy relies on our expertise in end-to-end consulting, know-how of technology markets, deep understanding of emerging/current/legacy technologies and outsourcing models to help clients achieve "Value- Driven Solutions" so they in turn can "Deliver" on "Consistently-Growing" values for their customers and all stakeholders.

What We Do

Using our services we help clients around the world in the areas of:

- **Infrastructure Strategy:** Assess current infrastructure to develop the right strategy.
- **Infrastructure Architecture:** Design infrastructure architecture through technology relationship maps and service delivery modes.
- **Infrastructure Consolidation / Optimization:** Evaluate infrastructure components – technology and solution, for consolidation and optimization.
- **Service Management:** Design infrastructure related services aligning capabilities with requirements including service catalog, service level design, service performance measurement, and the service organization / roles.

Our Core Values

Our Core Values guide us in how we create respect and value our judgment and deliver on our commitments:

- **Client Value Focus**
- **Genuine Goodwill**
- **Smart and Characterful People**
- **Global Focus**
- **Respect**
- **Integrity**

Our Value Propositions

Our belief is that we have "Critical-Value-Relationships" with the world's leading converged communications companies and all entities which utilize their products and services. Among the much strength that distinguishes us in the Converged Communications & IT marketplace are our:

- Extensive Communications & IT industry expertise
- Targeted, End-to-End and Evolving service offerings
- Expertise in Lifecycle, Implementation and Technology Services Consulting
- Expertise in Project-based Contracting and Outsourcing for Lifecycle services, Engineering services, Product/Service/Infrastructure/Systems Implementation and Deployment services
- History of Business and Technology Innovation and Service Expertise
- Commitment to the Long-term development of our customers, employees and partners
- Proven and determined leadership team

Industry Focus

- Telecommunications
- Managed Service Providers (MSPs)/Systems Integrators
- Infrastructure
- Internet Service Providers
- IT/ITES
- Aviation
- Manufacturing
- Tours & Travels
- Hospitality
- Health Care
- Security

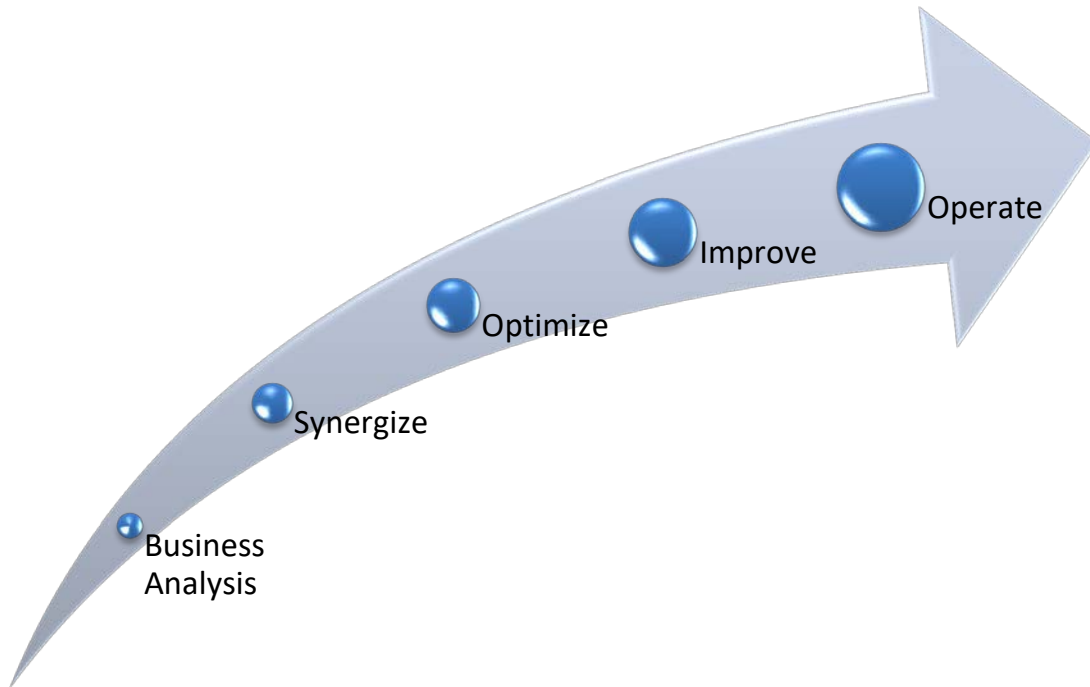


Our Practice Areas

Infrastructure Implementation	Product & Service Development
IT Architecture, Design and Planning Consulting	Communication Services
IT Service Lifecycle Management Based on ITIL	WiFi
Technology Consulting	Hardware Services
Project-based and Managed Outsourcing	Facility Management
Program and Project Management	Information Security

PA Approach

PA will follow the standard approach as explain below



Business Analysis

PA consultant will understand your current and future networking needs and formulate a network strategy and solution design to meet your business needs today and in the future. We conduct this assessment in onsite-offshore model.

Synergize

We synergize designed infrastructure and our skill set to design reliable and robust infrastructure to comply the business requirements. The value added by the system as a whole, beyond that contributed independently by the organizations, is created primarily by the relationship among the organizations, that is, how they are interconnected. In essence, a process constitutes a set of interrelated components working together with a common objective: fulfilling the need of reliable and stable infrastructure.

Optimize

Infrastructure optimization is structured, systematic process for assessing a IT infrastructure and application platform across capabilities in order to provide an optimization roadmap toward a Dynamic IT. The roadmap helps companies to define and implement optimization initiatives that will enable proactive, IT management and deliver cost and risk reductions across the IT. These optimization initiatives also enhance user needs and user experience in order to increase productivity and amplify the impact of employees. Optimization enables a business to realize the full value of its IT infrastructure and platform investments and establishes IT as a strategic business asset that can facilitate innovation and help organizations respond quickly to change.

Improve

PA Consultants Process Improvement methodology divides the improvement areas in IT infrastructure, which are implanted in a continuous process. This allows scalability results in a short term, minimizing the typical risks in continuity services of IT infrastructure. Each services of improvement have a plan of implementation.

Operate

IT operations are the superset of all processes and services that are both provisioned by anPA consultant to their clients, to run themselves as a business. The objective of IT Operation is to monitor and control the IT services and IT infrastructure. IT Operation executes day-to-day routine tasks related to the operation of infrastructure components and applications.

Deliverables

Passive Networking and Structured Cabling

The passive network infrastructure includes racks, cabinets, cable trays, and cable management hardware. Traditionally, these components are viewed as simple hardware, necessary but not really playing a significant role in helping a data center operate more efficiently or reliably. While there are lots of details to consider in comparing infrastructure

products, the final selection has traditionally been more tactical than strategic. In today's data center, the passive infrastructure commands attention for its role in increasing operational efficiency, enabling server consolidation and virtualization, maintaining network uptime and application availability, and extending the life of the data center and lowering the cost of ownership.

4.1 Active Networking

The goal of active networking is to create communication networks that reposition static, low-level network operation into dynamic, differentiated, and adaptable behavior. This allows communication hardware to be more fully used given that its operation can be tailored to specific application requirements. This also enables a more flexible and survivable communication network. Active networking decouples the network protocol from its transport by allowing easy insertion of protocols on top of the transport layer. Active networking enables on-the-fly experimentation given easy insertion of new protocols and network applications, thus enabling the rapid deployment of new services and applications.

Sr. No.	Deliverables	Components	Action
1	Passive Network	Rack cabinets, Cable trays, Patch panel, I/O` s, Fibre & Copper cabling	<ul style="list-style-type: none"> • Architecture Design • Sizing • Layouts • Deployment Plan
2	Active Networking& Wireless	Routers, Firewall, Switches, WiFi, Scanner & Printer	<ul style="list-style-type: none"> • Architecture Design • Sizing • Layouts
3	Server	Application Server, Database Server, Domain Controller, Antivirus Server, Windows Environment & UNIX Environment	<ul style="list-style-type: none"> • Architecture Design • Sizing • Layouts
4	Security Surveillance System/AV	CCTV, Access Control, X-Ray- Screening System, Bollards Systems, Audio System, Music system for rooms and restaurant area, Projector and Screen installation	<ul style="list-style-type: none"> • Architecture Design • Sizing • Layouts • Deployment Plan
5	Telecommunication	EPBX, Phone Devices, Cabling, Domestic and International calling	<ul style="list-style-type: none"> • Architecture Design • Sizing • Layouts • Deployment Plan

5.0 Why US

- **Benefits of Catalytic IT Infrastructure Optimization Solutions:** Through a specialized set of services, Infosys builds a Catalytic IT Infrastructure for your business that is.
- **Business centric:** Serves business needs through services that provide the right service level of availability, performance, reliability and security.
- **Consolidated:** Built out of standardized reusable building blocks.

- **Automated: Self-managing and self-healing:** In case of intervention, tasks are highly automated.
- **Flexible:** Flexible in changing service levels, incorporating new technologies and managing components
- **Service-oriented:** Transparent cost, pricing and pay-per-service-use billing.

6.0 Past Project and Current Project

- The Lalit Goa
- The Lalit Mumbai
- Grand Hyatt Goa
- Hilton Mumbai
- Le Royal Meridien Ahmedabad
- Hyatt Place Pune
- GHV (India) Pvt Ltd Corporate office Mumbai
- Novotel Lucknow
- Radisson Mumbai (MIDC)
- Royal Homotel & Suit Dahisar
- Chintamani Hotels Pvt Ltd – SG'S Greenotel Lonavala
- Waves Hotels & Estate Pvt Ltd – Novotel Mumbai (Process)
- Constellation Project Lonavala – Lords Hotels & Resorts
- Radisson Blue Nashik – (Process)
- Hotel Mirador Mumbai – (Process)
- Radisson Spa & Resort Lonavala - (Process)

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