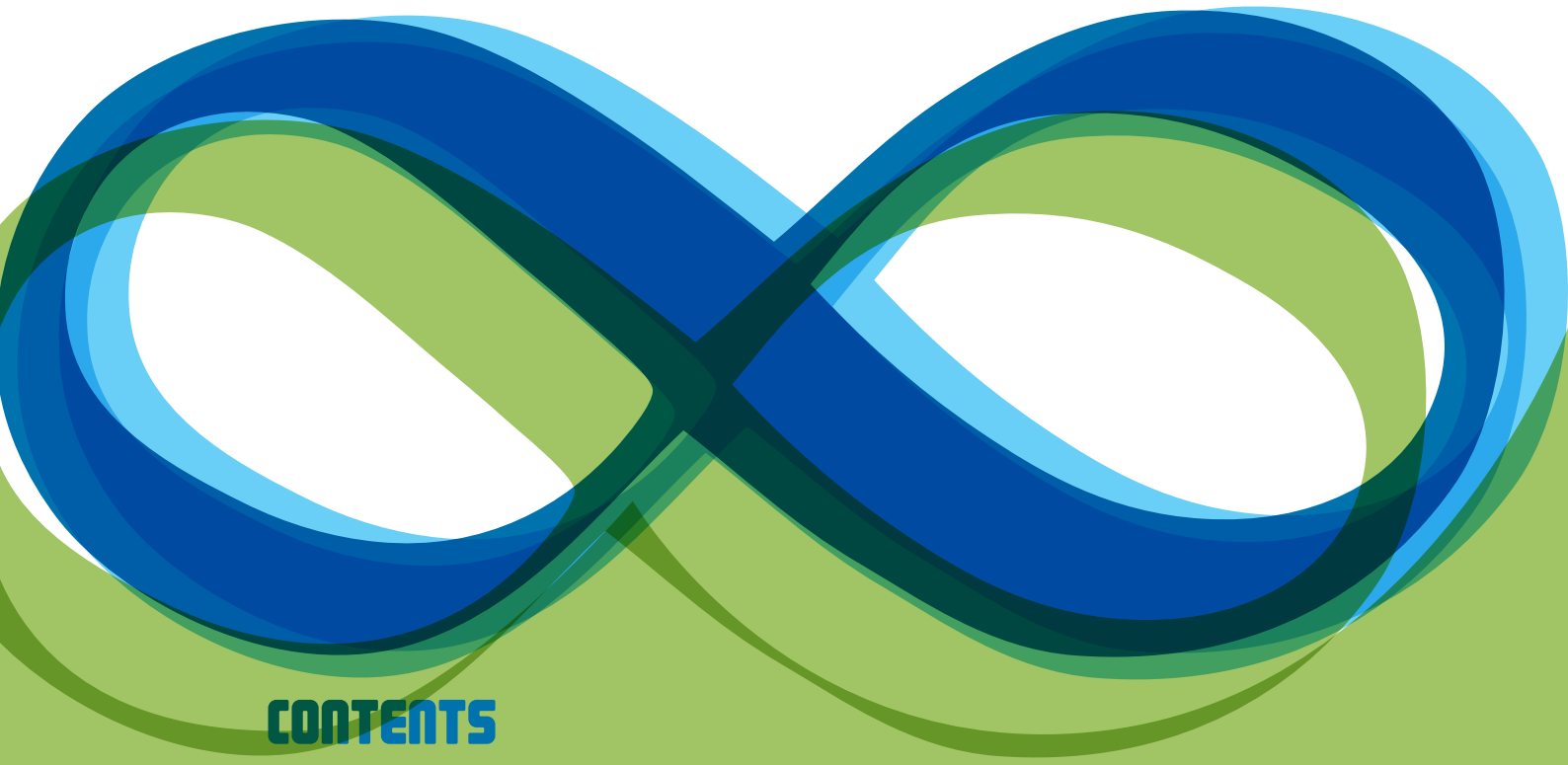
8K Miles

Cloud | Identity | Big Data | Mobile

# INFINITE POTENTIAL LIMITLESS POSSIBILITIES

8K Miles Software Services Limited

Annual Report 2014-15



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- 42% OF IT DECISION MAKERS ARE PLANNING TO INCREASE SPENDING ON CLOUD COMPUTING IN 2015, with the greatest growth in enterprises with over 1,000 employees at 52%. (Computerworld's 2015 Forecast)

- SECURITY (36%), CLOUD COMPUTING (31%) AND MOBILE DEVICES (28%) ARE THE TOP 3 INITIATIVES. IT executives are planning to have their organizations focus on over the next 12 months. (2015 State of the Network Study, Technology Adoption Trends & Their Impact on the Network)

- A GOLDMAN SACHS STUDY PUBLISHED IN JANUARY 2015 PROJECTS THAT SPENDING ON CLOUD COMPUTING INFRASTRUCTURE and platforms will grow at a 30% CAGR from 2013 through 2018 compared with 5% growth for the overall enterprise IT.

- GLOBAL SaaS SOFTWARE REVENUES ARE FORECASTED TO REACH $106B IN 2016, INCREASING 21% OVER PROJECTED 2015 SPENDING LEVELS. Spending on integration, storage management, and database management systems are projected to experience the greatest growth in 2015. (Enterprise software spend to reach $620 billion in 2015: Forrester)

- IDC PREDICTS THAT BY 2016, THERE WILL BE AN 11% SHIFT OF IT BUDGET AWAY FROM TRADITIONAL IN-HOUSE IT DELIVERY, toward various versions of cloud computing as a new delivery model. By 2017, 35% of new applications will use cloud-enabled, continuous delivery and enabled by faster DevOps life cycles to streamline rollout of new features and business innovation. (2015-2017 Forecast: Cloud Computing to Skyrocket, Rule IT Delivery)

- BY 2018, MORE THAN 60% OF ENTERPRISES WILL HAVE AT LEAST HALF OF THEIR INFRASTRUCTURE ON CLOUD-BASED PLATFORMS. (Cloud Business Summit keynote presentation Digital Business, Rethinking Fundamentals by Bill McNee, Founder and CEO, Saugatuck Technology)

- BY 2018, 59% OF THE TOTAL CLOUD WORKLOADS WILL BE SOFTWARE-AS-A-SERVICE (SaaS) WORKLOADS, up from 41% in 2013. (Cisco Global Cloud Index: Forecast and Methodology, 2013–2018.)

- MICROSOFT'S COMMERCIAL CLOUD REVENUE GREW 128% IN Q3, 2014, while server products and services revenue increased 13%. (2015 Forecast: The Sun is Out for Cloud Computing)

## THE CHANGE IS UNDENIABLE.
## THE TRANSFORMATION IS UNMISTAKABLE.
## THE OPPORTUNITY IS UNQUESTIONABLE.

THE CLOUD IS DISRUPTING AND DISMANTLING LEGACY IT MODELS AND COMPELLING ENTERPRISES TO MOVE AND MIGRATE, UNLEASHING UNPRECEDENTED GROWTH PROSPECTS WITH

# INFINITE POTENTIAL
# LIMITLESS POSSIBILITIES

# HIGHLIGHTS OF THE YEAR

## FINANCIAL HIGHLIGHTS

(On Consolidated basis)

### Revenues

12513.88 Lacs

up by 183.75%

### EBITDA

3855.78 Lacs

up by 178.56%

### PAT

2309.05 Lacs

up by 210.86%

## OPERATIONAL HIGHLIGHTS

KEY CUSTOMER/CONTRACTS GAINED

PHARMA/LIFE SCIENCES

- Shire Pharmaceuticals
- Actelion Pharmaceuticals
- Merck

HEALTHCARE

- Sutterhealth
- Stanford Hospital
- Deaconess Health System
- Prime Health Services
- HHS MACPAC.Gov – US Govt agency
- Carecentrix

MANUFACTURING

- Trimble

FINANCIAL AND INSURANCE

- Nationstar Mortgage
- Radian Insurance
- TD Autofinance
- Dollarbank
- Dragon Wealth

RETAIL

- Lowes Companies Inc.
- OfficeDepot

## ACQUISITIONS/MERGERS

- SERJ Solutions – an EHR (EPIC) software implementation and managed services company in Healthcare space : November 2014
- Mindprint – a Canada based Clinical Research process automation company who provides SaaS solutions for CRO and Pharma: February 2015
- Cintel Systems – a Silicon Valley, CA based company who specializes in Mobile, UI design/ UX development services: April 2015

## NEW PRODUCTS/SERVICES LAUNCHED

- EzIAM™ – Identity as a Service (IDaaS platform on Amazon cloud)
- AGaaS – Access Governance/User Certification as a Service
- CloudEzRx™ – Cloud Operations platform for enabling ITSM automation and compliance validation for large enterprises
- ehrRECON – Healthcare compliance, audit and reporting platform

## SPECIALIZED EXPERTISE

- Healthcare
- Pharma/Life Sciences

## AWARDS/RECOGNITIONS/CERTIFICATIONS

- Audited Cloud Managed Services Provider certified by Amazon Web Services
- Federated Identity Certification platform recognized by Kantara Initiative, a government trust framework provider
- Enabled some of our customers to win Guinness Book of World Records, Euro Money #1 Financial Services award, Pioneer awards etc

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# SIZING THE CLOUD

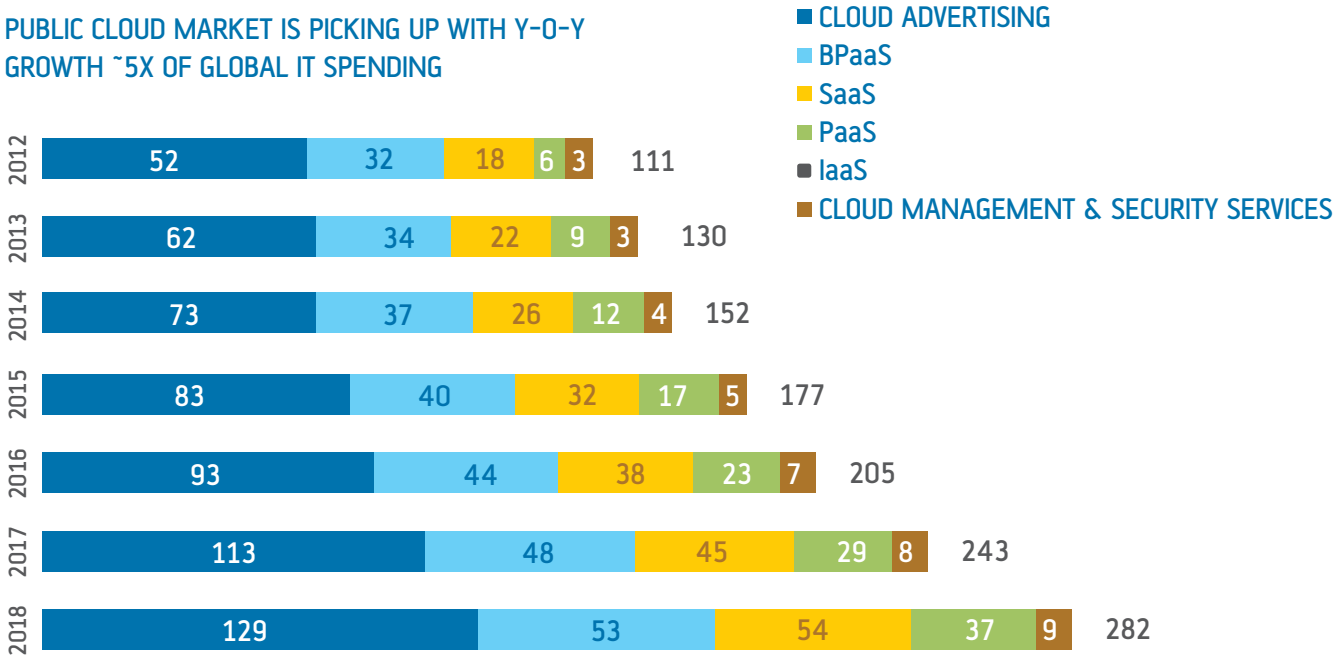
Gone are the days when enterprises need to invest in massive servers that would require large and dedicated rooms, and in many cases, entire floors, which would require an army of experts to set up, maintain and monitor these complex and complicated systems. Today, the CLOUD is fast replacing these physical servers. From personal data to enterprise software, it is the CLOUD where everything is stored. The CLOUD has made the legacy IT systems redundant.

## THE PUBLIC CLOUD MARKET IS EXPECTED TO GROW AT 5x THE TOTAL GLOBAL IT SPENDING BY 2018*

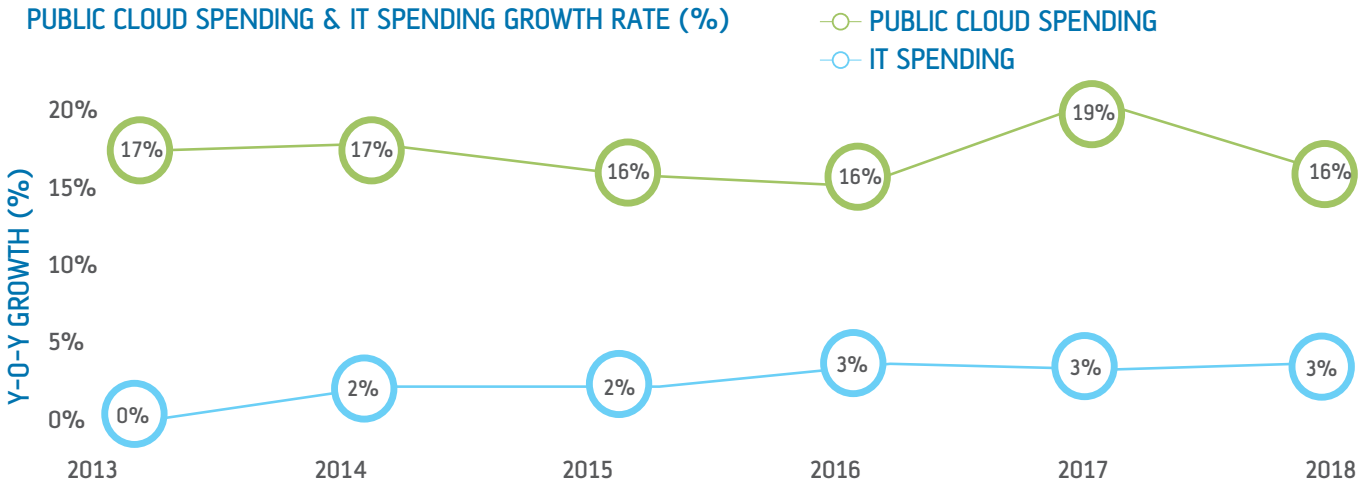
## US$ 282 BILLION.

* Source: NASSCOM, GARTNER (January 2015).

## PUBLIC CLOUD MARKET IS PICKING UP WITH Y-O-Y GROWTH ~5X OF GLOBAL IT SPENDING




## PUBLIC CLOUD SPENDING & IT SPENDING GROWTH RATE (%)




## WITHIN THE OVERALL CLOUD SPACE, SEGMENTS LIKE IaaS AND SaaS WILL DOMINATE, FOLLOWED BY PaaS AND CLOUD MANAGEMENT & SECURITY.

| | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---|---|---|---|---|---|
| BPaaS | 6.5% | 9.0% | 8.7% | 9.9% | 9.1% | 9.8% |
| SaaS | 22.0% | 21.8% | 19.8% | 20.2% | 19.5% | 18.6% |
| PaaS | 59.1% | 32.8% | 22.9% | 21.8% | 18.1% | 16.0% |
| IaaS | 43.6% | 35.6% | 35.2% | 33.5% | 29.2% | 25.8% |
| Cloud Mgmt & Security | 26.6% | 28.4% | 24.3% | 23.5% | 20.7% | 15.5% |
| Cloud Advertising | 15.9% | 16.5% | 14.3% | 13.2% | 19.9% | 15.3% |
| Public Cloud Market | 16.7% | 17.4% | 16.1% | 16.1% | 18.5% | 16.1% |

* Source: NASSCOM, GARTNER (January 2015).

# SIZING THE CLOUD

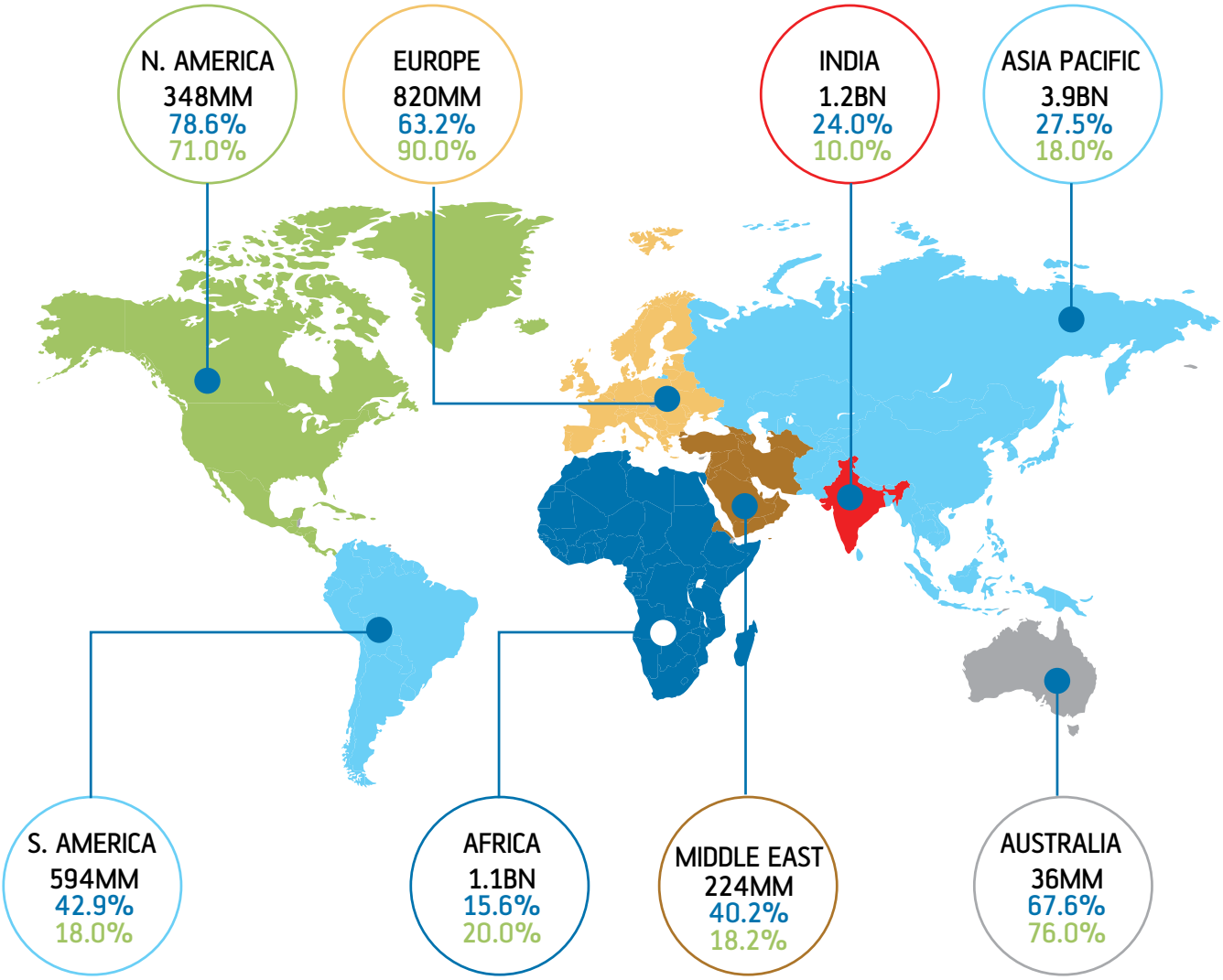
## KEY DRIVERS

THE COMPELLING AND CONSPICUOUS SHIFT TO CLOUD COMPUTING IS PROPELLED BY KEY DRIVERS. THESE ARE :

1. Explosion of Broadband internet, mobile internet and smart devices, particularly smart phones
2. Changes in the IT environment
3. Surging growth of SMEs and their IT budgets

### GROWTH OF BROADBAND INTERNET CONNECTIVITY & INCREASE IN MOBILITY DUE TO SMART PHONES

■ TOTAL POPULATION ■ INTERNET PENETRATION ■ SMART PHONE PENETRATION



## CHANGES IN THE IT ENVIRONMENT

### EXTERNALIZATION OF IT

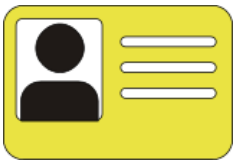
### OPERATIONAL EFFICIENCY

### BYOD & IOT

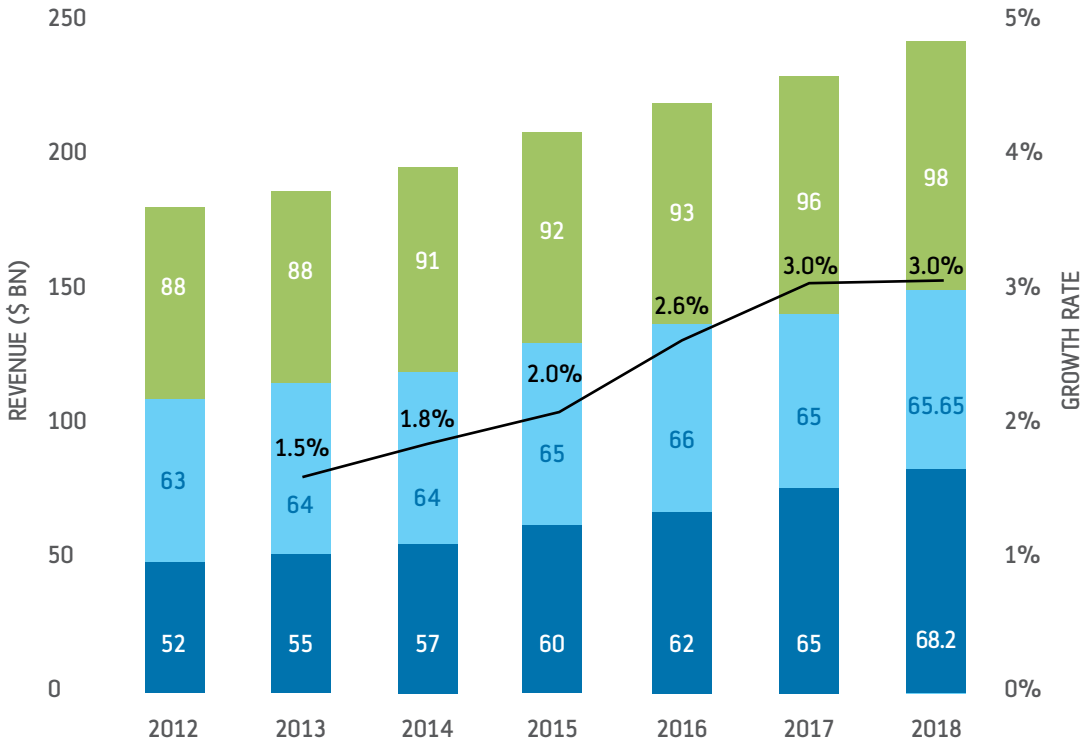
### INFORMATION SECURITY AND COMPLIANCE

### EXPLOSION OF INFORMATION

### REGULATION OF IDENTITY



## GROWING SME MARKET & THEIR IT BUDGETS




## OTHER DRIVERS

- Enables owners to concentrate on core business activities
- Reduction in IT Expenditure while achieving higher hardware utilization
- Ubiquity of access and IoT
- Business disaster recovery/continuity
- Business agility (Faster time to market, increased user satisfaction)
- Disappearing Enterprise boundaries
- Enterprise Mobility
- Strong authentication

# THE 8K MILES ADVANTAGE

## OUR STORY

- We are a born-in-the-cloud company to accelerate cloud transformation through automation, intellectual property and our operational excellence.
- Thought leadership and influence many Web Services and Identity Management Standards.
- Holistic Approach:

  Unique blend of Cloud infrastructure, Cloud security, SaaS services and Cloud engineering expertise. Holistic problem solving approach. Intellectual property around Secured Cloud and Compliance Framework for cloud automation and customer ITSM operations.
- Key Strategic Partnership:

  Amazon Web Services, CA Technologies, Microsoft Azure (ACP) Silver partner and ServiceNow Technology Partner + partnerships to focus on building Enterprise Grade cloud-centric Solutions

## OUR ACCOMPLISHMENTS

- US Patent for multi-domain identity interoperability and compliance verification. More Patents and IP creation in progress.
- Many innovations in Public Cloud endorsed by partners and customers.
- Winner of NASSCOM EMERGE League 10 Product Company Award 2010 and Winner of NASSCOM IT Innovator Award 2009.
- Enabled some of our customers to win Guinness Book of World Records, Euro Money, Pioneer awards etc.
- Recognized by Gartner, Forrester and 451 Research for our Cloud based Federated Identity Managed Solution.

AT 8K MILES, WE ARE ONE OF THE EARLY MOVERS SPECIALIZING IN CLOUD COMPUTING SINCE 2008. IN A SHORT SPAN OF SEVEN YEARS, WE HAVE TODAY EMERGED AS LEADING GLOBAL CLOUD COMPUTING COMPANY WITH AN ARRAY OF PRODUCTS, SERVICES AND SOLUTIONS ADDRESSING THE ENTIRE CLOUD VALUE CHAIN.