1 3 T H
A N N U A L   R E P O R T
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KALE
Kale Consultants Limited

BOARD OF DIRECTORS

From Left : **Dr. S. H. KALE**, Director, **Mr. A. J. V. JAYACHANDER**, Nominee Director,
Mr. V. P. JAIN, Managing Director, **Mr. N. H. KALE**, Chairman,
Mrs. A.B. DESHPANDE, Financial Controller,
Mr. K. K. NOHRIA, Director and **Mr. H. D. KALE**, Director.

AUDITORS

M/s. D.G. Kurundwadkar : Chartered Accountants, Pune
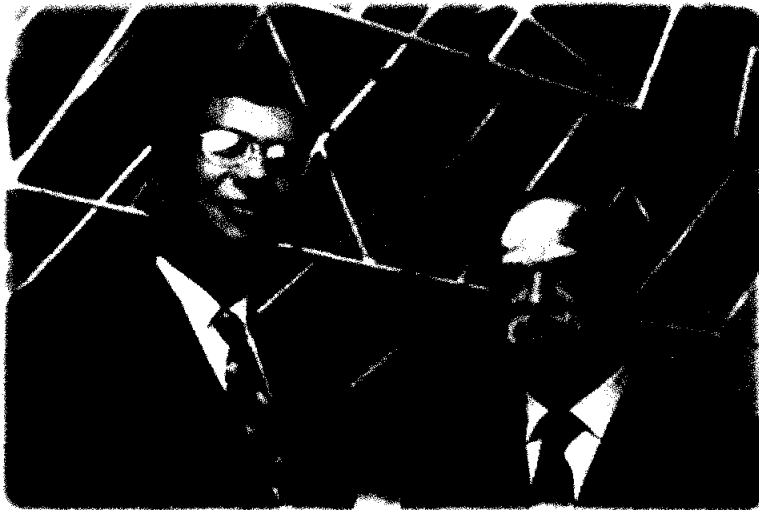
BANKERS

- *ICICI Banking Corporation Ltd.*
- *Bank of India*
- *State Bank of India*
- *Bank of Baroda*
- *Central Bank of India*
- *United Western Bank Ltd.*
- *Rupee Co-Op. Bank Ltd.*
- *Saraswat Co-Op. Bank Ltd.*
- *Australia And New Zealand Banking Group Ltd.*
- *Deutsche Bank*

Building Relationships that last

PROFILE

KALE

It All Started With A Dream....

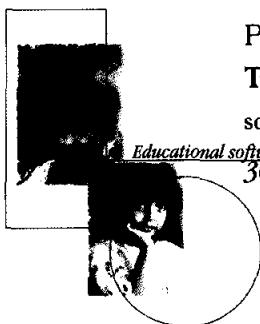*The year was 1986...* Two men with a shared dream and vision joined hands to create the phenomenon that is now known the world over as **Kale Consultants Ltd. :**

- Narendra Kale, Master in Computer Science from IIT Kanpur and then already well known as an expert in banking automation.
- Vipul Jain, President's Gold Medal winner Post-graduate in Management from IIM, Ahmedabad and the man instrumental in introducing systems for a premier group's chain of hotels.

Their Dream....

"To create a world class software company renowned for its products and services."

Starting with a capital base of $30,000 and an office manned by eight other personnel, this dream was translated into reality. With a focussed concentration on the domestic market, Kale Consultants Ltd. pioneered software products for the Banking, Education, Hotels, Airline and Healthcare industries, quickly reaching a slot among the top three in software products in each of these segments.
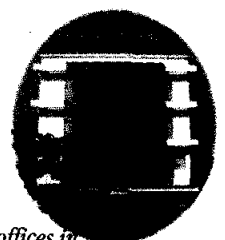
Putting its expertise to use, the company developed and launched Educational packages like **Tutor and QB** and bagged the prestigious NCERT account. The company's educational software was used by 3000 schools.

Educational software for 3000 schools

Today, Kale Consultants Ltd. employs 300 software professionals in 8 **domestic and 3 international offices.** It is an acknowledged leader in software for Banking and Finance, Airlines and Healthcare. The Project Services business unit offers client-server development and Year 2000 services for world markets. The company has been growing at an annual compounded rate of over 70% per annum since the nineties. **In '94-'95, it reached the position of the sixth fastest growing IT company in India and was the fastest growing software exporter in that year.**

300 + People with 11 offices in India and abroad

Market leaders in our chosen industry segments

1

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KALE CONSULTANTS LTD.

Milestones Achieved

Starting shortly
22,000 sq feet
Facility Kale
Enclave

Winlink launched
Kale Softech Inc. Set up

1998

Office opened in Sydney
Kale Consultants NZ Set up

199_

Offshore Projects Division formed,
New 8000 Sq.feet Facility operational in Pune

1993 Airlines Package Launched

92 Total Branch Automation Package Launched for Banking

_9 Awarded Young Consultants ' Award for Hospital Management System

19__ Kale Consultants formed

Globalization : The Company's Thrust

The company's thrust is globalization, achieved by leveraging skills and building relationships to tap the enormous opportunities in the world market.
Towards this, the company invests only in the best:

- The best infrastructure
- The best technology
- The best personnel, and
- The best partners

Software developed by the company has been used for mission critical applications in several countries including Canada, Germany, Kenya, Malaysia, Netherlands, New Zealand, Singapore, Switzerland, South Africa, UK and USA.

Our Customers

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The Mission

In keeping with the dream of its founders, the company has formulated its mission:

"To be world leaders in our chosen markets by delivering products and services of outstanding quality and value."

Values

The mission of the company leads naturally into the values the company has formulated for itself:

Partnership:

The company nurtures long-term relationships with customers, business partners and associates, by understanding their business, their needs, their goals & success parameters. This automatically translates into better solutions for customers and better utilization of resources and business partner strengths.

Innovation

Innovation comes from mastery of existing technology and a creative approach to solutions. The company has, over the years, built up awesome strengths in database, GUI and Web technology.

apply our intellect into delivering creative solutions

Quality

The company's internal processes assure **delivery of what is promised, on time, every time**. For example, a specialist group was set up in 1986 itself with a mission to develop quality and affordable solutions to address challenges in hospital management and administration. So successful was this approach, that the Indian Ministry of Science and Technology conferred the Young Consultants' award to Mr. Vipul Jain, Managing Director of the Company & Mr. P. R. Inamdar, one of the technical peers of the Company in 1989.

Commitment

The company's role does not stop with developing and providing a solution. It provides **long term comprehensive support to customers' critical business needs**. The company is thus a competent partner in its customers' progress.

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Products & Projects

Kale Consultants Ltd. has a range of products and services, built on its expertise in computer technology as well as its comprehensive understanding of its clients' businesses. The company is an acknowledged leader in providing solutions in the following segments:

35 Banks - One Solution: KALE

Retail Banking, Trade Finance and Treasury Operations:

The company's banking products are in use at over **400** installations of **top-of-the-line** Indian banks, including **five** of the top 10 nationalized banks and **six** of the top 15 private banks. KCL products span the entire spectrum of banking operations including foreign exchange, service branches, centralized accounting, bankwide MIS, treasury management, electronic funds transfer, internet banking and credit card processing. The company's products in this segment, **Plutus, WinBank, Seva** and **ForEx** are widely used all across the nation.

KCL has bagged several clients in this sector, including **Citibank, Punjab National Bank, Central Bank of India, Bank of Maharashtra, Bank of Baroda, The United Western Bank Ltd**, etc.

15 Airlines - One Solution: KALE

Airlines:

15 Airlines across **four continents** use KCL's products. Beginning with a complete Passenger Revenue Accounting System for Air India, KCL developed **PRAXIS** a complete solution for automating all aspects of Passenger Revenue Accounting. KCL quickly developed other products for the industry, such as **APEX, PRISM** and **RevERA**, which are portable on a wide variety of Operating Systems and scaleable to support a large number of users and processing volumes. These solutions provide flexible, user-friendly, automated, consistent and accurate results.

KCL's clients in this segment include prestigious names like **Air India, Air New Zealand, Kenya Airways, Continental Airlines, Emirates Airlines, Portugalia Airlines,** etc.

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38 Hospitals - One Solution: KALE

Healthcare:

The company's foray into the healthcare sector dates back to its inception, when it set up a specialist group with a mission to create affordable, quality solutions to meet the challenges of hospital management and administration. This effort won the recognition of the Indian Ministry of Science and Technology, which conferred the **Young Consultants' Award** in 1989.

With a team of IT and healthcare experts dedicated to product development and support, the company is India's largest hospital management solution provider with over 70% market share. There are over 35 large- and medium- sized hospitals which depend on the company's **InCare** solution to keep them in the forefront of technology and improve their operating efficiency. The company is the first solution provider in the country to export a hospital management system.

KCL's clients in this segment include prestigious hospitals like **Breach Candy Hospital and Research Centre, Bombay Hospital, Tata Main Hospital, Jehangir Nursing Home, The Aga Khan Hospital (Tanzania), City Medical Centre (Malaysia),** etc.

Co-Operative Sector Solution Group:

This division has started in 1998 with a view to cover the Co-operative segment of the domestic market. This division is based in Kolhapur in the heart of Co-operative belt and offers Solutions for Co-operative Banks, Consumer Societies, Credit Societies, Diaries, Sugar factories, Milk Federations etc.
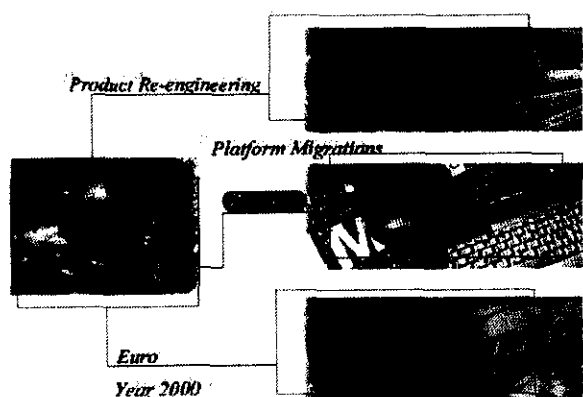
The Presitigious clients list includes P.D.C.C., Rupee Co-operative Bank, Goa State Co-operative Bank, K.D.C.C., Parshawanath Credit Society etc.

Worldwide Projects - One Solution: KALE

Product Re-engineering

Platform Migrations

Euro

Year 2000

The Projects Division

Set up in 1997 as a separate business to focus on opportunities to provide additional value to customers, the Projects Division executes large, mission critical turnkey assignments to customers and partners on a worldwide platform.
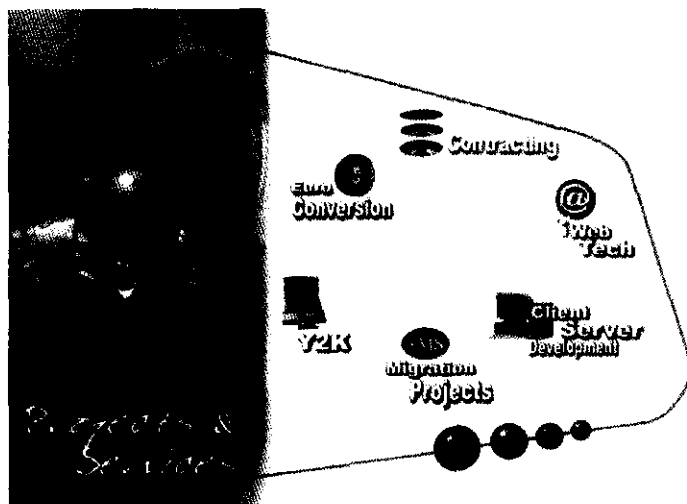
Crucial to its success in this segment has been KCL's mastery over project management and its expertise in handling all stages of the product life cycle. Putting this **core competence** to expert use, the company has evolved **successful offshore development strategies** and has earned a reputation for quality consulting and customized development services. In this era of fast changing technology that necessitates speedy adaptation, KCL is geared to provide its expertise to companies to help them embrace emerging trends in virtually every new facet of Information Technology and new business paradigms.

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Consultancy Worldwide

KCL offers consultancy in:

- Y2K Compliance
- Migration Services across software and platforms
- Euro Conversion: Currency conversion projects necessitated by the switch over to Euro.
- iWeb Technology: offering business-to-business solutions on the Internet and Intranet.
- Contracting: Providing qualified and trained personnel to organizations like IBM, Oracle Corp., EDS & American Express.
- Client-Server development
- IT Consultancy Services
- Software Development
- Multimedia Services, etc.

The company has the expertise to easily handle projects on-site or off-shore in India, based on the nature of the project and the client's requirements.

In the arena of Y2K proofing, KCL has bagged renowned clients like **Citibank NA, Bank of New Zealand, Oracle Consulting, etc.**

KCL's project clients are a virtual who's who of worldwide business houses, including **D.Konertz (Germany), EPPCO (Dubai), Nixdorf Computers GMBH, Glaxo India Ltd., Du Pont (Netherlands), Department of Fisheries Canada, Hindustan Lever Ltd., Proctor and Gamble India Ltd.,** Etc.

Internet Technologies - One Solution: KALE

The iWebTech Division

The Internet has changed the face of business the world over, inducing rapid paradigm shifts in the way people do business. All across the world, businesses are increasingly looking to the web to seamlessly integrate production inputs, supply, billing, collection and virtually every other aspect of business.

In the true tradition of the company in speedily adapting to new frontiers in technology, KCL has launched the iWebTech Division, specialised in internet technologies with skills such as HTML, SHTML, VRML, CGI programming using 100% pure Javascript, Javabeans, C/C++, ActiveX, etc.

The iWebTech division works with clients to help them unleash the power of the web in Internet and Intranet solutions Prestigious clients include Government of Victoria, Bank of Maharashtra & Cynamid Agro.

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Our Technical Capabilities

All this would not have been possible without KCL's focus on technologies of the future. From the very beginning, KCL had realised the power of Unix and C, long before "Open Systems" became widely accepted. Today, the company's mainstream strengths are in Client Server development using structured analysis and design methodologies.

In keeping with its **forward thrust,** KCL has constituted a special group called Advanced Technology Group (ATG) to evaluate new technologies for possible adoption and dissemination of skills through internal projects and training courses. ATG and QAG (Quality Assurance Group) together ensure that the company remains on the **cutting edge** of technology while delivering quality solutions to the customer.

KCL offer expertise in:

- **Oracle** Developer/2000, Forms 3, Report Writer, Java and CORBA, Informix, Sybase, Progress
- **Microsoft** Microsoft Site Server, Commerce Edition, MS SQL Server, Visual BASIC, COM DCOM, Visual C++, ASP.
- Unix, Windows NT, TCP/IP
- C, C++, OOPS
- OS/400, RPG/400
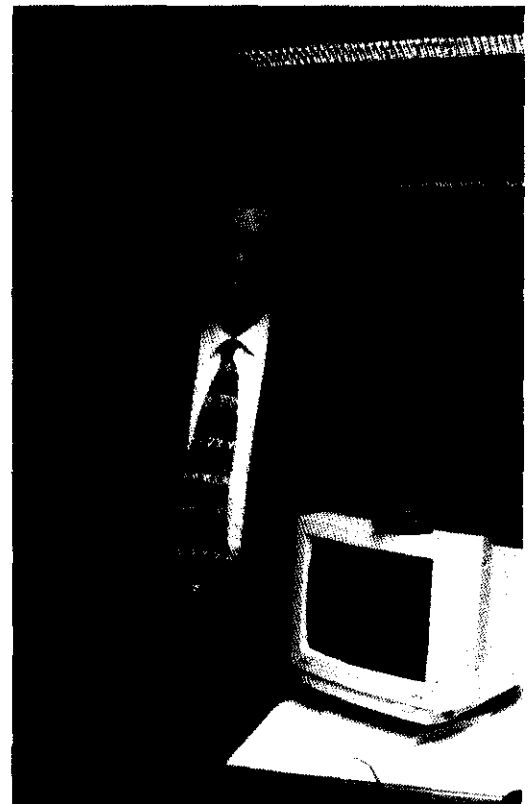- Powerbuilder, Vbasic, GuptaSql,
- SAP, JDEdwards, MfgPro.

The Future Belongs to us....

The future belongs to those who can speedily adapt to a rapidly changing business environment, where the divisions between different technologies begin to blur and the horizons of capability and achievement must constantly move outward and upward.

At KCL, we anticipate the future and have put our vision of the future into **Vision Kale 2001**, the road ahead that the company envisions. Vision Kale 2001 envisions the following goals and strategies for the new Millenium:

- To endeavor to be a fully multinational company, providing **top-of-the-line** solutions to companies in India and abroad.
- To actively enhance **transnational strategic alliances** with the aim of strengthening the company's ability to provide these solutions
- To continue achieving mastery of design paradigms and emerging technologies ensuring continuous growth for the company and keeping it in the **forefront as a solution provider** both, in India and abroad.
- A definite **orientation towards world leaders** in computer software technology, such as Microsoft and Oracle Corp.
- Public Stock options: To be listed on **every major Stock Exchange** of the world.

With its proven strengths in People and Technology, Kale Consultants Ltd. is set to take the world by storm, continually providing solutions to clients based on its thorough understanding of client needs as well as its complete mastery over ever-newer technology. The future belongs to visionaries and impeccable executors. A fitting description for Kale Consultants Ltd.

KALE

Kale Consultants Limited

BVQi

Certificate of Approval
Awarded to

KALE CONSULTANTS LTD.

Bureau Veritas Quality International certify that the
Quality Management System of the above supplier
has been assessed and found to be in accordance
with the requirements of the quality
standards detailed below

――――――――― QUALITY STANDARDS ―――――――――

ISO 9001:1994

―――――――――― SCOPE OF SUPPLY ――――――――――

MARKETING, CONCEPTUALIZATION, DESIGN, DEVELOPMENT, CUSTOMISATION,
DELIVERY AND MULTI-YEAR MAINTENANCE SUPPORT AND ENHANCEMENT OF
MISSION CRITICAL SOFTWARE PRODUCTS, WITH EMPHASIS TO TOURISM
AND TRAVEL, BANKING AND FINANCE AND HEALTHCARE INDUSTRIES
TO CUSTOMERS BOTH IN INDIA AND OVERSEAS.

SOFTWARE SERVICES FOR ANALYSIS, DESIGN AND DEVELOPMENT
OF APPLICATION SOFTWARE; MAINTENANCE, MIGRATIONS AND
RE-ENGINEERING OF CUSTOMER SUPPLIED SYSTEMS AND
PROVISION OF PROFESSIONAL PERSONNEL ON CONTRACT.

Original approval date: __22ND MARCH 1999__

Subject to the continued satisfactory operation of the supplier's
Quality Management System, this Certificate is valid for a period of three years from:

__22ND MARCH 1999__

Date __30TH MARCH 1999__

For Bureau Veritas Quality International

Certificate No: *55393*

Accredited by the Dutch Council for Accreditation

SF06/C

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Annual
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1998-99

Building Relationship that last...

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