



universal banking

We make IT happen

aurionPro™


AurionPro Solutions Limited

Annual Report 2009-10



Contents

01	Universal Banking. We make IT happen
13	Key Performance Indicators
14	Chairman's Message
16	Corporate Information
17	Notice
29	Directors' Report
36	Management Discussion and Analysis
44	Corporate Governance Report
61	Auditors' Report
64	Balance Sheet
65	Profit and Loss Account
66	Cash Flow Statement
68	Schedules Forming Part of the Balance Sheet and Profit & Loss Account
89	Consolidated Accounts
110	Statement Pursuant to Section 212 of the Companies Act, 1956



It's 10:30 am, Mahendra Patel makes his customary visit to the bank branch near his house. He goes to the teller and withdraws Rs. 10,000. He has been doing this for the last 15 years every first Friday of the month.

It's 6:30 pm and Raj Patel, his son stops his bike, gets down, withdraws Rs. 2,000 from ATM and then goes and buys a jeans using his credit card. A normal day in the life of Raj. Raj has perhaps not seen the bank since he opened his account two years back.

Banking has transformed. Move on traditional banking, Universal banking has arrived.

Banking is convenience. No need to visit the bank. Need a loan or want to deposit a cheque, call and the relationship manager will send someone. Want to know your balance, just sms. Want to transfer funds, just log on.

Anytime, anywhere banking is the norm.

Though branch based and fund based banking still exist, the transformation has been that fee-based banking through convenience is adding that extra margin to the banks. Every bank today aspires to offer convenience to customers.

Technology is the driver. Universal banking is impossible without technology.

Bank begins by investing in the core technology.

And then starts adding pieces like credit cards, wealth management, cash management, internet banking, treasury, loans, custodial service etc., to offer a comprehensive convenience banking platform to the likes of Mahendra Patel and his son Raj.

And each of the new services needs integration and alignment.

We make it happen.

That's our space. AurionPro Solutions operates in the niche space outside of core banking technology. The BFSI opportunity is USD 130 billion. AurionPro is part of the USD 100 billion non-core banking opportunity.

We are IP-led. We have our own products. We also implement others' IP products. We also develop IP for others. And we also manage these services through our niche KPO.

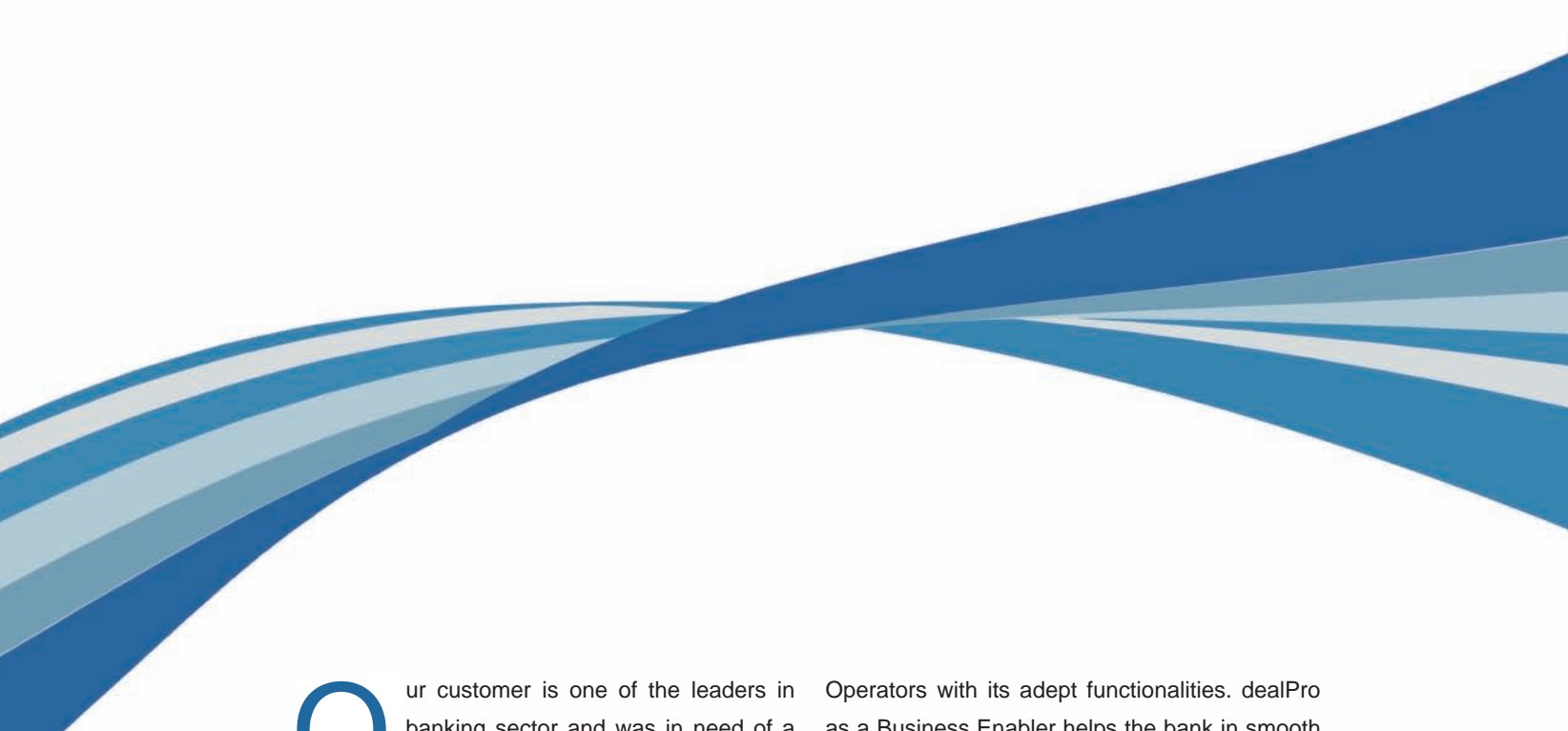
We make IT happen.

This is how.

product suites and modules

We implemented dealPro at a leading private bank replacing multiple systems with a single unified application.





Our customer is one of the leaders in banking sector and was in need of a comprehensive and technology-savvy banking suite to move towards highly sophisticated and automatic mode. AurionPro being a pioneer banking software provider offered the bank dealPro (Unified Distribution Platform), which has been benchmarked for delivering the maximum performance.

The said bank offers various products related to foreign exchange transactions in Retail and Corporate segment. The bank followed different process for these products across branches, Central Processing Unit - Trade (CPU-Trade), Foreign Exchange Services (FES) Operations and Treasury. The bank had multiple systems which were used for processing these transactions.

AurionPro implemented dealPro and replaced these applications with a single unified application which can process all these product types in a seamless manner. dealPro, as Unified Distribution Platform helps the bank in serving its customers, which includes Individuals, Full-Fledged Money Changers (FFMC), Authorized Dealers, Franchisees, Corporates and Tour

Operators with its adept functionalities. dealPro as a Business Enabler helps the bank in smooth transaction of its operational processes.

What made dealPro distinct over similar applications included among others:

- It offered a template driven output
- Configurable outside the system, easy to make changes without changing code
- New templates can easily be introduced by doing simple configuration
- Reduces implementation/customization cost
- Reduces time in term of posting deals
- Offers maximum support to bank branches and thousands of tellers
- Dynamic rate engine for pricing all FX transactions

From the bank's customer point of view, it bridges branch, treasury department and dealers of banks alike. It targets Retail and Corporate customers and caters to various departments of the bank easily by providing seamless functioning. dealPro enables technology and offers operational efficiency and 100% Straight Through Processing.

domain led implementation services

We successfully implemented Oracle OES for USD 12.8 trillion client thereby enhancing responsiveness and reducing administrative costs!

Our client, a prestigious bank has over USD 12.8 trillion in assets under custody. It handles more than USD 3 trillion in worldwide transactions daily. Our client serves 96% of the world's Fortune 500 companies and has 10 regional processing centers worldwide, using global processing.

The bank had a complex business data model and massive quantities of data. The protocols required extensive fine grained authorization needs. They needed to respond with speed to its customers and also adhere to security policies.

The bank's 'want' list included the ability to audit the usage of services, reconcile them and charge the customer. The bank needed a solution that could keep evolving with changing customer needs. And obviously, the most important of all, reduce operational cost and increase revenue.

The bank chose Oracle Entitlements Server (10g). And chose us to implement it. With our domain expertise and very clear understanding of the bank's need, we implemented diverse integrations that included SiteMinder, SharePoint, WebSphere, Hibernate and Database.



Our implementation ensured that not only does the solution supports all Banks' policy requirements but also delivers on the need for high quality performance.

This is what the bank experienced post our implementation:

- Reduced administrative costs
- Increased responsiveness to business
- Increased revenue due to ability to on-board users faster

- Significantly improved Auditing and Reporting
- Improved service and customer satisfaction for more profitable and loyal customers

A total of 10 efficient resources worked on this project. This is one of the highly successful OES implementation for Oracle. Success of this implementation led to four more implementation opportunities at the bank for AurionPro.

outsourced product development

We successfully delivered a strong and effective back-end payment system for use in mobile payments for a leading mobile payments company. The client is the undisputed leader in its markets.

Our client is a leading mobile payment gateway operator in San Francisco. Our client has been the undisputed leader in the mobile payment gateway space much ahead of the competition. They have the deepest market penetration compared to peers.

This is after AurionPro created a customized mobile payment gateway solution for them.

The client brief was simple. They wanted to be the undisputed leader in the mobile payment space. That's all. And they wanted to implement it swiftly.

We designed, developed and maintained various core backend payment systems such as credit card processing, ACH processing, ATM network interface and System of Records (SOR). We also integrated the same with various banking partners

to enable partnership programs. We utilized our vast knowledge of the industry to continuously drive the entire engineering efforts at the client site hand-in-hand with products and marketing groups. We implemented rapid application development methodologies with iterative software engineering models.

The success of the solution led to the client engaging us to develop the same

for India and launched its service in India too. This will be followed with other countries too. Post development, AurionPro maintains the solution through its ODC in Mumbai, while saving the client maintenance costs.

AurionPro has a dedicated and skilled team consisting of 50 people working on this project from over 6 months now.



technology platformed banking operations

We process over 10 lakh transactions per month for a major international bank through our BPO.

