



PERFORMANCE DRIVEN



FUTURE FOCUSED



PEOPLE POWERED

At a time when the global economy was going through uncertainty.

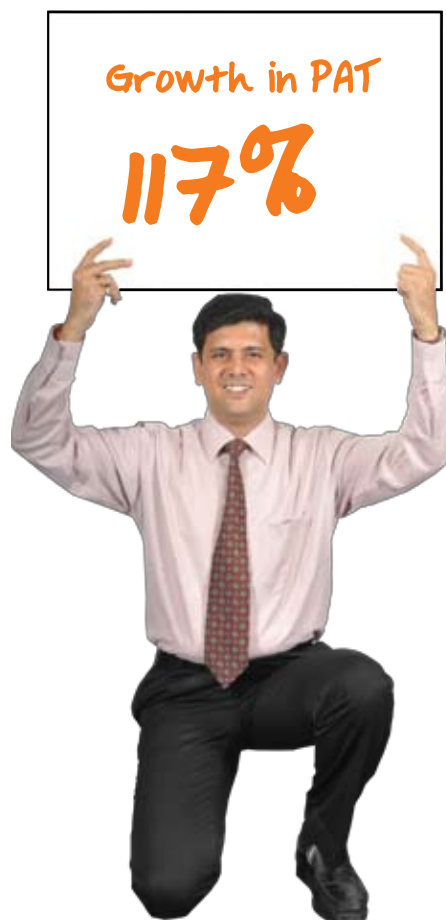
At a time when technology was fast evolving.

At a time when being relevant to customer needs was becoming indispensable.

At a time when opportunities for success were diminishing.

One future focused organization, powered by the passion of its people was creating and delivering value for its stakeholders.





At AGC Networks, we
believe this is just the
beginning !

We are

Powered by our People
Focused on the Future
Driven by Performance

All figures are for FY11-12 over FY10-11

So what's inside?



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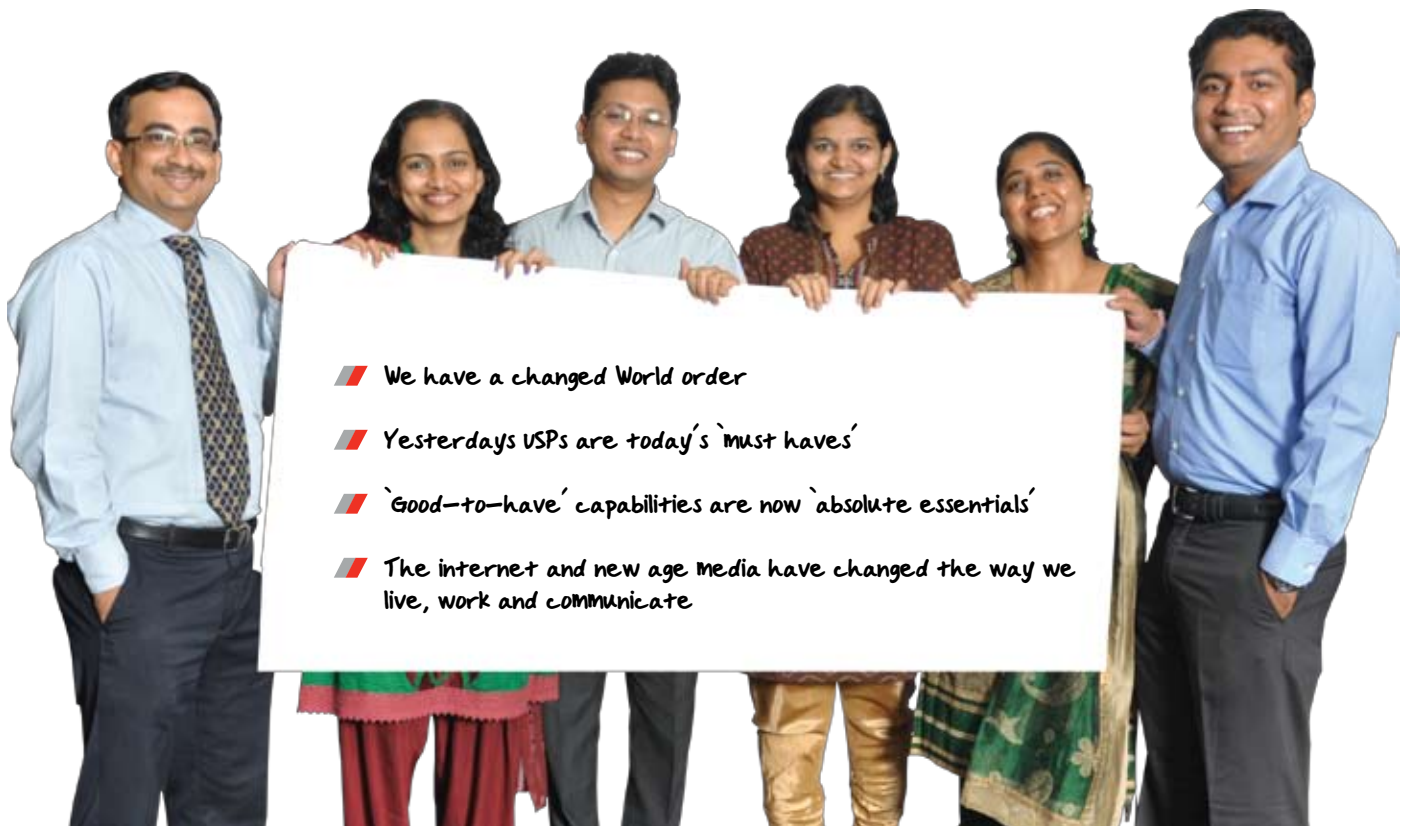
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New Paradigms. Better Opportunities.



- We have a changed World order
- Yesterdays VSPs are today's 'must have's'
- 'Good-to-have' capabilities are now 'absolute essentials'
- The internet and new age media have changed the way we live, work and communicate

New Possibilities. Great Future.

The global IT Services spending is expected to surpass US\$ 1 trillion by 2015. In 2010, the Technology Solution Integration space alone accounted for almost 23% of the total US\$ 793 billion market, amounting to US\$ 180 billion. A huge opportunity.

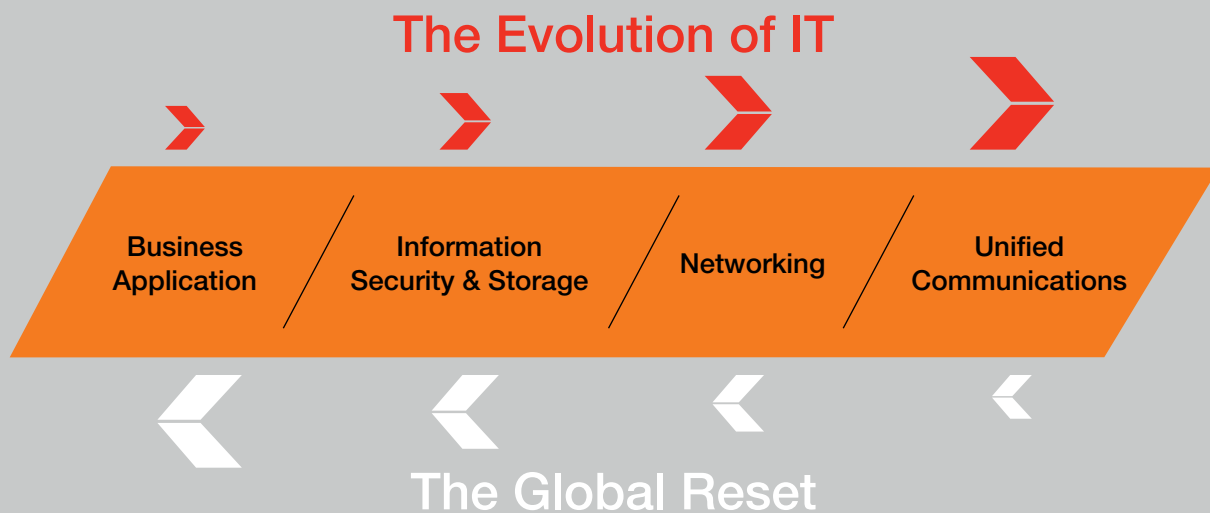
In India alone, this opportunity is growing at 20% on a year to year basis. The opportunity in India for AGC is ₹ 30,000 crores (US\$ 5.4 billion) including sale of product led offerings and services.

These growing markets, both globally and in India, are creating exciting possibilities for AGC.

AGC is poised to leverage this high-growth opportunity and offer customized solutions to customers that may currently be under-served by fragmented companies.

Reset. Refocus.

The ICT space is currently undergoing a global reset. And this is coupled with large growth opportunities on the horizon. Disruptive technologies such as cloud computing are threatening established business models. In the past, Business Applications drove Information Security, Storage & Server and Networking requirements that in turn drove Unified Communications. The Reset has resulted in a reversal of this order. Today, Unified Communications drive Networking, Information Security and Storage needs which eventually are influencing the technology platforms for Business Application.



This reset is increasingly shifting the industry toward a non linear future. To emerge as a successful leader, organizations today need to combine services, solutions and platforms. This new future presents itself both as a threat and an opportunity demanding new mind sets and models, innovative approaches and out of box strategies. AGC sees this as a window of opportunity.

With a focused strategy combined with people power and a performance driven approach, AGC aims to leverage this opportunity to become a billion dollar enterprise by 2015.

Transform. Transcend.

Keeping pace with an ever changing technology landscape, AGC has been on a journey of steady transformation which has shaped the organization of today.

Then	Now
Systems Integrator	Solutions Integrator
Voice Communications	Information Communication and Technology
Single Solution Provider	Multiple Solutions Provider
Strategic Single Alliance	Multiple Alliances
Single Geographic Presence	Presence Across Geographies



10 CUBE STRATEGY

Growth needs to be channelized. Speed needs to have focus to be outcome driven and sustainable. With this as a guiding principle, AGC has evolved the 10 Cube strategy.

10 Solutions x 10 Key Alliances x 10 Key Geographies

Aptly named the 10 Cube strategy, this unique strategic growth initiative is instrumental in driving growth exponentially. It also encompasses the strategic vision of AGC.

The 10 Cube strategy focuses on the emerging futures through a multi solutions, multi alliances and multi geographies strategy. This strategy is supplemented with an in-depth domain expertise to ensure adaptability to the exacting requirements of customers.

More Applications. More Alliances. More Relevance.

This approach has begun delivering results in making AGC a formidable player with a varied solutions base and a powerful alliances network. AGC has scaled up from operating in a single market segment, Unified Communications, to now covering Network Infrastructure, Business Applications & Consulting, and Data Centres & Virtualization. As a result, the organization today is relevant to Healthcare, Retail, Oil & Gas, Enterprise, Government Public Sector & Defence and Hospitality, besides its forte in IT / ITES, BFSI and the Telecom verticals.

AGC has the global reach, agility, technology strength, domain expertise and a deep understanding of customer needs.



Enabling Experience

Over the last two and a half decades, AGC has undergone a significant process of transformation. However, the focus has continued to remain on 'Enabling Experience' for customers. And this has been the key differentiator and deliverable for AGC. The organization will continue to deliver by being the 'Experience Specialist' for its customers across the globe. The 10 Cube strategy enables the organization to stay focused on providing a seamless experience to customers at every touch point.

AGC enables customers to see the big picture and engages with them at multiple levels by understanding their business requirements and providing insights into technologies and trends. Improving customer agility by responding to dynamic external changes is AGC's approach to continue evolving.

With an array of technology solutions made available, AGC continues to forge strong partnerships with its customers. AGC offers distinct value and competitive advantage through a strong synergy of technology, domain expertise and reliability helping customers to stay ahead of the curve.

