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# Message to the shareholders

## Innovating and preparing for future growth

### Dear Shareholders

FY2015 was an outstanding year for Cambridge Technology Enterprises (CTE). We ended the year as one of the companies to watch for in the coming year, in terms of our performance at the stock market and business delivery. It gives me great pleasure to extend our Annual Report.

### FY2015 Highlights

Strong performance drove record revenues and earnings in FY2015. Total revenues were Rs. 3225.57 Lakhs - up 28% year-over-year, reflecting exceptional performance in acquiring new customers and delivering the best of the class services to the existing customers. Net profit rose to Rs. 312.36 Lakhs - up 182% while earnings per share rose to 1.59, surging to 184%.

CTE has emerged as one of the sought after companies in the technology marketplace, known for offering the best-of-the-breed services. Clear strategic vision, disciplined and long-term focused approach, and persistent team values have contributed immensely to the growth.

### Innovative and Long Term-Focused

Our business plan entail our focus on the convergence of big data and cloud. We are one of the few companies to focus on this convergence and deliver subsequent value to our global customers. We are leveraging our partner network as well as are currently partners to Amazon Web Service, Forgerock, Rackspace, New Relic, and Oracle. As an Oracle Platinum Partner, we have developed core expertise in oracle suite, and have diversified our offerings as well as reach across verticals. Our emphasis on the mid-west region of the US has reaped us huge benefits, and we continue to focus in the US region. Apart from the US, we have also laid huge importance on India and have been able to bag contracts from some of the largest players across industries including, infrastructure, banking and finance, shipping, textiles, and manufacturing.

We thank our investors for their confidence in us, and our employees for persistent efforts and commitment that has contributed largely to our success. We look forward for continued performance going forward.

*Aashish Kalra*  
*Chairman*

“ We continued to focus on our strategic business plan in FY2015 to achieve results for you.

Under a stable leadership and a focused approach, Cambridge Technology Enterprises increased its focus on customers and delivery, and is now better structured to serve customers while optimizing costs.

These are dimensions to achieve growth and maximize shareholder value. ”

## Board of Directors

### Aashish Kalra, Chairman

Aashish Kalra, Chairman, is a pioneering equity investor in Technology, Infrastructure, Real Estate, Energy, Logistics and Hospitality. Initially, at CTE, Aashish Kalra was one of the co-founders of Cambridge/Samsung Partners, one of the earliest independent venture capital firm in Boston in 1996 in partnership with Samsung of Korea with a vision to provide funding and assistance for seed and early stage IT companies. Being a co-founder of Cambridge Samsung Resources, a leading Systems Integrator, he also concluded successful partnerships and joint ventures with Hewlett-Packard, Marubeni, NEC and other global 1000 companies. As the Chairman, he foresees the global operations of CTE, providing strategic vision and leadership to the company. He is responsible for the overall company growth and expansion. He also holds a Master's degree in International Finance from Brandeis University, Waltham, USA, and graduated from St. Stephens College, Delhi with a Bachelor's degree in Economics (Honors). He did his thesis on the Japanese Financial System at Sophia University, Tokyo, Japan.

### Dharani Raghurama Swaroop, Whole-time Director

Swaroop heads the overall operations in India and is responsible for the corporate governance and statutory compliances-related aspects of CTE. Prior to his association with CTE, Swaroop co-founded a successful IT systems integration company comprising of more than 150 personnel. Swaroop holds an electrical engineering degree from Jawaharlal Nehru Technological University, India.

### Stefan Hetges, Director

Stefan joined CTE as a part of the acquisition of smartShift, the leading provider of tool-based modernization of complex IT systems. Stefan started his career as a consultant at Cambridge Technology Group. In 2001, Stefan acquired the assets of i-Cube from razorfish in a management buyout and formed smartShift. Stefan has a Masters in Computer from University of Constance.

### Venkat Motaparthi, Independent Director

Venkat Motaparthi, a graduate in Pharmacy with Post graduation in Management has varied experience of over 25 years. He is a serial entrepreneur and had set up companies to manufacture telecom & transmission towers, industrial fasteners, and industrial chemical equipment. Currently, he is the President of VKR College and Chairman of VKR, VNR, and AGK Engineering College. He is also Chief Executive Officer of NTR Memorial Trust. He is actively associated with industries associations like FAPCCI, IALA and Non Profit Organization – Anokhi Aasha.

### B. Muralidhar, Independent Director

B.Muralidhar is Director on Board of DS Unics Infotech Ltd, and is responsible for the finance and accounts of the company, he is a commerce graduate from Andhra University and MBA from Birla Institute of Technology and Science (BITS), Ranchi. He has played key role in setting up and scaling extensive IT hardware sales & services for the company and has all round exposure to software deployment, maintenance and support services for customers in India. Prior to joining DS Unics, he worked with Southern Agencies, and established the dealer network for them in and across the state in South India. He is a member of the following Committees of the board of the company viz., Audit Committee and Nomination and Remuneration Committee (formerly compensation committee). He occupies the Chairmanship in Stakeholders Relationship Committee (formerly Investors Relation & Shareholders Committee).

### K. Jayalakshmi Kumari, Independent Director

Ms. Jayalakshmi Kumari holds Master's degree in Political Science from Andhra University, Master's Degree in Economics from Osmania University, Masters in Philosophy (Political Science) and Master's Degree in Education. She is an academican having extensive experience in teaching Political Science and Policy Administration. She has worked with an NGO- Human Action for Rural Development, Hyderabad (HARD). Presently, she is working a Professor in Nalanda Educational Institutions, Hyderabad.

# Management Team

## Sudip Kar - Vice President of Delivery

Sudip Kar heads the delivery and client management at CTE. He manages and nurtures the relationship of most of the large strategic clients in the United States. He helped CTE attain and maintain CMMi level 5. He also heads the PMO – the quality and delivery monitoring unit of CTE. Prior to joining CTE, he was a founding member of a USA based start-up in San Francisco Bay Area, and successfully merged its technology with a French conglomerate. Over his 20 years of experience in the IT industry, Sudip worked in India as well as USA for various companies like HCL, HP and Delsoft. Sudip holds a degree in Computer Science and Engineering from Jadavpur University.

## Nitin Tyagi - Vice President of Enterprise Solutions

Nitin Tyagi heads the technical delivery in North America for Cloud Computing, Service-Oriented Architecture (SOA), Business Intelligence, and Data Warehousing.

He has over 15 years of professional global experience in the software industry and successfully led multiple consulting, client services, sales and delivery roles across companies. Prior to joining CTE, he led engineering, development, and commercial production efforts of ZDK-7100 Series Irdeto set-top boxes for Zintech Holding, B.V., Netherlands, a consumer electronic solution provider. He holds Masters and Bachelors in Computer Sciences.

## V Ramana Reddy - Chief Financial Officer

V Ramana Reddy is the Chief Financial Officer of Cambridge Technology Enterprises. He has more than 12 years of experience in the areas of accounting, finance, and compliance in reputed organizations including Mukta Arts Limited, Reliance Industries Limited, and ICICI Bank Limited.

Ramana holds a Bachelor's Degree in Commerce. He is an Associate Member of the Institute of Company Secretaries of India, and a Certified Public Account from the American Institute of Certified Public Accountants. He is also a Level 3 student of Chartered Financial Analyst from CFA Institute, USA. Currently Mr. Ramana Reddy is also acting as Company Secretary.

## T V Siva Prasad - Chief Financial Controller

T V Siva Prasad is the Chief Financial Controller of Cambridge Technology Enterprises. He has over 15 years of experience in accounting, finance and compliance. He has contributed extensively in reputed companies such as Tata Projects Ltd., Dr. Reddy's Laboratories, United Breweries and Tech Mahindra.

Siva is a qualified Chartered Accountant from the Institute of Chartered Accountants of India. He is also an associate member of the Institute of Company Secretaries of India and holds an Executive PG Diploma in Management from Indian Institute of Foreign Trade.

# CTE overview

# Our Brand Promise



Employee Centric



Customer Focused



Proactive



Innovative



Passionate



## Overview

Cambridge Technology Enterprises (CTE) is an IT services leader focused on the convergence of big data and cloud. Recognized as a thought leader and innovator of enterprise solutions, CTE focuses on cloud application development and management, data warehousing, business intelligence (BI) and analytics on the cloud. Through designing and implementing enterprise IT strategies that leverage the cloud's capabilities, CTE's end-to-end services enable its customers to harness the data available to them. Its expertise across domains makes CTE a preferred choice for IT Strategy and Implementation to its customers.

CTE is building right partnerships, ensuring a strong human resource base and growing quickly as a sophisticated technology platform. Under the aegis of Aashish Kalra, the company has witnessed turnaround.

CTE is getting up to speed, making investments, setting up competencies and using management skills efficiently to be cost – effective. CTE has put together a business plan and it will take two years to realize its potential. CTE realizes the growing business potential in emerging technologies like big data and cloud and is focusing on the convergence of both the technologies. The company believes that this should yield better and quicker results considering the fact that it already achieved \$5 million in revenue, with an employee base of over 250.



**Revenue**  
**3225.57 lakhs**  
**28%**

**Profit Before Tax (PBT)**  
**364.63 lakhs**  
**93%**

**Profit After Tax (PAT)**  
**312.36 lakhs**  
**182 %**

**Earning Per Share (EPS)**  
**184%**

## Key Financial Highlights FY2015



## Our Partners

### Oracle

Cambridge Technology Enterprises is an Oracle Platinum Partner, and as a Platinum partner, CTE is eligible to develop, sell, and implement the full stack of Oracle products and solutions. With its focus on cloud and the full suite of data services, CTE has partnered with Oracle to strengthen its product offering particularly with Oracle Cloud Solutions and Business Analytics.

Oracle Platinum Partners are measured on their superior product knowledge, technical expertise and commitment to Oracle. The Platinum level is for Oracle partners that have attained at least five qualifying specializations. OPN members at the Platinum level are recognized for their expertise across a broad range of products and technologies, and earn exclusive promotion and dedicated support.

### Amazon Web Services (AWS)

Cambridge Technology Enterprises (CTE) has been an AWS partner since November 2009, since then CTE has developed a deep relationship with AWS spanning all disciplines in the organization and has invested heavily in the AWS technology stack. Currently CTE has more than thirty AWS certified Solutions Architects and a large percentage of our technical, sales and administrative staff have achieved the AWS Business and Technical Professional accreditation.

We have successfully delivered 100's of projects on AWS technology. CTE is committed to continue building AWS relationship and leveraging their technology for the benefit of our customers.

### Rackspace

Cambridge Technology Enterprises, (CTE) has joined the Rackspace Partner Network to provide a portfolio of Hybrid Cloud solutions. Rackspace is a leading provider of hybrid clouds, which enable businesses to run their workloads where they run most effectively - whether on the public cloud, a private cloud, dedicated servers, or a combination of these platforms.

### Tableau

Cambridge Technology Enterprises (CTE) has obtained the status of Preferred Alliance Partner with Tableau and as a Preferred Alliance Partner, CTE will integrate Tableau's software into its cloud and big data solutions that it deploys to help clients unlock the power of big data. The partnership will combine the global talent pool and client reach of CTE with Tableau's breakthrough analytics technology.

## New Relic

CTE joined New Relic's partner program in 2014 and has been using New Relic technology since 2013. New Relic is an industry innovator that brings its leading application performance solutions to many markets currently served by CTE. By incorporating New Relic's solutions, CTE benefit from an increased top line and critical product differentiation.

CTE as a global cloud service provider we includes New Relic's functionality in its offerings to provide monitoring capabilities to a large percentage of its customer base. This gives increased flexibility in utilizing New Relics API's and makes integration even easier.

## ForgeRock

Cambridge Technology Enterprises joined ForgeRock's partner program to leverage ForgeRock's identity solutions. Partnering with ForgeRock gives our customers an experience that's not just secure but also personalized to their needs and tastes.

The partnership provides both existing and new customers with an added array of application migration, development and managed services offerings coupled with ForgeRock's Access Management, Identity Management, Identity Gateway and Directory Services.

CTE has delivered a wide range of successful solutions to its customers. Our global presence and association with ForgeRock has positioned us to assist each of our customers to achieve its strategic cloud data initiatives effectively and efficiently, every time.



By leveraging partner network, CTE develops specializations that assists in business growth, increase in expertise, reaching higher levels of customer retention, and creating differentiation in the marketplace.