

ANNUAL REPORT 2017-18



Cadastre
Geospatial
Water & Environment
Energy IT
Solutions
Infrastructure
Defense
Homeland **Security**
Transportation

CEINSYS AT A GLANCE

Ceinsys' core business philosophy has always been to deliver state of the art technology solutions. The company uses a combination of Geospatial, Engineering and IT solutions to address customers, broadly classified under Government, Infrastructure, Defence and Homeland Security domains. With its growing leadership in geospatial technology, Ceinsys is paving the way for making geospatial technology as an integral part of critical business processes across various industries.

Ceinsys' ability to focus on the unique requirements of its customers allows it to deliver robust and value-added solutions. Ceinsys, through its technology partnerships with global industry leaders in their respective domains, has always kept pace with future market trends. This provides the ideal platform to deliver solutions, having proven utility and return on investments. Over the time, Ceinsys has proved its worth and earned the trust of its customers, resulting in building strong and long-term relationships.

As mentioned earlier, Ceinsys serves a very diverse market segment, which can be categorised into three business domains – Government, Infrastructure, Defence and Homeland Security.



Government

Ceinsys' unique customised technology solutions are designed to help governments manage their data more efficiently, while also being easy to operate and highly scalable for future technological advancements. Managing and maintaining assets is critical for any customer and Ceinsys have delivered solutions to address these needs. Government clients typically handle large volume data, Ceinsys uses technology including IT solutions to ensure that the systems designed are efficient. All these solutions and services have to be, of course, cost-effective as well, and this is where Ceinsys uses its vast experience and technology partnerships to provide optimal solutions. Ceinsys uses a mix of Geospatial, Engineering and IT solutions to cater to a broad segment including,

- Land solutions for Rural and Urban areas involving physical surveys, mapping and geo-referencing;

- Municipal solutions for property mapping, developmental plans, solid waste management, infrastructure mapping and 3D city modelling;
- Remote Sensing applications using LiDAR, satellite imagery interpretation, consulting, UAV data capture and photogrammetry;



- Heritage mapping for 3D modelling, engineering drawings, As-built models, walkthroughs and animations;
- Natural resources solutions for Agriculture, Mining and Forestry;
- Health and Sanitation solutions involving Water quality, health infrastructure mapping, sanitation surveys and analysis and developing decision support systems.



Infrastructure

Ceinsys has considerable experience in addressing the Infrastructure industry requirements with innovative solutions for Transportation, Water Distribution, Electricity / Power Utilities, Plant and Building. Ceinsys deliver solutions that address not only immediate needs but also are capable of adapting to changing technology.



Utilities

Ceinsys provides high-end technology solutions to water and Power sector utilities that include the design of networks, managing assets on a real-time basis, evaluating efficiencies and also managed data services. Since the location of every asset is critical for any design and evaluation, Ceinsys has developed most applications based on the geospatial technology. A combination of the Geospatial component with the existing Utility business process translates into significant cost savings for enterprises. We combine extensive capabilities in Information Technology (IT) and Operational Technology (OT) that results in IT/OT convergence. Leveraging this convergence allows us to deliver unique value and business benefits to the core utility business.

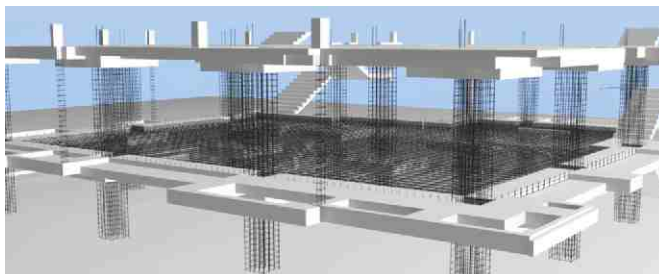
Ceinsys also uses the power of the Internet to develop web applications, which directly benefit the consumers linked to the network and the enterprises alike. Ceinsys' utility portfolio covers technology solutions for Water, Electricity, Gas and Telecom domains.



Transportation

Nearly every company, business, government and consumer in the world is, to some degree, dependent on the transportation industry. Whether tracking and monitoring the location or condition of their roadway or railway assets or combining asset data with critical statistical information (e.g. traffic counts, maintenance costs and more), Ceinsys' solutions for transportation agencies make the management of infrastructure more efficient. In addition, the solutions can be used to evaluate, analyse and assess asset inventory and conditions at the macro and micro levels, enabling better planning and decision making. Transportation is a segment which requires geospatial and engineering solution and both these technologies are at the core of Ceinsys.

Ceinsys' transportation portfolio covers technology solutions for Roads and Highways, Ports and Shipping and Railways including Metro rail.



Plant and Building

As the world migrates from 2D to 3D, we have also adapted to this change. For any infrastructure or building construction project, BIM (Building Information Modelling) technology is critical. Ceinsys has a team dedicated for this segment and provides technology solutions to clients, which helps significantly in project planning, coordination, construction and maintenance phases. Ceinsys' in-house design teams have successfully worked on multi-disciplinary infrastructure projects that mitigate risk and yield innovative solutions. Ceinsys deploys technologies that result in cost savings, improved quality, and quicker project delivery to our clients.

Ceinsys' Plant and Building solutions portfolio addresses Construction, infrastructure, Oil & Gas Industries for planning, exploration, process and plant solutions.



Smart Cities

The government of India has identified 100 cities to be developed into world-class smart cities. Ceinsys offers the perfect convergence of geospatial, engineering and IT solutions, which would be the key to providing practical solutions to smart cities. Be it smart parking, 3D city modelling, transportation, utilities or even E-governance, Ceinsys has built expertise to address them, through partnerships with global leaders.



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CEINSYS BOARD OF DIRECTORS



Mr. Sagar Meghe,
Chairman & Managing Director

Mr. Sagar Meghe is the Chairman and Managing Director of Ceinsys Tech Limited. He holds a Bachelor's degree in Commerce from Nagpur University. With over 25 years of experience, in highly diverse fields, he has successfully demonstrated his skills as a leader; a fact acknowledged by all his peers. A few of the areas where he has excelled include Information Technology, Education, Politics and socio-economic development. He is one of the promoters of the Meghe Group of Institutions (MGI), a giant, diverse conglomerate with its head office in Nagpur.

Mr. Sagar Meghe has been a Member of the Legislative Council from Nagpur region for Maharashtra State Assembly. He has demonstrated exceptional foresight in bringing about intellectual awakening and transformation in social, educational, economic and cultural fields of rural Maharashtra. His vast reservoir of experience, coupled with a futuristic vision, has helped the entire group of companies to work with a shared vision and values, resulting in a very satisfied workforce.

Mr. Sagar Meghe's exceptional man management skills and his emphasis on the value of human resource have led to a dedicated and loyal resource pool. His vision and passion have been integral to Ceinsys' success, building the Company from a small start up to one of the Central India's leading and most recognized Engineering, Geospatial and IT Solutions Company.

Dr. Abhay Kimmatkar is Ph.D. in Business Management along with a Master's in Business Administration and a degree in Bachelor of Engineering from Nagpur University. He has an overall experience of 25+ years. As a Joint Managing Director at Ceinsys, he initiates and leads Strategy and Business Development activities. His expertise in operations and execution along with the exposure to Services Industry, Institutional, and Global Business Enterprises has led to many business wins and the growth of the organisation. He is also associated with various Industrial, Cultural and Educational Organizations in India as well as globally.

He is a member of Professional societies viz; The Institute of Engineers, NHA and more. An avid learner and expert in multi-tasking and believes in overall development. He has successfully demonstrated leadership in a predominantly techno-savvy industry. Before Ceinsys Tech Limited, he was associated with Yeshwantrao Chavan College of Engineering.

His major associations –

- Being a patron member of the Association of Geospatial Industries (AGI) he had participated in various Technology Benchmarking and Policy Advocacies with various Government departments. He is chairman of Transport Infrastructure Committee, AGI.
- Immediate Past Hon. Secretary, Maharashtra State Centre, Institute of Engineers (IEI) (India)
- Governing Body Member of Government Polytechnic, Mumbai
- Governing Body Member of SNDT Women's University Engg Science Institute, Mumbai
- He has also represented on the state committee for creating a Framework & Act for New Technological University in the state of Maharashtra.
- Past Jt. Secy. of Management of Unaided Private Medical & Dental Colleges of Maharashtra (AMUPMDC).



Dr. Abhay Kimmatkar
Joint Managing Director





Dr. Hemant Thakare
Chief Operating Officer

Born in 1962, Dr. Hemant O. Thakare is a graduate in Civil Engineering, Post-graduate in Structural Engineering from Visvesvaraya National Institute of Technology, Nagpur and Ph. D. in Civil Engineering. He joined Yeshwantrao Chavan College of Engineering in 1984, which is a flagship institute of Meghe Group of Institutions (MGI) and was Professor of Civil Engineering and Executive Director (Technical). He is presently Chief Operating Officer COO at Ceinsys Tech Limited.

He is actively associated with Indian Concrete Institute and The Institution of Engineers, India (The most significant Professional Body of Engineers) for more than three decades. He is also a life member of Indian Society for Technical Education, Indian Water Works Association, Indian Geotechnical Society, Indian Society of Earthquake Technology and Indian Hydraulic Society.

He is also the Founder Director of Tirupati Urban Co-operative Bank, Nagpur (a leading Co-operative Bank in Maharashtra).

He is on Governing Bodies of all the technical institutions of MGI, Government Polytechnic Nagpur (an Autonomy Institution of Government of Maharashtra) and Laxminarayan Institute of Technology, Nagpur (A conducted college of RTM Nagpur University).

CA Dinesh Kumar Singh serves as Director Finance and Chief Financial Officer (CFO) of Ceinsys Tech Limited and supervises the finance and accounts department. A Fellow Member of The Institute of Chartered Accountants of India, CA Dinesh Kumar Singh is a Commerce graduate from Kolkata University, and has also done MBA from National Institute of Business Management (NIBM).

CA Dinesh Kumar Singh holds a demonstrated track record for more than two decades of hands-on experience of Accounts, Finance, Statutory Compliances, Due diligence, Corporate Governance, Secretarial Functions, Miscellaneous Statutory Audit Compliances, MIS, fund flow, Working Capital monitoring, Costing, and Budgeting in the ITES, Power, Cement, Metal and Engineering Industries.

He is proficient in evaluating and analyzing the organization's Fiscal performance and provides recommendations on the impact of short and long-term strategies, areas for improvement and introduction of any new wings/business opportunities by providing current and expected future financial trends.

CA Dinesh Kumar Singh provides Fiscal leadership to the company for external reporting with statutory bodies, Taxation authorities, Bankers, Insurance companies, Merchant Bankers, Registrars etc.

Before joining Ceinsys, CA Dinesh Kumar Singh was associated with Reliance Power Ltd (VIPL) as Vice President Finance and Accounts, HINDALCO Industries Limited as Sr. General Manager heading Finance, Control and Accounts and Lafarge India as AGM heading Accounts and Control function.



CA Dinesh Singh
Director -Finance &
Chief Financial Officer

NON-EXECUTIVE & INDEPENDENT DIRECTOR'S PROFILE



CA Dhruv Kaji

*Non-Executive &
Independent Director*

CA Dhruv Subodh Kaji is a Non-Executive and Independent Director at Ceinsys Tech Limited since July 2017. Dhruv is a Chartered Accountant with immense knowledge and experience base of over 35 years. He has held prominent positions like Finance Director, Member of Advisory Board, Chairman/ Member of various Board Committees and carries expertise in strategic planning, evaluating and guiding business projects.

He served at various Listed and Unlisted companies in and outside India. His inquisitive nature and exploration qualities made him enter multiple industries like textile and branded clothing, media and entertainment, speciality and organic chemicals, television content production company and also in Oil Exploration Industry.

Dr. Satish Wate is a Non-Executive and Independent Director at Ceinsys Tech Ltd since July 2017. He holds a Masters and Doctorate in Biochemistry from Nagpur University. He started his career as a Scientist and moved higher as a Director at CSIR-NEERI, Nagpur. Dr Wate held an Additional charge as Director of Central Leather Research Institute, Chennai. In his professional tenure, he was associated with several innovative programs at NEERI and CLRI. Home Ministry also appointed Dr Wate, Rajbhasha Prabhag as president of Nagar Rajbhasha Karyanvayan Samiti for Nagpur City during 2010-2013.

He was senate member of RTM Nagpur University as a nominee of Hon'ble Governor of Maharashtra, was also a Member of Board of College and University Development, Amravati and Nagpur Universities and was designated as Outstanding Professor in physical sciences by Academy of Scientific and Innovative Research (AcSIR) established by CSIR by Act of Parliament. He is a recognised Ph.D. supervisor for IIT Roorkee; Jawaharlal Nehru Technological University Hyderabad; RTM Nagpur University and SGB Amravati University. Currently, he has taken charge of Chairman, Recruitment and Assessment Board of CSIR, New Delhi from 1st August 2016.



Dr. Satish Wate

*Non-Executive &
Independent Director*





Mrs. Renu Challu

*Non-Executive & Independent
Director*

Mrs Renu Challu has over four decades of professional experience in commercial banking, investment banking and in the field of financial services. She has vast experience in strategy formulation, planning and in the achievement of goals in her various assignments in State Bank of India and its Subsidiaries. These assignments spanned corporate banking, international banking, retail banking, investment banking and primary dealership. She has served as the Managing Director of State Bank of Hyderabad, MD and CEO of SBIDFHI, President and Chief Operating Officer of SBI Capital Markets Ltd and Dy. Managing Director (Corporate Strategies and New Businesses) in State Bank of India. In her various assignments, she played a valuable role in the growth of the organisations through path-breaking initiatives.

She has co-chaired 'The Centre for Rural Credit and Development Banking' in NIRD (National Institute of Rural Development) and has chaired the Hyderabad chapter of PRMIA (Professional Risk Managers' International Association). She is a Certified Associate of the Indian Institute of Bankers. She holds an MA in Economics (gold medallist) from University of Lucknow. In the past, she has served on the Boards of Clearing Corporation of India and many corporates in the financial and non-financial sectors.

Mr. Kishore Dewani is a senior Tax Advocate having 37 years of experience in Direct Tax matters along with a strong legal background. He holds a Bachelor's Degree in Commerce from Nagpur University and qualified as a Lawyer and a Chartered Accountant in the year 1978 and 1982 respectively.

He has been representing various corporate clients before the Assessing Officer in cases of Scrutiny Assessment at Mumbai, Nagpur and Jabalpur. He regularly appears before various CIT (Appeals) at Mumbai, Nagpur, Bhopal and Jabalpur. He also represents his clients before the Hon'ble ITAT at various benches across Mumbai, Bengaluru, Indore, Nagpur and Jabalpur. He has also appeared before the Hon'ble High Court of Bombay at Bombay and Nagpur Bench.

Mr. Dewani is currently the president of ITAT Bar Association and Treasurer of Income Tax Bar Association.



Mr. Kishore Dewani

*Non-Executive & Independent
Director*

CEINSYS BOARD COMMITTEE

Audit Committee

Mr. Kishore Dewani

Chairman (Non-Executive & Independent Director)

CA Dhruv Kaji

Member (Non-Executive & Independent Director)

Mrs. Renu Challu

Member (Non-Executive & Independent Director)

Mr. Sagar Meghe

Member (Chairman & Managing Director)

Stakeholders Relationship & Investors Grievances Committee

Dr. Satish Wate

Chairman (Non-Executive & Independent Director)

Mr. Kishore Dewani

Member (Non-Executive & Independent Director)

Dr. Abhay Kimmatkar

Member (Jt. Managing Director)

IT & Risk Management Committee

Mr. Sagar Meghe

Chairman (Chairman & Managing Director)

CA Dhruv Kaji

Member (Non-Executive & Independent Director)

Mrs. Renu Challu

Member (Non-Executive & Independent Director)

Nomination and Remuneration Committee

CA Dhruv Kaji

Chairman (Non-Executive & Independent Director)

Mrs. Renu Challu

Member (Non-Executive & Independent Director)

Mr. Kishore Dewani

Member (Non-Executive & Independent Director)

Corporate Social Responsibility Committee

Mr. Sagar Meghe

Chairman (Chairman & Managing Director)

CA Dhruv Kaji

Member (Non-Executive & Independent Director)

Mrs. Renu Challu

Member (Non-Executive & Independent Director)

Management Committee

Mr. Sagar Meghe

Chairman (Chairman & Managing Director)

Dr. Abhay Kimmatkar

Member (Jt. Managing Director)

Dr. Hemant Thakare

Member (Whole Time Director)

CA Dinesh Kumar Singh

Member (Director - Finance)



CEINSYS LEADERSHIP TEAM



Dr. Abhay Kimmatkar
Joint Managing Director



Dr. Hemant Thakre
Chief Operating Officer



CA Dinesh Kumar Singh
Director Finance & CFO



Dr. C. R. Bannur
Senior Vice President



Chandrasekhar Sayankar
Sr. Vice-President



Rahul Joharapurkar
Sr. Vice President



Prakash Yadav
Vice-President



Ganesh Kale
Vice-President



Lt. Col. (Retd.) Ashwini Mehra
Vice President



Astha Shukla Chaubey
Vice President



Vatsal Dave
Vice President