

ERP SOFT SYSTEMS LIMITED



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## ANNUAL REPORT

ERP SOFT SYSTEMS LIMITED

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**ERP SOFT SYSTEMS LIMITED****CORPORATE INFORMATION****Board of Directors**

K. Parvathi, M.A, M.Phil  
D. S. Reddy B.A. (Hons.)  
K. Radha Krishna Reddy  
R. Kamala Mohan .  
Dr. Sriniramaswamy, PhD  
Mr. Suresh Reddy Bomma, B.Tech  
Mr. Pavan Srinivas, ACS  
Mr. Shiva Duwuru, FCA, CPA

**CFO**

D.S. Reddy

**Compliance Officer**

Mrs. R. Kamala Mohan

**Auditors**

M/s. Vijayaraghavan and Associates

**Internal Audit**

M/s Ashok Golechha & Co.

**Consulting Company Secretary**

Mr. T. Murugan B.Sc., ACA ACS,

**Bankers****ICICI Bank Limited**

T.Nagar Branch  
Bazullah Road  
Chennai – 600 017.

**Registrars & Transfer Agents**

Cameo Corporate Services Limited  
Subramanian Building, First Floor  
1, Club House Road,  
Chennai.

**Registered Office**

ERP Soft Systems Limited  
A-21, Anna Nagar  
Chennai 600 102, India

**Offices**

ERP Soft Systems Limited  
Plot No.10 A, Tranquil Nest Buildings  
Kamkoti Nagar Main Road  
Pallikaranai Chennai 600 100, India  
[info@erpsoft.com](mailto:info@erpsoft.com)  
Phone 44-65554119/ 96770.65917

ERP SOFT SYSTEMS LIMITED

**USA**

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Little Rock, Arkansas 72223, USA  
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ERP SOFT SYSTEMS LIMITED

# AGM NOTICE

**NOTICE TO MEMBERS**

NOTICE is hereby given that the Sixteenth Annual General Meeting of ERP Soft Systems Limited will be held at No.10-A, Tranquil Nest Buildings, Kamakoti Nagar Main Road, Pallikaranai, Chennai 600 100 on Thursday, September 30, 2010 at 11.00 a.m. to transact the following business:

**Ordinary Business:**

To receive, consider and adopt the Audited Balance Sheet as on March 31, 2010, the Profit and Loss Account for the period April 01, 2009 to March 31, 2010 on that date, and the Reports of the Board of Directors and the Auditors thereon.

- 1 To appoint a Director in place of Mrs. Kamala Mohan, who retires by rotation and, being eligible, offers herself for re-appointment.
2. To appoint a Director in place of Mr. D.S. Reddy, who retires by rotation and, being eligible, offers himself for re-appointment.
3. To appoint a Director in place of Mr. K. Radha Krishna Reddy, who retires by rotation and, being eligible, offers himself for re-appointment.
- 4 Mr. Shiva Duvvuru retires at the AGM and he is not offering himself for reelection.
- 5 To appoint Auditors of the Company and to fix their remuneration.  
To consider and, if thought fit to pass with or without modification(s) the following as a special resolution

“RESOLVED THAT M/s VIJAYARAGHAVAN AND ASSOCIATES, Chartered Accountants, be and are hereby appointed as the auditors of the company to hold office until the conclusion of the next Annual General Meeting on such remuneration as may be decided by the board, in addition to reimbursement of out of pocket expenses.”

Order of the Board

Registered Office:  
A-21, Anna Nagar  
Chennai – 600 102.

August 29, 2010

**Sd/-**  
**K. Parvathi**  
Managing Director.

**Notes:**

- a. The Register of Members and the Share Transfer Books of the Company will remain closed from September 19, 2010 to September 30, 2010, both days inclusive.
- b. A MEMBER ENTITLED TO ATTEND AND VOTE IS ENTITLED TO APPOINT A PROXY OR PROXIES TO ATTEND AND VOTE INSTEAD OF HIMSELF ON A POLL ONLY AND THAT A PROXY NEED NOT BE A MEMBER.
- c. The instrument appointing proxy should be deposited at the Corporate Office at Pallikaranai of the Company not less than 48 hours before the commencement of the meeting.
- d. The members/proxies are requested to bring duly filled in Attendance Slips sent herewith for attending the meeting.
- e. The members are requested to notify promptly any change in their addresses to the Company's Registrars and Transfer Agents.
- f. The members seeking any information with regard to accounts are requested to write to the Company at an early date to enable the Management to keep the information ready.

## ERP SOFT SYSTEMS LIMITED

## ADDITIONAL INFORMATION PURSUANT TO CLAUSE 49-VI OF THE LISTING AGREEMENT

## DETAILS OF DIRECTORS SEEKING APPOINTMENT/RE-APPOINTMENT AT THE FORTHCOMING ANNUAL GENERAL MEETING:

**Mrs. K. Parvathi**  
**Chairman and Managing Director**

Mrs. K. Parvathi is responsible for providing vision and direction to the board and has management responsibility at ERP Soft. She has more than 25 years of IT experience which includes her association with prominent IT Service Providers. Parvathi holds Post graduation and Master of Philosophy (M. Phil) from Madras University.

|                                                        |                             |
|--------------------------------------------------------|-----------------------------|
| Directorship in other companies                        | ProtechSoft Systems Pvt Ltd |
| Chairmanship in committees of board of other companies | Nil                         |
| Membership in committees of board of other companies   | Nil                         |

**Mr. D.S. Reddy**  
**Director**

Mr. D.S. Reddy has decades of industry experience including business, management, economic analysis, financial resource mobilization, financial planning apart from promotion and management of IT companies. Mr. Reddy holds a Masters in Economics from Madras University.

**Mr. K. Radhakrishna Reddy**  
**Director**

Mr. Radha Krishna Reddy has decades of experience as entrepreneur and in managing business and operations.

**Mrs. R. Kamala Mohan**  
**Director-Independent/Non-Executive Director**

Mrs. R. Kamala Mohan has over two decades experience in working as company executive in charge of finance, administration and client support. Board places on her the responsibility to see that Investor's concerns are attended to immediately. Kamala manages investor protection and grievance redresses at a fast pace and she has ensured that grievances are attended to within forty eight hours at the maximum

|                                                        |     |
|--------------------------------------------------------|-----|
| Directorship in other companies                        | Nil |
| Chairmanship in committees of board of other companies | Nil |
| Membership in committees of board of other companies   | Nil |

**Dr. Srini Ramaswamy**  
**Chief Technology Advisor Independent / Non Executive Director**

Dr. Srini Ramaswamy is Chief Technology Advisor to ERP Soft. His career spans over two decades of rich technology expertise in global IT enterprises. He provides direction to various large and medium companies in public and private sector in United States. He has been associated with various Technology advisory committees. His research work has been funded by several companies, state and federal agencies such as the National Science Foundation. He has also been involved with the development of several successful start up ventures. His domain experience includes Technology analysis, planning, management, architecture and execution.

|                                                        |     |
|--------------------------------------------------------|-----|
| Directorship in other Indian companies                 | Nil |
| Chairmanship in committees of board of other companies | Nil |
| Membership in committees of board of other companies   | Nil |

## ERP SOFT SYSTEMS LIMITED

**Mr. Pavan Srinivas****Company Secretary – Independent / Non-Executive Director.**

Mr. Pavan Srinivas has rich experience in handling corporate, financial and legal compliance. He takes the total responsibility of ensuring financial and legal compliance of the organization. He manages the comprehensive corporate communication channels between board of directors and shareholders on all aspects of corporate governance. Being a professional Company Secretary, Srinivas is able to provide much needed guidance and support in ensuring corporate governance which is of utmost importance to ERP Soft.

|                                                        |     |
|--------------------------------------------------------|-----|
| Directorship in other Indian companies                 | Nil |
| Chairmanship in committees of board of other companies | Nil |
| Membership in committees of board of other companies   | Nil |

**Mr. Suresh Reddy Bomma****Director-Independent / Non-Executive Director**

Mr. Suresh Reddy is highly skilled in high technology areas that include multi media. Web and video solutions, Web media, cable technology, infrastructure solutions. He has over 20 years of experience in leading innovation. He is a US returned NRI and he is the promoter of innovative web centric offerings like Bomma.TV and several more in the offing. Suresh Reddy will provide direction and guidance for building technology infrastructure and channel offering of ERP Soft. Suresh Reddy holds Bachelors in Technology from S.V. University.

Mr. Suresh Reddy Bomma was appointed as additional director of the company during the year 2009-10 and he retires at the AGM to be held on September 30<sup>th</sup> 2010. Being eligible he offers himself for being appointed as director at the AGM.

|                                                        |                     |   |
|--------------------------------------------------------|---------------------|---|
| Directorship in other Indian companies                 | Bomma Media Pvt Ltd | I |
| Chairmanship in committees of board of other companies | -same as above-     |   |
| Membership in committees of board of other companies   | -same as above-     |   |

**Mr. Shiva Duvvuru, FCA, CPA****Director**

Mr. Shiva has over two decades of expertise in providing IT solutions, corporate management & strategy, financial planning, corporate auditing, international tax and accounting practices, information security and organizational management. In his illustrious career, he has worked with many national and international companies at various managerial capacities. Shiva Duvvuru has been a key member in formulating the world-class management practices and service delivery models at various organizations including ERPSoft. Shiva has done some of the international acclaimed finance, management and IT courses such as CPA; Cost Accountancy, Chartered Accountancy, CISA, CISM SAP, Oracle Apps.

## ERP SOFT SYSTEMS LIMITED

**DIRECTORS' REPORT**

Dear Shareholders,

The Directors take great pleasure in presenting their report on the business and operations of your Company along with the Annual Report and audited financial statements for the period April 01, 2009 to March 31, 2010.

**FINANCIAL PERFORMANCE**

Key aspects of your Company's financial performance for the year 2008-09 are tabulated below:

(In Rupees)

|                                    | <b>Consolidated</b> |                    | <b>Parent</b>     |                   |
|------------------------------------|---------------------|--------------------|-------------------|-------------------|
|                                    | <b>2009 – 2010</b>  | <b>2008 - 2009</b> | <b>2009- 2010</b> | <b>2008 -2009</b> |
| Sales and other income             | 3,02,57,159         | 2,69,82,655        | 52,83,566         | 36,48,203         |
| Profit before tax                  | 47,06,368           | 33,21,112          | 26,93,935         | 15,78,976         |
| Provision for tax                  | 3,79,570            | 3,48,229           | 3,79,570          | 3,48,229          |
| Profit for the year                | 43,26,798           | 29,72,883          | 23,14,365         | 12,30,747         |
| Accumulated losses carried forward | 0                   | 0                  | 0                 | 0                 |
| Appropriations :                   | 0                   | 0                  | 0                 | 0                 |
| Interim Dividend                   | 0                   | 0                  | 0                 | 0                 |
| Proposed dividend                  | 0                   | 0                  | 0                 | 0                 |
| Transfer to reserves               | 43,26,798           | 29,72,883          | 23,14,365         | 12,30,747         |

**SUBSIDIARY COMPANIES**

100% Subsidiary company, Libertycom LLC in USA. It is focusing on ERP, Business Intelligence, BPO and IT consulting services. The financial statements of the subsidiary are enclosed at the end of this annual report.

**CONSOLIDATED RESULTS**

Our Consolidated Sales for the current year have increased by Rs. 3,274,504/- and profit for the same period have increased by Rs.13, 53,915/-.

## ERP SOFT SYSTEMS LIMITED

**CORPORATE GOVERNANCE**

Corporate Governance will continue to be Board's responsibility.

The Code of Ethics and Business Conduct of the Company is based on the following fundamental principles:

- 1) Lay solid foundations for management
- 2) Structure the Board to add value
- 3) Promote ethical and responsible decision-making
- 4) Safeguard integrity in financial reporting
- 5) Make timely and balanced disclosures
- 6) Recognize and manage business risks
- 7) Respect the rights of the shareholders
- 8) Encourage enhanced performance
- 9) Remunerate fairly and responsibly
- 10) Recognize the legitimate interest of the stakeholders
- 11) Legal and Statutory compliance

As in the past year separate committees for Audit, Protection of Member's interest are constituted. A separate report on Corporate Governance, along with a certificate of Statutory Auditors of the Company, is annexed herewith.

A certificate from the Managing Director and CFO of the Company confirming internal controls and checks pertaining to financial statements for the period April 01, 2009 to 31 March, 2010 was placed before the Board of Directors and the Board has noted the same.

A list of the committees of the Board and names of their members is given below. The scope of each of these committees and other related information is detailed in the enclosed Corporate Governance Report.

**a) Composition of the Audit Committee along with the Independent status**

- 1) Mr. Pavan Srinivas, ACS  
Chairman, Audit Committee-  
Independent Director  
Non-Executive  
Professional Company Secretary
- 2) Mrs. R. Kamala Mohan,  
Member, Audit Committee  
Independent Director  
Non-Executive
- 3) Mr. Shiva Duvvuru, FCA, CPA  
Member, Audit Committee  
Executive  
Non-Independent Director  
Certified from Institute of Chartered Accountants of India  
Certified from American Institute of Certified Public Accountants  
Certified from Information Systems Audit & Control Association (ISACA)

**ERP SOFT SYSTEMS LIMITED****b) Composition of the Shareholders / Investors Grievance Committee**

- 1) Mrs. R. Kamala Mohan,  
Chairman, Investors Grievance Committee  
Independent Director  
Non-Executive
- 2) Mr. Pavan Srinivas, ACS  
Member, Investors Grievance Committee  
Independent Director  
Non-Executive  
Professional Company Secretary

**HUMAN RESOURCES**

Employees are the key assets of the Company and the Company has created a healthy and productive work environment which encourages excellence. Your Company continuously invests in training staff in the latest technology trends and in various sub-verticals within the financial services domain. The Knowledge Process Outsourcing business of the Company is in an investment mode.

**EMPLOYEE STOCK OPTION PLANS**

No employee was issued Stock Option, during the year equal to or exceeding 1% of the issued capital of the Company.

**FOREIGN EXCHANGE EARNINGS AND OUTGOINGS**

During the year our Company earned foreign exchange inflow of Rs.75.17Lacs and the outgoings in foreign exchange were Nil.

**CONSERVATION OF ENERGY AND TECHNOLOGY ABSORPTION**

The particulars as prescribed under sub-section (1)(e) of Section 217 of the Companies Act, 1956 read with Companies (Disclosure of particulars in the Report of Board of Directors) Rules, 1988, the relevant data pertaining to conservation of energy and technology absorption are furnished hereunder:

**CONSERVATION OF ENERGY**

The operations of the Company are not energy-intensive. The Company, however, takes measures to reduce and optimize energy consumption by using energy efficient computers etc. Further, offices have been designed to maximize the use of ambient lighting while conserving the air conditioning. The expense on power in relation to income is nominal and under control.

**TECHNOLOGY ABSORPTION**

Since businesses, process and technologies are changing constantly, investment in research and development activities is of great importance. Your Company lays a great importance on knowledge management and has a process for absorption of new technologies. Your Company continued its focus on quality up-gradation of the software development process and software product enhancements.