

RS SOFTWARE  
INDIA LIMITED

ANNUAL REPORT 1998-1999





## CONTENTS

❑ Vision, Mission Statement of RS	3
❑ Board of Directors	5
❑ Executive Committee	7
❑ Graphs	11-13
❑ Stock holders' Information	14
❑ Notice	15-18
❑ Directors Report	19
❑ Cash Flow Statement	26
❑ Auditors Report	28
❑ Balance Sheet	30
❑ Profit & Loss Account	31
❑ Schedules & Notes on Accounts	32-40
❑ Balance Sheet Abstract	41
❑ Financial Analysis for the year ending March 31, 1999	42
❑ Responsive Solutions Inc.	43
❑ Proxy Forms	



#### **VISION**

- Provide Quality Software Services from India to the International Markets

#### **MISSION**

- To achieve excellence in all our business processes
- Through people empowerment and continuous process
- Improvements leading to highest customer satisfaction

#### **STRATEGY**

- To create process-driven culture to maximise Quality Implementation in Development
- Customers and market drive the technology focus Place at large

#### **COMPANY VALUES**

- Price performing quality solutions
- To achieve the highest levels of customer satisfaction
- Achieving success through effective execution
- Process driven architecture
- Foster an environment for trust
- Constantly work towards synchronising the goals of the individual with those of the organisation
- To be a learning organisation

#### **OUR COMMITMENT**

- Continuous investment in Technology Upgradation
- Investment in Training and skill Enhancement
- Respect for the individual
- Commitment of Top Management

RS Software was incorporated with a clear vision to provide quality software services from India for the international markets. This is the essence of our vision statement and it is a reminder of what we are and we make sure that it is reflected in everything we do. From the time of our inception in 1991, we have been moving forward at a steady pace with a view to fulfilling that vision.

RS Software was the first company in India to bring in the IBM 390 architecture technology and build a world class infrastructure, in order to deliver quality software services from India. Today, the company's facility in Calcutta includes hardware like mainframes and high-end Servers, which are connected over LANs and WANs. This world class infrastructure is fully complemented by a team of highly qualified professionals, which steadily grew from 30 to over 400 in the past seven years, giving us the capability to handle bigger and more complex projects.

While laying this solid foundation, RS Software went on to focus on its key business parameters in order to sustain a steady level of growth. It promoted a process-driven architecture in all areas of its operations. Thus evolved well-defined methodologies for software development, project management and quality assurance and in 1994 it was accredited with the ISO-9001 certification for its processes after a rigorous audit by KPMG-Peat Marwick. These processes have since been continually enhanced and audited by KPMG.

RS Software's core competence has always been in the domain of the *Management of Legacy Code Applications*. This area of expertise has evolved over the years and today, we are one of the few software companies in India which is focused on conversions, maintenance, new development and testing work in IBM mainframe technologies from an off-shore stand point. At the same time, our technology range has been further expanded to include capabilities in areas of AS/400, client-server, web & e-commerce. This has ensured that we are in tune with the needs of the market at any level.

Today, this ideal combination of skills, experience and infrastructure allows us to offer quality software services. Our price-performing solutions have attracted several clients to outsource work, through our off-shore/on-site mode of execution. We are now in the process of consolidating our business strengths by providing value to our clients who are spread across USA, UK and France. The clientele include Fortune top 500 companies in the fields of Direct Marketing, Credit Cards, Insurance, Manufacturing and Finance.

RS Software today has the combination of qualities that have become a pre-requisite for success in the industry. By leveraging on its solid foundation, the company is now poised to grow exponentially in the years to come. Some of the factors that have contributed significantly to our growth are responsiveness to client needs, flexibility in terms of our functioning, priorities that we attach to our clients and other such intangible qualities. RS Software will now be setting new standards in quality and customer satisfaction in the new millennium.



## BOARD OF DIRECTORS

Chairman	Mr K S Bhatnagar
Vice Chairman & Managing Director	Mr R R Jain
Director	Maj. Gen. A. Balasubramanian (Retd.)
Director	Maj. Gen. K C Mehra (Retd.)
Nominee Director - WBEIDC	Prof A. Sen
Nominee Director - ICICI	Mr D. Pal
Director	Mrs S. Jain



<b>Vice President &amp; Company Secretary</b>	Mr Kunal Sen
<b>Auditors</b>	Chaturvedi & Company
<b>Bankers</b>	Allahabad Bank
<b>Share Transfer Agents</b>	ABC Computers Pvt. Ltd. Jadavpur University campus, P.O. Jadavpur Calcutta 700 032
<b>Corporate office</b>	FMC Fortuna, A-2, First Floor 234/3A, AJC Bose Road, Calcutta 700 020



## EXECUTIVE COMMITTEE / MANAGEMENT COMMITTEE



**R. R. JAIN**  
C.E.O.



**AKHIL PANDEY**  
C.O.O



**KUNAL SEN**  
VP Finance &  
Company Secretary



**SUMAN SASMAL**  
VP Business  
Development



**SUDIPTA K  
BHATTACHARJEE**  
Country Manager USA



**PARTHA  
CHATTOPADHYAY**  
GM Projects



**MALABIKA  
CHATTERJEE**  
GM HRM



**BRIG. H. SWAMI**  
GM Operations  
Supports



**TAPAN  
GANGULY**  
Process Owner  
Quality



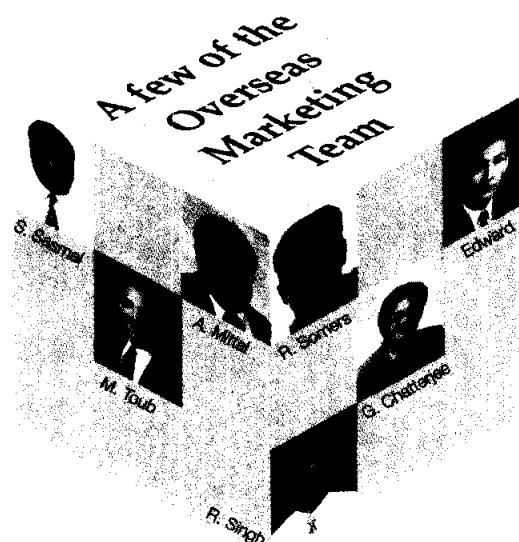
**JADUGOPAL  
MONDAL**  
Process Owner  
Network Support



**JAYDEV  
BHATTACHARYA**  
Process Owner  
Training & Development

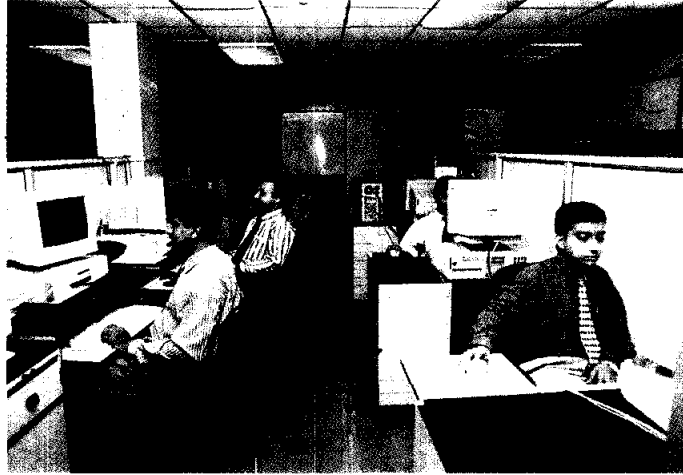


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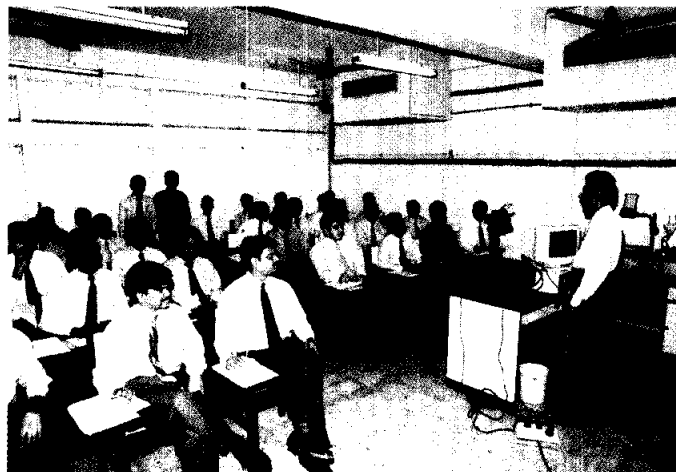
R S SOFTWARE (INDIA) LIMITED

### **DEDICATED WORK AREA FOR CLIENTS**



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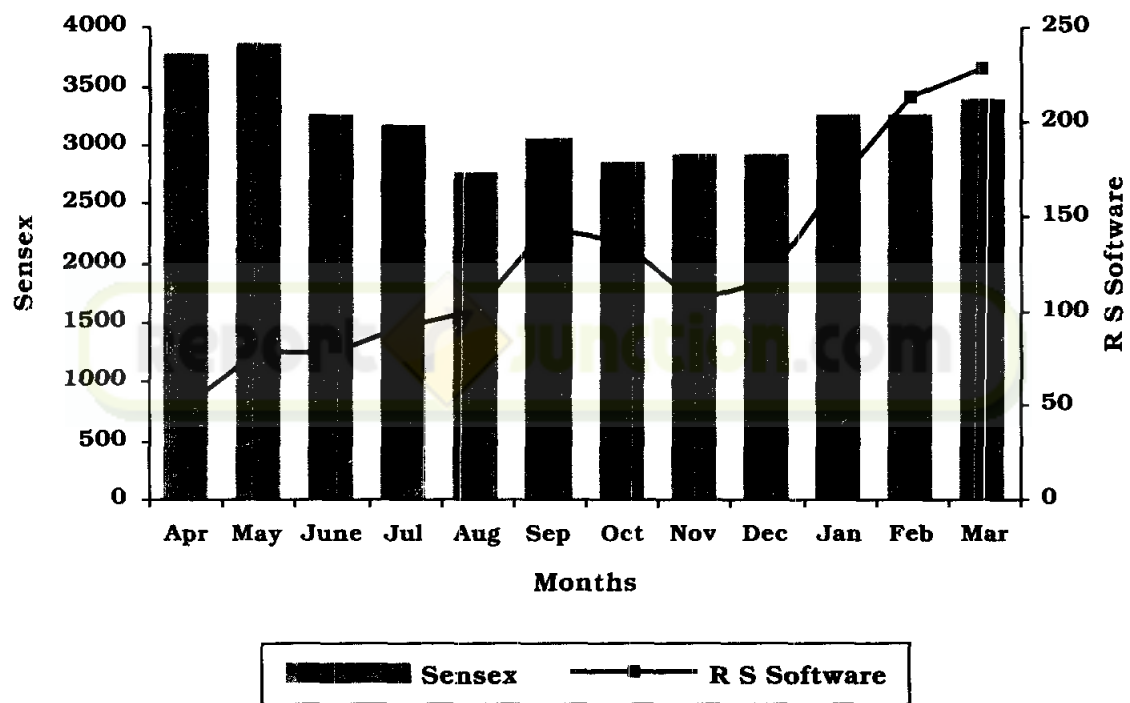
### **TRAINING IN PROGRESS OUR VEHICLE FOR GROWTH**





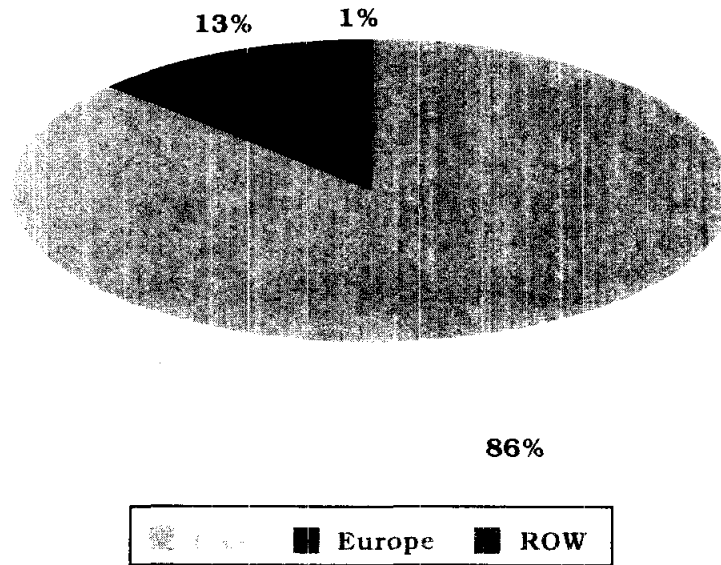


### RS Vs SENSEX FOR 1998-99



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### GEOGRAPHICAL BREAKUP OF REVENUES



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### SEGMENTAL BREAKUP OF REVENUES

