



Building capabilities &
Redefining possibilities

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BUILDING & CAPABILITIES REDEFINING POSSIBILITIES



The dynamics of global markets have been changing rapidly due to globalization and outsourcing of services, the repercussions however, arising out of the turbulence, has affected organizations adversely across sectors.

Though at TAKE Solutions, we took this as an opportunity and focused towards 'Building capabilities & Redefining possibilities' to continue our journey towards growth. It is this belief that led us to invest significantly in our human capital, continuously innovate and consistently exceed customer expectations.

The fact that the revenue your company has achieved in the aggressively competitive global scenario, overcoming several limitations and challenges successfully, falls in place for us to say that 'The proof is in the Pudding'. And to add to it, the year also bestowed your company with numerous awards and accolades in the niche domains of Life Sciences (LS) and Supply Chain Management (SCM) and also for corporate best practices adopted on the whole.

The road forward looks unsteady, as is the nature for many forward looking businesses, especially in today's economic scenario. But we are confident of the strong network we have built globally to prepare ourselves for the future. We are in the continuous process of re-visiting our ways of business processes and making sure that we find innovative solutions to tide across the improbability successfully.

ABOUT US



We are a leading global technology company providing innovative, cost-effective and comprehensive solutions to customers and transforming their businesses through our two key business areas - Life Sciences (LS) and Supply Chain Management (SCM). Started in the year 2000, the Company has become a leader in LS and SCM areas with an annual turnover of ₹ 832 crores.

Besides providing transformational solutions through Consulting, Enterprise Solutions and Mobility, technological innovations have always been the driving force of the company, which in turn helped TAKE's customers achieve consistent growth in their business. Since its inception, TAKE Solutions has differentiated itself through its niche product and service offerings in the areas of Life Sciences and Supply Chain Management. This, coupled with the demonstration of capability to deliver growth consistently earned a unique competitive advantage across geographies. In the LS domain, TAKE offers IP-based software and extensive knowledge-based solutions to enable efficient clinical, regulatory, safety and commercialization processes. TAKE's SCM product suite includes distinct technology with embedded IP that spans enterprise mobility, trading partner collaboration and material tracking.

Considerable efforts have also been made in the last one year to scale up the skill set of human resources at TAKE. These have resulted in a high quality workforce that is passionate towards the work they do. This is besides 'Entrepreneurship' and 'Empowerment' as a means of

keeping the company's human capital engaged and motivated which has always been the core of the company's philosophy. TAKE's core values (Boundaryless Innovation, Differentiate, Equity with Fairness, Integrity and Vibrancy & Joy) is embedded in its culture.

Besides constant innovation in service delivery and customer service, TAKE has been marching forward to explore new possibilities to value add to its portfolio of product and service offerings. For this, various intra and inter organizational platforms have proved helpful. Some of these include TAKE Converge, Confluence and domain level webinars. With proven execution capabilities, TAKE has a presence in over 8 countries and serves more than 400 marquee customers globally which also include more than 150 Fortune 1000 companies. TAKE Solutions is a certified CMMi level 5 organisation with a robust quality management system, 'Quest' for maintaining stringent quality. The company's global headquarters is in Chennai, India; its U.S. headquarters is located in Princeton, New Jersey.

OUR VISION

Be a globally recognized and respected market leader in the domain areas of Life Sciences and Supply Chain Management.

OUR MISSION

Enable business efficiencies for global customers using technology solutions, services and best practices.



Boundaryless Innovation



Differentiate



Integrity



Vibrancy & Joy

OUR CULTURE

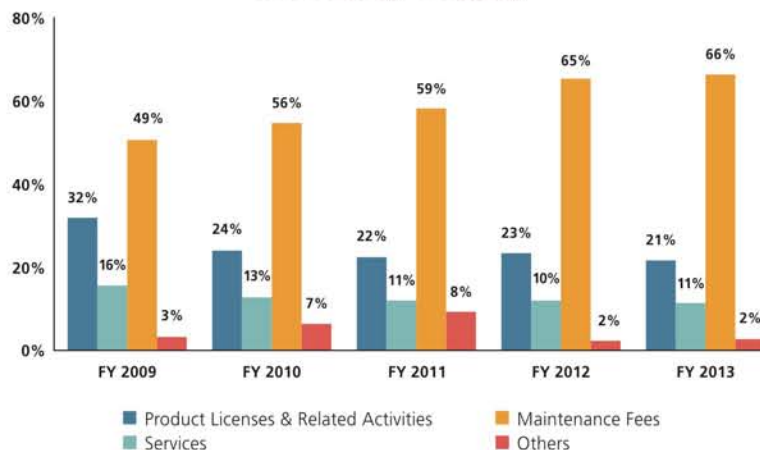
The culture at TAKE is strongly founded on its aspiration to be the best and the values that are imbibed in every employee define this culture globally, setting TAKE apart.

OUR VALUES

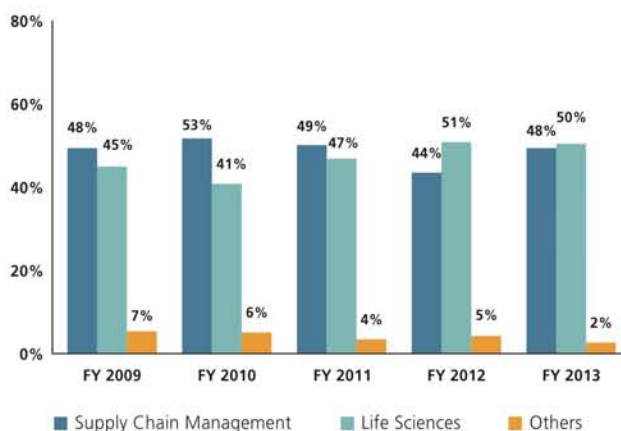
Boundaryless Innovation, Differentiate, Equity with Fairness, Integrity and Vibrancy & Joy.

FINANCIAL HIGHLIGHTS OF 2012 – 2013

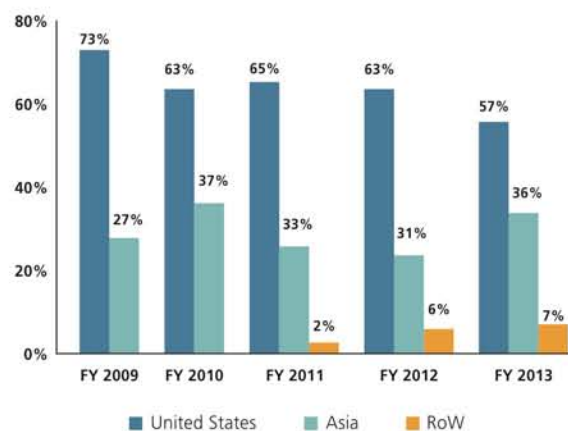
Revenue by Category



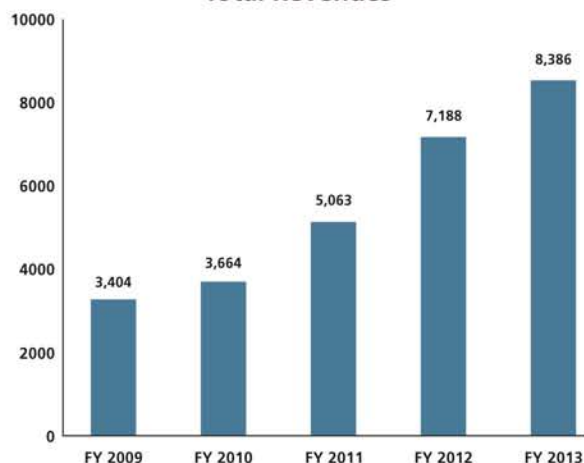
Revenue by Vertical



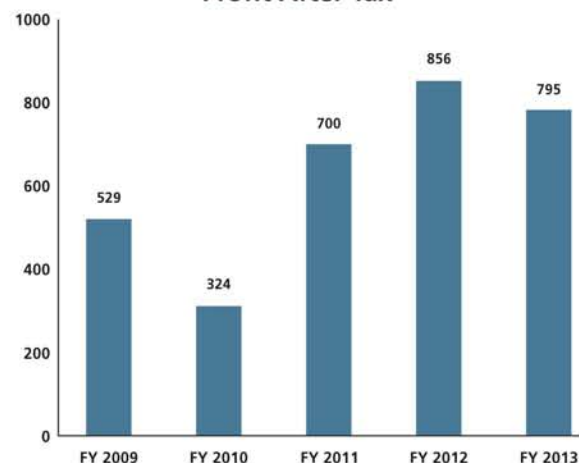
Revenue by Geography



Total Revenues



Profit After Tax



PERFORMANCE HIGHLIGHTS

FINANCIAL GROWTH



- The consolidated operating revenue for the year was INR 8,320 million (USD 152.5 million), a 18% increase over FY 12
- Net Profit for the period was INR 795 million (USD 14.6 million)
- The diluted Earnings Per Share (EPS) for the period was INR 6.61
- The Board recommended total dividend of ₹ 1.00 (100% of paid up capital) for FY 13

CUSTOMER WINS

- Implemented Argus Safety Hosting and Support for a leading bio-pharma company, (with key expertise in respiratory diseases, particularly influenza), based in Melbourne, Australia and Oxford, U.K. This implementation will help the Company to automate its Safety Case Management process and also enable it to do electronic submissions of Safety Cases to FDA and EMA.
- Deployed Asset Management System (TAMS) software, a web and mobility-based application for managing and tracking assets for Sun Network, one of the biggest media houses based out of South India. This enterprise wide initiative will enable the network to gain high visibility within the organization. After successful completion of this assignment, TAKE received an order for providing a solution to address the requirements of Sun Network's Business Intelligence (BI).
- Delivered Plant Maintenance and Material Tracking application for Strides Arcolab, a fully integrated global Life Sciences company using the TAKE Mobility framework 'GEMINI – Material

Tracking'. The application designed for Strides will cover right from receiving the material (raw and packing), Sampling, Picking & Dispensing, to Dispense verification. The integration with weighing scale further will allow Strides to gain complete control over the quantity being received and dispensed without any manual intervention.



- Rolled out a world-wide multi-pronged Multi Channel Management program for a multi-billion dollar Pharma MNC specializing in Animal Health to extend its reach to its customers through digital channels. This portal, with special focus on the US & EU regions facilitates product marketing based on animal species and respective conditions and will expand further to other continents.
- Implementation of Mobile-based Patient Diary System (PaDiSys), for a biopharmaceutical company through a strategic partnership with NowPos, a company that specializes in developing mobile-based solutions for Life Sciences. The solution helps sponsors to improve patients' treatment adherence and compliance towards the protocol and patient reported outcomes. With quick deployment, implementation and simple use for both subjects and clinicians, there is a much higher adherence to a study regimen, thus improving trial compliance.
- Enabled Cipla, one of the top 5 Indian Pharma companies to set up a global pharmacovigilance system through the Argus Safety implementation. The business benefits realized by Cipla are improved regulatory compliance, efficient pharmacovigilance operations and future readiness.

HIGHLIGHTS IN LS & SCM

LIFE SCIENCES

- Received a 'Leader' rating in **IDC** Health Insights' "IDC MarketScape: Worldwide Life Science Drug Safety Services 2013 Vendor Assessment". The IDC MarketScape assessment evaluated leading Drug Safety Services (DSS) providers in the Life Sciences industry. The company's leading position in developing best practices in drug safety, in collaboration with WCI Consulting ensures the currency of our drug safety services, with drug safety strategic consulting and IT services leading the way.
- Clinical Data Interchange Standards Consortium (CDISC) identified TAKE Solutions as a Registered Solution Provider (RSP) which endorses the fact that the company is an expert in implementing the CDISC standards like Define.XML, Study Data Tabulation Model, Study/Trial Design and Model Terminology.
- Partnership with the largest global pharma company in 'Submission Publishing'. Besides 23,000 submissions, the publishing team also supported over 30 clients on SPL, eCTD publishing services.



SUPPLY CHAIN MANAGEMENT

- Launched OneSCM extended supply chain collaboration suite that offers flexible deployment and integration options to support cloud and on-premise JAVA, and .NET architectures
- Signed a Co-Innovation Lab Cooperation Agreement with SAP to co-innovate new products to complement/extend SAP ERP processes by using any of the SAP technologies
- Integrated its 'Asset Management System' application with Cisco's context aware solution. Key challenges in hospitals like excess capital investments & increase in operational costs, inefficiency due to time spent towards searching for medical equipment, sub-optimal patient flow where patient procedures are delayed due to equipment waiting time etc., could be addressed
- Selected as an Independent Software Vendor (ISV) for Honeywell Scanning and Mobility (HSM) for March 2013



AWARDS & ACCOLADES

The year 2012-2013 has been a turning point because of the numerous awards and accolades won thereby setting a high benchmark. The industry acknowledgement received stands testimony to the domain rich expertise we possess in the areas of Life Sciences & Supply Chain Management. Some of the accolades won:

- Recognized by Supply Chain Brain as the "2012 great Supply Chain Partner" in the publication's 10th annual list
- Received SDCE 100 award for third consecutive year for "Return on Investment", a key theme in this year's "100 great Supply Chain Projects"
- Named to Software magazine's 30th Annual Software 500 as one of the world's largest software and service companies
- Ranked by Inc. India magazine as one of India's fastest growing top 500 mid-size companies
- Achieved the ISO 27001:2005 and ISO 9001:2008 certifications for its Quality Management System (QMS)
- Awarded for 'Excellence in Training' given away at the 7th employer branding award at the regional round held in Hyderabad
- Awarded as the "Organization with Innovative HR Practices" at the Asia Pacific HRM Congress Awards 2012 held in Bangalore
- Awarded as the "Organization with Innovative HR Practices" at the 2nd Asian HR Leadership Awards 2012 in Dubai
- Awarded for its exemplary contribution towards employee development under four most prestigious categories viz:
 - ❖ "Dream employer of the year" by Dream Companies To Work For
 - ❖ "Best recruiting evaluation techniques" by RASBIC (Recruiting And Staffing Best In Class awards)
 - ❖ "Award for excellence in training" by EBA (Employer Branding Awards)
 - ❖ "Fun at work" by Fun at Work awards



EVENTS

TAKE CONVERGE 2012

A two day customer event 'CONVERGE' was held between 3rd and 5th June which attracted a cross-section of customer base ranging from Fortune 500 & 'small-to-medium' enterprises that TAKE supports in the areas of Life Sciences and Supply Chain Management.

Continuing the company's commitment to deliver expanded value to its customers through highly topical content and access to industry experts; the customer presentations, expert talk and panel discussions were all focused on the theme of 'Business Transformation through Disruptive Technologies'. The key note address was given by theoretical physicist, best-selling author and frequent contributor on networks such as the Discovery Channel, Dr. Michio Kaku. Appropriately, Dr. Kaku opened the event with a look at technology 20 years into the future. Dr. John Underkoffler, Founder and Chief Scientist, Oblong Industries, and consultant for the movie Minority Report, began the next day with an overview of how graphical user interfaces, such as those depicted in the movie, are emerging to make business data analysis and operations more efficient. Our Vice Chairman and Managing Director, Srinivasan HR, elaborated on the company's vision and direction for 2012 and into 2014.

In addition to multiple customer presentations and panel discussions related to disruptive technologies in a number of industries ranging from oil and gas, consumer packaged goods, aerospace & defense and high tech, attendees also enjoyed one-on-one and group product demonstrations of TAKE's OneSCM[®],



Gemini Series[®], PharmaReady[™] and SafetyReady[™] products as well as an overview of



TAKE's product and services roadmaps. The participants also got an opportunity to have new experiences like hitting top speeds in a NASCAR and Indoor Skydiving. They also had the option to experience a round of Golf at Greg Norman's Course, or go on Kayaking Eco-Tour in the Shingle Creek, the Headwaters to the Florida Everglades.

DIA 2012 ANNUAL MEETING

TAKE Solutions exhibited at the DIA 2012 Annual Meeting held between 25th and 28th June at the Philadelphia Convention Center which witnessed around 6,500 professionals involved in drug development along with over 450 exhibits displayed at the event.



TAKE Solutions was mentioned during a session on "Adverse Event (AE) Reporting in the Era of Web 2.0: The Challenges of Having a Two-Way Conversation" presented by Michael A. Ibara, PharmD, Head of Safety Innovation at Pfizer, Inc.

In his video interview with PharmaVoice, Kris Spahr, Director of Regulatory Services discussed findings in his recently published whitepaper "Outsourcing in Regulatory Affairs: Insights from the Top Pharmaceuticals".

ORACLE OPEN WORLD 2012

TAKE participated at the Oracle OpenWorld held between 30th September and 4th October 2012. This is the world's largest conference for Oracle technologists, business users and partners.



They showcased products and solution offerings for Oracle Life Sciences and E-Business Suites, such as: Clinical, Regulatory, Safety, Discrete & Process Manufacturing, Supply Chain Planning & Executions and CRM.

PIDX OUTREACH MEET

TAKE participated at the PIDX outreach meeting at Mumbai, Delhi and Kuala Lumpur, in the month of July. Petroleum Industry Data Exchange (PIDX) International develops and powers global