



# 17<sup>th</sup> ANNUAL REPORT 2010-11



**TERA SOFTWARE LIMITED**



**Sri D. Seetharamaiah**  
Chairman



**Dr. T. Hanuman Chowdary**  
Director

## **Independent Directors**



**Sri R.S. Bakkannavar**  
Director



**Dr. T.V. Lakshmi**  
Director



**Sri M.V.S.R. Prasad**  
Additional Director



**Sri. T. Gopichand**  
Vice Chairman & Managing Director



**Sri N.V.V. Prasad**  
Executive Director

## **Executive & Promoter Directors**



**Sri K. Rama Rao**  
Director - Projects



**Sri T. Bapaiah Chowdary**  
Director



**Smt. Pavana Devi**  
Director



## Company Overview

The Company with its sixteen years of journey has emerged as one of the fastest growing company in Information Technology Sector pioneering in the field of e-Governance

**Vision:** To add best value to inputs and become dependable source of products and services with quality and time sense thus serving to the utmost satisfaction of the customers

**Mission:** To be the leading Identity and Security Management Solutions provider

**Motto:** Authentic People – Unique Identification

**Technology:** Foolproof, Cost- Effective, Integrity, Inter-operable and Scalable

**Values:** Customer Focus, Teamwork, Integrity, Excellence and Future Focus by preaching and practicing Commitment and Dedication to the work as our core values



AADHAAR Project inaugurated by Hon'ble Chief Minister of Maharashtra State  
Sri Prudviraj Chowhan in Greater Mumbai

## Business Mile stones

Year 2004: First Company to implement IGRS Project in Land Registration Department of Karnataka and have digitized 10 million documents over last 7 years covering the 23 districts of Karnataka.

Year 2006: First Company to automate the work of Maharashtra Sales Tax Department and successfully implemented the same over the last 5 years on BOOR Basis benefiting the tax payers of 2.5 millions. The e-service benefits delivered are e>Returns, e-registration, e-payments, e-Audit, e-annexures. e-refund, c-form utilization, TIN ( Tax identification number) allocation etc.

Year 2006: Executed INDIA's first Biometric (IRIS eye) A.P. Ration card project for issuing coupons in 5 districts of A.P to cover a population of 4.2 million. This Project includes Biometric enrollments and issuance of Cards, data de-duplication .

Year 2011: The only company in India enrolling for the AADHAAR under UIDAI project in all 4 Metro Cities (Delhi, Mumbai, Kolkata, Chennai) simultaneously and the first company to have an order book for 80 million enrolments for AADHAAR.

## Management Team

Sri T. Gopichand: Vice Chairman and Managing Director

Sri N.V.V. Prasad: Executive Director

Sri K. Rama Rao: Director – Projects

Sri C.S. Ravindran: Chief Executive Officer

Sri B.D. Naidu: General Manager (Finance)



## NeGP vision

( The National e-Governance Plan)

Make all Government services accessible to the common man in his locality, through common service delivery outlets and ensure efficiency, transparency & reliability of such services at affordable costs to realise the basic needs of the common man. With this vision, the central Government approved the National e-Governance Plan (NeGP), Comprising of 27 Mission Mode Projects (MMPs) and 10 components. The Government has accorded approval to the vision, approach, strategy, key components and implementation framework for the NeGP. Within this vision the following MMPs are categorized as state, central and integrated:



### Central MMPs

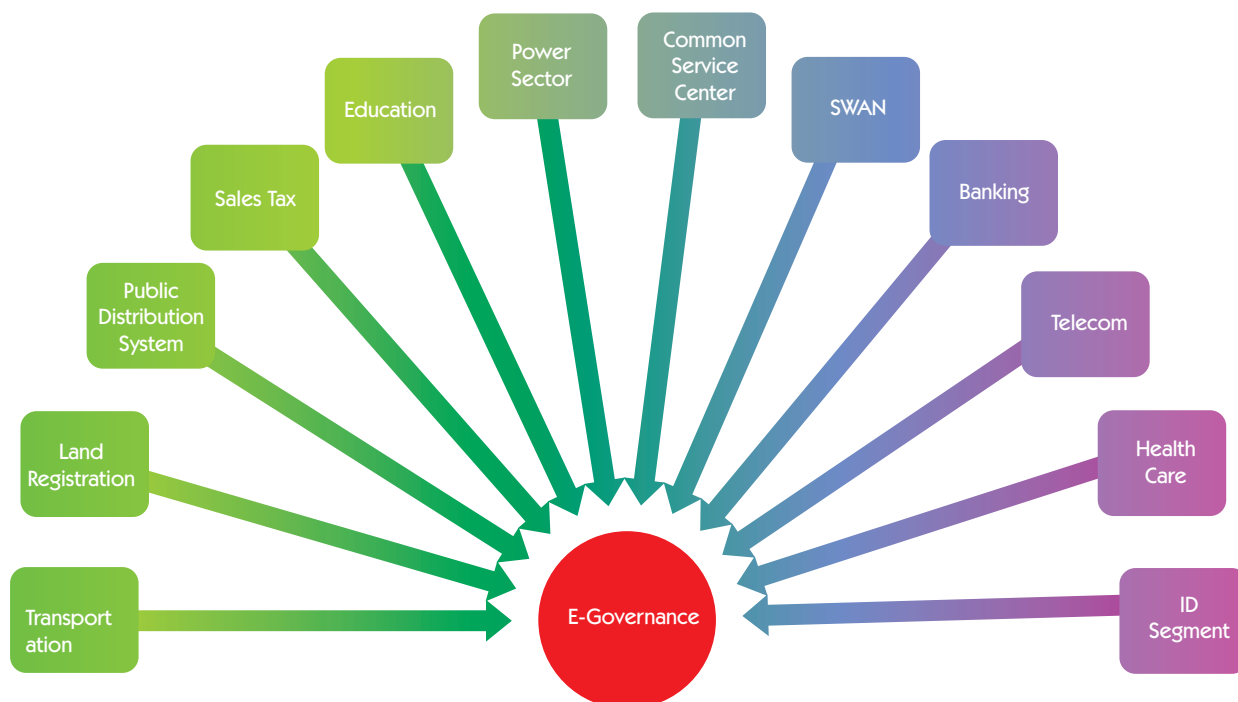
- Banking
- Central Excise & Customs
- Income Tax (IT)
- Insurance
- MCA21
- National Citizen Database (NPR/ UNIQUE ID (UID))
- Passport, Immigration & Visa
- Pension
- e-OFFICE

### State MMPs

- Agriculture
- Commercial Taxes
- e-District
- Employment Exchange
- Land Records
- Municipalities
- Panchayats
- Police
- Property Registration
- Road Transport
- Treasuries

### Integrated MMPs

- CSC
- e-BIZ
- e-COURTS
- e-Procurement
- Electronic Data Interchange (EDI) For Trade (eTrade)
- National E-governance Service Delivery Gateway



Tera Software Presence in the National e-Governance



## Successfully Completed and on Going Projects

### Transportation (KERALA STATE, BIHAR STATE DL/RC) :

Executed KERALAFAST project under BOOT method which includes Biometric enrollments, data de-duplication, establishment of data centers, automation and integration of RTO's. The nature of job is to automate services such as Issue of Driving Licenses, Conductor's Licenses, Registration of Motor Vehicles; Certificate of Fitness to Transport Vehicles, Issue of Regular and temporary Permits to vehicles, Issue of Miscellaneous certificates e.g. NOC, Collection of Taxes to maintain repository information. Issued over 5 million of smart cards, scope involves demographic data entry, 60RTO integration, Build Operate and Transfer the same on BOOT basis.

We can take up Turn Key implementation in this domain

### Land Registration (AP & Karnataka) :

Executed KAVERI project under BOOT method which includes Biometric Enrollments, data de-duplication, Kiosk across the state and establishment of data centers The nature of job is to scan all the documents registered in to digital format and store this digital information on a CD for archival purpose. We have executed automation of over 10 million records as on date and can render fully automated solutions including payment settlements through banking channels.

### Public Distribution System (Enrollment and card Issuance of 4.2 million cards) :

Executed INDIA's first Biometric (IRIS eye) A.P. Ration card project for issuing coupons in 5 districts of A.P. This Project includes Biometric enrollments, data de-duplication & establishment of data centers Tera has developed POC for end to end solutions in PDS including e procurement as well settlement of PDS system through banking channels.

### Automation of Taxes Maharashtra (Covering over 5 Million Payers) :

Executed MAHAVIKAS project under BOOR method which includes Biometric data entry, data de-duplication and establishment of data centers Software is deployed for the effective automation of the Sales Tax department involving Key modules like Dealer Information System (DIS), Returns, Assessment, Appeals, Enforcement, Forms Control and Recovery. With this Tera is now ready to roll out the GST automation across INDIA.

### Education:

Computerization of schools under Rajiv Vidya Mission is done under BOOT method in Andhra Pradesh and Goa

Executed by Providing Infrastructure, i.e., Supply of Hardware, Software, Networking and Providing Computer Education to the Students of 6th to 10th classes by providing the Professional Teachers to the Govt. School Tera has now developed end to end solutions for settlement / issuance of debit cards for education, campus identification system and is now tying up with banks for settlements.

### Power Sector (FMS for Power generation companies for BESCO, Maharashtra, West Bengal, Surat, Delhi, Andhra Pradesh, Madhya Pradesh) :

Executed BESCO project under BOO method by providing Hand Held terminals to facilitate the billing at Customer Premises. Provide necessary Desktops, Servers, UPS, and Printers to facilitate the running of Revenue management software.

Provide qualified Manpower to man the services required.

Provide required stationery for bill generation and report generation, Automation and integration of smart meters which are prepaid.

Having executed 7 FMS projects including GIS, Automation billing and revenue management for the above states. Today Tera has developed smart metering system with pre-paid cards and settlement with the banking system.

### Common Service centers (3000 centers spread across 4 states) :

We implement additional services inline with the latest developments in Telecom/Banking/Healthcare /e-governance segments Tera can Revolutionize the CSC business into very profitable one with the role of Tera limiting to that of providing inputs to assistance portal maintenance and call center which will function on 24/7 basis. Each common servicer center has biometric devices / access control devices for new enrollments to be done.

Tera has today developed a unique solution to rural solutions through IIM Bangalore Karnataka government and banks for Telecom Segment, Travel, G2C services, B2B Services, Telemedicine's

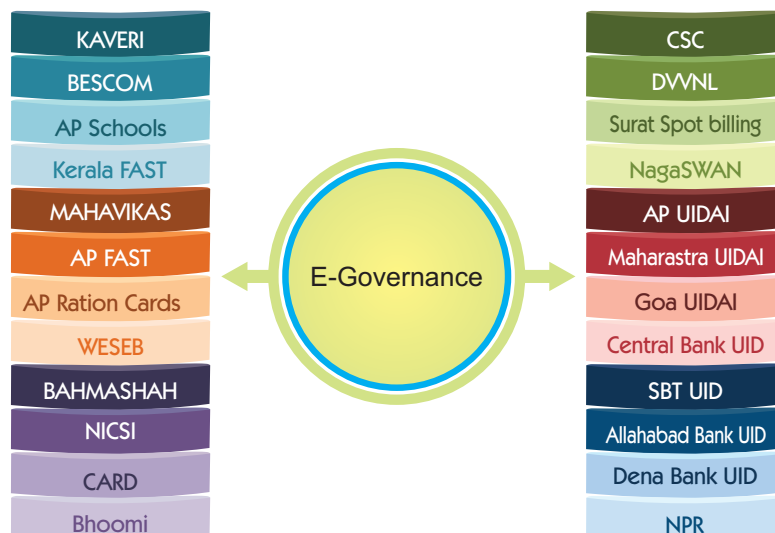


### E-courts Projects:

Tera along with NIC is executing across India in 10 states comprising of District courts, High courts & Supreme Court.

Here Tera is involved in Automation of Courts, E-filing of cases, Attendance of jail convicts / suspects etc.

It is now in the process of developing video conference based solutions as well as Biometric based identification systems.



## Future Focus

### GST Automation and payment collections

All taxes such as sales tax, excise duty, service tax, etc are to be merged into a single tax system called GST Payment and the tax can be paid through this system.

### Delivery of Cash subsidies for the beneficiaries under Public Distribution System

#### (Bi- product of AADHAAR)

The system credits the Cash directly to a Designated Shop from where the Beneficiary Families below the poverty line will procure the items every month as per their entitlement to ensure that there is no scope for, and possibility of, misuse/diversion of Cash.

### E – Toll: Electronic Toll collection system

The system would identify a vehicle passing through a toll gate through the RFID mounted on its windscreen that costs a meager Rs. 100 and charge the appropriate toll that will be debited from owner's account. This will save time, exchange of cash and will prove effective in the tracking stolen vehicles. This is based on UIDAI proposal to Government of India for the Ministry of Road and Transportation which accepted to incorporate this system in all the future roadways tender as well as for the car parking system.

### E – Governance Payment Gateway

E-seva and common service centers can make the payment (electric bills, water bills etc.) through e-governance payment gateway that could be integrated with payment gateway system of the banks.



# AADHAAR



AADHAAR Project inagurated by Hon'ble Chief Minister of Maharashtra State  
**Sri Prudviraj Chowhan** in Greater Mumbai

## Unique Identification Authority of INDIA (UIDAI) – Aadhaar

Government of India launched a new Unique Identity Numbering for all 1200 Million residents of India. It is a twelve digit number and is linked with finger prints, photograph and the eye iris shape of an individual. The new 12 digit Unique Identity number is planned to replace all the existing cards (Ration Card, Voters Identity Card, Driving License, Income Tax Payers Identity Number and Passport etc.).

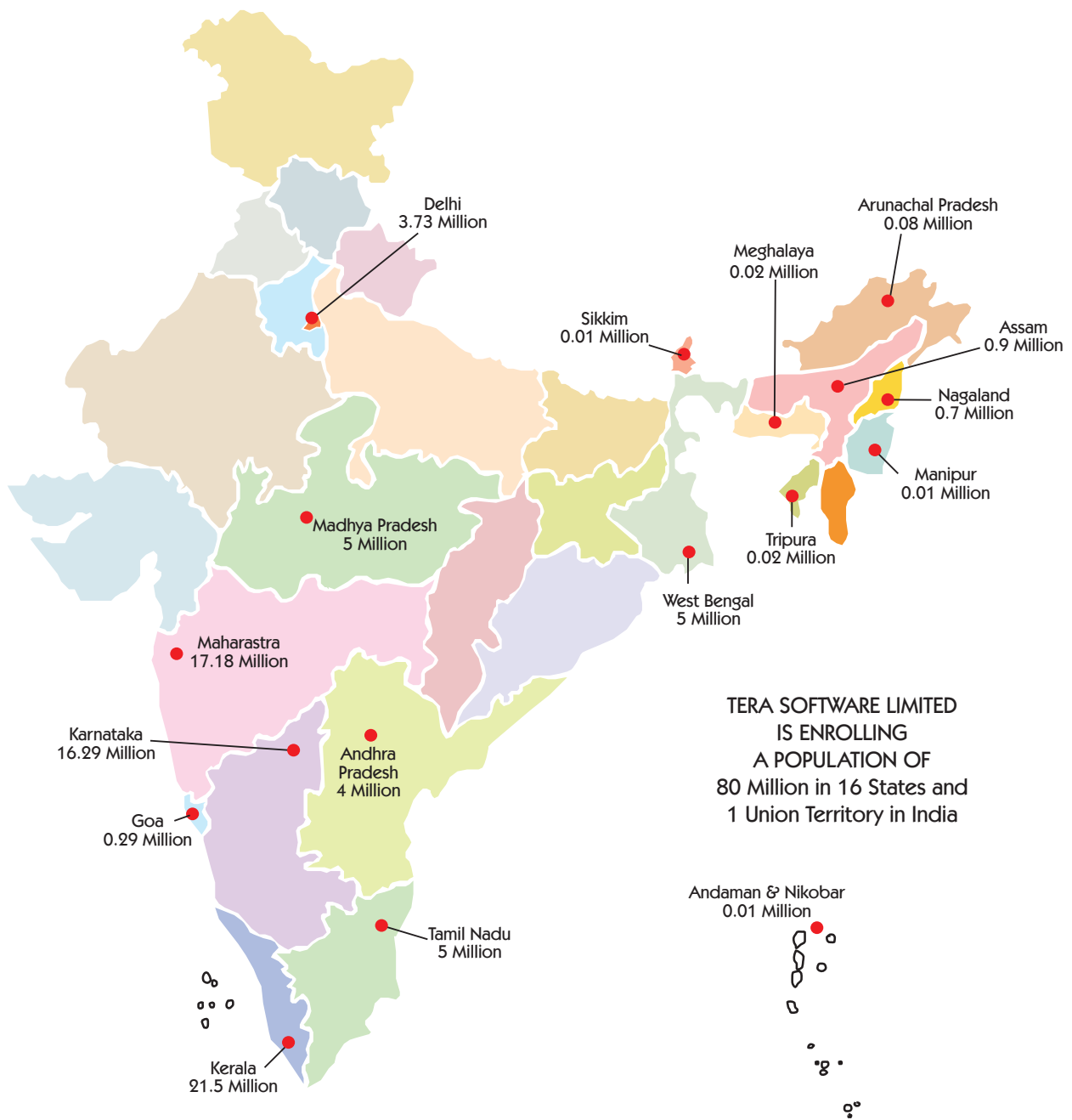


AADHAAR Project in Ranga Reddy District, Andhra Pradesh



AADHAAR Project inaguration in Nagpur, Maharashtra State

## UIDAI (AADHAAR) Participation:



## Enrolment Process



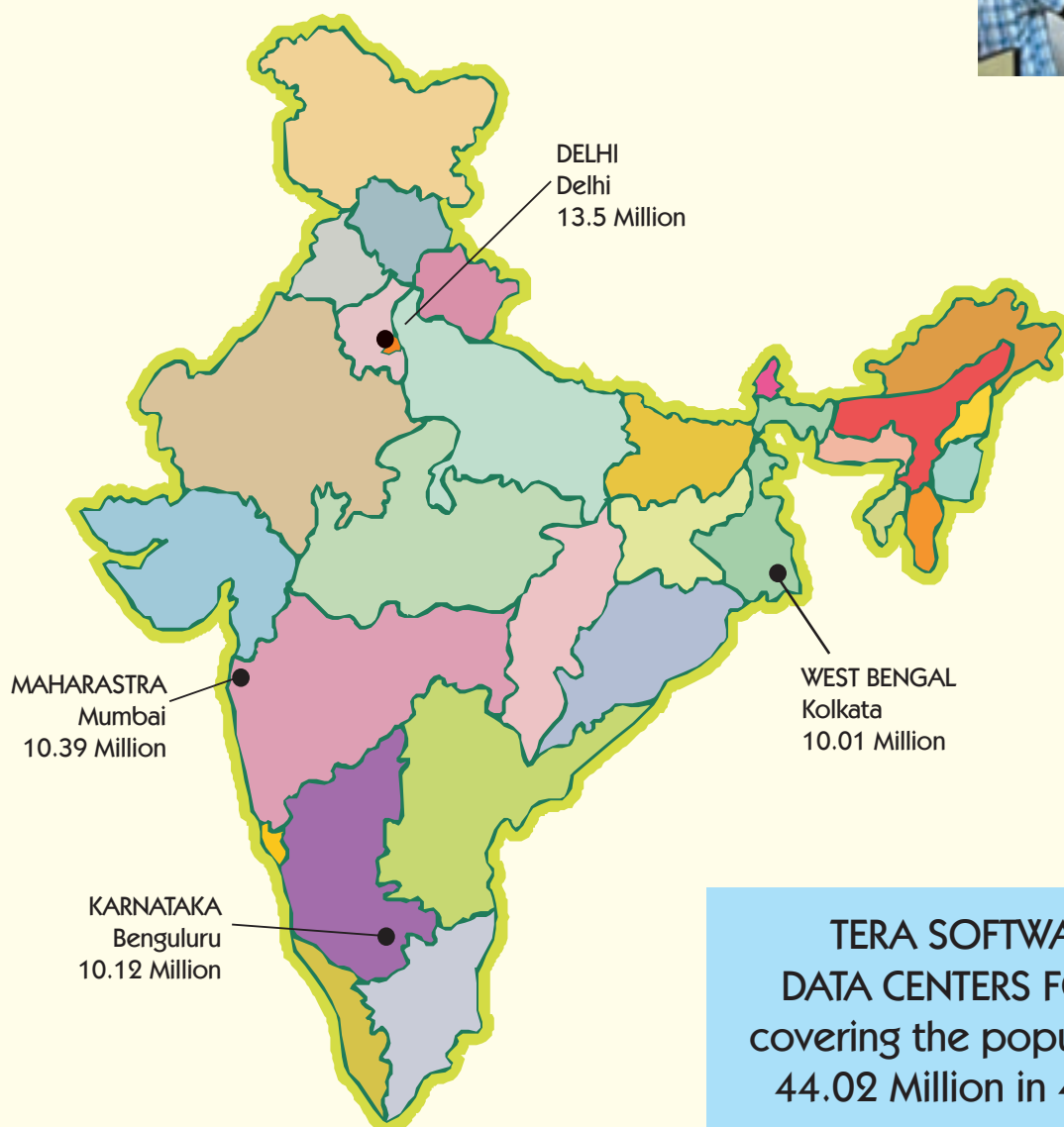


## National Population Register

The NPR is a comprehensive identity database to be maintained by the Registrar General and Census Commissioner of India, Ministry of Home Affairs, Government of India (RGI). The objective of creation of the NPR is to help in better targeting of the benefits and services under the government schemes, improve planning, improve security and prevent identity fraud. The Government of India has initiated the creation of National Population Register (NPR) by collecting specific information of all usual residents in the country during the House listing and Housing Census phase of Census 2011.



## Tera Software NPR Data centers



**TERA SOFTWARE'S  
DATA CENTERS FOR NPR  
covering the population of  
44.02 Million in 4 States**



The agreement signing ceremony with Nagaland State Government for implementing the Nagaland State wide area network project (NagaSWAN)



## Major Clientele

Our customers are our best references and include State and Central Governments active in the e-governance.

Looking at the success of projects undertaken by the company many other States are showing interest in the adoption of e-governance.

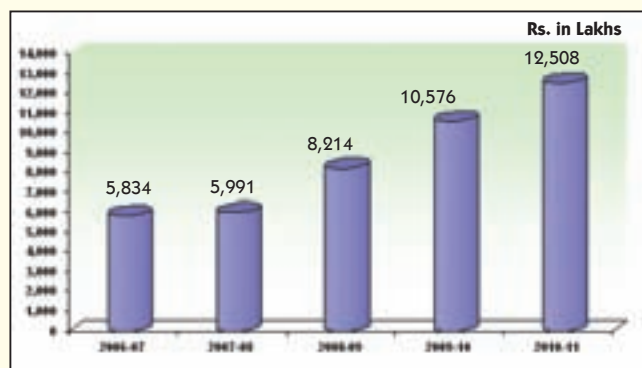
We have customers from the public sector enterprises, Govt. of India undertakings and many large organizations spread across India.

Superior technological products, custom built individual solutions, intuitive operation and simple administration created a long lasting bond with our clients.

Our list of clients cross 30 across the nation and some of them are OUTLINED HERE.



### GROSS TURNOVER



### DIVIDEND PER SHARE (%)

