

COMPANY PROFILE
Sunworks Consultants Pvt. Ltd.

1.0 Background

1.1 Contact Information:

Company Name: **Sunworks Consultant Pvt. Ltd.**

Development &
Data Processing Centre: **550, Phase V,
Udyog Vihar, Gurgaon,
Haryana – 122001
India**

Reg . Office **B-84, Hill View Appartments,
Vasant Vihar, New Delhi-110057**

General Phone Number: **+91 124 4016960 / +91 124 4308957-58**
Fax Number: **+91 124 4308959**
Company Email: **info_sunworks@airtelbroadband.in**
Website: **www.sunworksconsultants.com**

Contact Person / Title: **Mr. Vikas Sharma / CEO,
(vsharm@airtelbroadband.in)**

Contact Phone Number: **+91 9313003832**

1.2 Mission Statement

At Sunworks
it is our constant endeavor
to pursue excellence...
excellence in providing quality solutions
preparing your business for the future,
through sustained long-term commitment,
protecting and enhancing the value
of your IT investments is our goal.
Keeping pace with technology & delivering
responsible, responsive, efficient, proven
solutions.

1.3 Organizational Overview

- Pvt. Ltd Company
- Established in the year 2000 under the name of Sunrise Services
- Products and Services company
- Focus on vertical industry of IT and R&D Solutions
- Focus on horizontal systems for content and workflow management
- Sunworks along with its partners has a repository of highly trained software developers, content writers and domain experts.

We provide innovative solutions that allow our customers:

- To better manage critical information
- Control costs
- Improve performance and improve efficiency through technology

Sunworks has been consistently been in the forefront of delivering solutions, which are socially relevant and conscious of its social contents.

As the industry begins to assess and deploy IT initiatives, Sunworks will be a natural progression in an industry where the integrity, confidentiality and availability of its electronic data are paramount. Sunworks Systems has an unparalleled capability and reputation for assessing the business needs of the enterprise, and working with top management to develop an enterprise-wide architecture for knowledge management, information technology, and information communications.

1.4 Alliances

Strong alliances are critical to a company's success. Sunworks's strategic alliances are designed to help deliver a customer-centric, total solutions approach to solving problems, exploiting

business opportunity, and creating sustainable competitive advantage for our customers. This shared commitment to deliver solutions and services will help make our customers successful in the new economy. Current business relationships are:

- o HCL Computers – Advanced partner
- o Iris India Limited, India - Mumbai
- o Sys Marks International (P) Ltd. , Sri Lanka
- o DSR Solutions, Hyderabad
- o Aarvee Information Systems, Madurai
- o Afro-Asian Development Consortium, New Delhi.
- o IBM India, New Delhi
- o Indus Options Consultants. Oman
- o Independent International Consultants (IIC), Belgium
- o Soft Tech Engineers Pvt. Ltd., Singapore
- o Karishma Software Ltd., Hyderabad

1.5 Clients

- **Sunworks has been developing a J2ME Gaming Application for the Motorola 1000 Mobile Phone. Sunworks secured the contract from Geolink Partners, USA in August, 2005.**
- **Sunworks is working with the Department of Information Technology, Government of India in the design and development of the first ever IPR Management System (including an R&D Management Information System) in the World. This tracks an IPR from the idea to the technology, and then its commercialisation into the industry with key inputs from leading IPR experts including Filenet, USA for Content Management.**
- Sunworks is also working with Mico-Bosch, India for the Computerization and Re-Engineering of their Production Processes in alliance with IIC Sprl., Belgium.
- Sunworks is working with Bureau of Indian Standards, Government of India for the development of an Export Alert system for the Government of India and the Industry to counter the threats of Technical Barriers to trade from countries like China, USA, Japan etc.
- Sunworks is working with St.Stephens Hospital, New Delhi, Shanti Mukand Hospital, New Delhi, Pentamed Hospital New Delhi, Kothari Medical Centre, Kolkata, KEM Hospital, Pune, Ruby Hall Clinic, Pune and other hospitals all across the country as their Business Process Restructuring Consultants. This also includes implementation of Hospital Information System
- **Sunworks is working for the Department of Science and Technology in the area of Palm pilot devices and their integration with an integrated Health Information Systems. (MARCH). This Project has been funded by the Technology Development Board and is termed as the development of Public Health Information Systems or Medical Access for Community Health System or MARCH System.**
- Sunworks, Karishma & IRIS are currently the Apex Consultant to the Government of Maharashtra, for their Intranet and Internet Initiatives. As Apex Consultants, our role is to prepare the Road Map for the Initiatives & Design and Develop the Applications. Also we provide necessary consulting services to all Departments in identifying various IT initiatives with a specific focus on the Aims and Objectives of the Departments.
- Sunworks, Karishma & IRIS has developed the Dynamic/ Database State Citizen Portal www.maharashtra.gov.in. and www.nmmconline.com.
- Sunworks had also designed and developed www.indiainsure.com, www.missionreach.org

along with Karishma Software Ltd.

- Sunworks, Karishma & IRIS are currently engaged by Navi Mumbai Municipal Corporation for the web services and is building a comprehensive Grievance Redressal System, which has an integrated framework with Tender Management System, Citizen Charter, File Tracking System, Agenda Management System and Works & Inspection System.
- Sunworks is also working with the Jammu and Kashmir government so as to streamline their medical infrastructure along with public private partnership for referral purposes.
- Sunworks has been engaged by various pharmaceutical companies, chemical companies, biotech companies, IT companies to advise on technology transfer, pricing and evaluation issues. (Bharat Serums and Vaccines, Mumbai, Organic Coatings Ltd, Mumbai, Panacea Biotech, New Delhi, Government of India (Technology Development Board, TIFAC etc.)
- Sunworks & Karishma engaged with various Central / State Government Agencies/ for providing IT Consultancy Services, which are in various stages of execution.
- Made Systems Requirement Studies for large hospitals like St. Stephens Hospital, New Delhi, Shanti Mukand Hospital, New Delhi.
- Worked with CARE Hospitals for Telemedicine Projects
- Currently working with IBM Life Sciences in the area of patent management systems
- Have worked in Sahara Hospital, Sanakara Eye Hospital (Coimbatore) in the area of telemedicine research
- Successfully Conducted a Research Study for Organic Coatings Ltd on Flexo Inks
- Currently conducting studies on Bio-Fertilizers usage in the State of Orissa with Panacea Biotech Conducted Technology Feasibility Study on Clinical Decision Support System (being developed by Karishma Software Ltd and funded by TIFAC)
- Currently Conducting Technology Feasibility Study on Disease Surveillance Systems
- Conducted Pharmaceutical Research Study for Bharat Serums & Vaccines Ltd
- Conducted Technology Evaluation on the technology of Interlocking Tiles, Electricity Meters Synthetic Seals etc.

1.6 List of Products

The complete suit of products offered by Sunworks include

a. Public Health Information Systems (MARCH)

PHIS is a high performance user-friendly online information system, which covers all the areas of operation in the healthcare industry and automates decision making in terms of procurement, management, responsive action to emergencies etc. It is also viewed as an ehealth system.

b. SportsMed (Web-Enabled Sports Medicine Database)

c. TECH WORKS (Research Knowledge Management System)

Knowledge Warehouse suite of products provides an integrated platform for the deployment of enterprise information solutions to meet the business needs. Knowledge Warehouse provides the power to manage business critical information electronically secure from a single desktop across the World Wide Web.

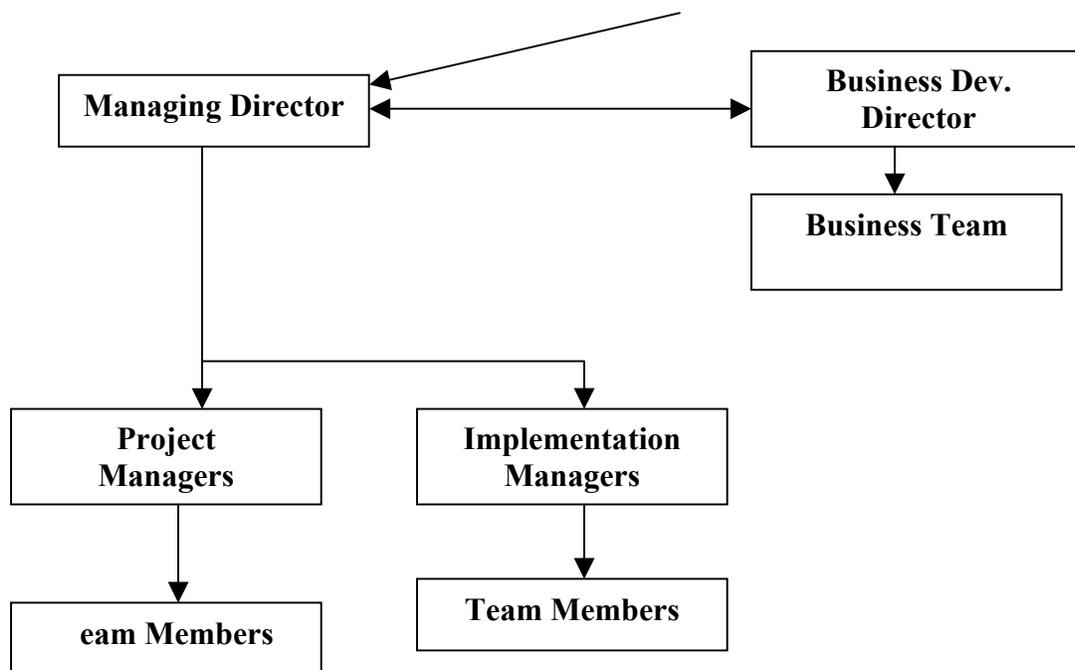
d. ManageHealth (Web enabled Healthcare System)

A comprehensive solution on the web that links the complete process of healthcare information needs. The system will be based on pure Java implementation with HL7 and DICOM 3.0 standards. The mission of ManageHealth is to provide technology that enables its customers to be the preferred stop for medical information and transaction processing on the web.

e. SANJEEVA (Telemedicine Solution)

The ‘SANJEEVA; telemedicine establishes connectivity between primary health care centers and expert centers or specialty hospitals. The project broadly comprises of video conferencing facilities, electronic patient records, medical imaging (DICOM Images), medical equipment connectivity and expert consultation

1.7 Organizational Structure:



2.0 Resource

2.1 Human Resources

Human capital is our most important asset. A qualified and highly specialized team with multi-disciplinary approach forms the technical core at Sunworks. This repository of talented and committed software developers has a proven track record to ensure success in IT solution implementation. With skills ranging from business process re-engineering to application development, Sunworks's technical team seeks to constantly enhance and expand its technical knowledge. Capturing knowledge through procedures and processes is the premise on which the entire organization works. Sunworks's resource base consists of IIT engineers (three including the

Directors), management graduates, masters in computer applications and domain experts from various fields

- a) We have a content team of more than 100 years of combined experience
- b) Management Team consists of Managing Director and Executive Director
- c) **Total Number of Employees: 22**

Dr. N. K. Sharma, Chairman

Dr. N.K. Sharma is an Electrical Engineering graduate from IIT Madras and a post-graduate in Business Administration (MBA) from Delhi University (Faculty of Management Studies) with professional experience of over 30 years. All along his professional career, he has been deeply involved in the Research and Development activities in the country and marketing, design, and implementation of large projects based on Indian/foreign technologies both in India and abroad. Since June 1986, he is the Chief Executive (Managing Director) of National Research Development Corporation, which is the premier technology transfer organization in the country. He has contributed significantly to the development, promotion and commercialization of technologies being a member of a number of National Committees of Technology Information Forecasting & Assessment Council (TIFAC), Venture Capital Fund (VCF) of Industrial Development Bank of India (IDBI) and Vice Chairman of Consultancy Development Centre, New Delhi, Member of various Advisory Committees of Foundation of Innovation and Technology Transfer, All India Management Association and Science & Technology Committees of Planning commission, CSIR, DSIR, DST, State S&T Councils, etc. He has traveled widely and is a well-known international expert in New Technology area.

Mr. Vikas Sharma (CEO)

- ❑ Graduated from IIT Delhi (B.TECH)
- ❑ Worked with SAP Labs India for two years as software consultant
- ❑ Worked with Sapient India for two years as software architect
- ❑ Implemented Computerization of large hospitals like St.Stephens Hospital, New Delhi, Shanti Mukand Hospital, New Delhi, KEM Hospital, Pune, Ruby Hall Clinic Pune.
- ❑ Worked with Karishma Software Ltd. as Telemedicine Consultant
- ❑ Currently managing an IT consulting company (Sunworks Consultants Pvt. Ltd.) along with research work in research information systems
- ❑ Consultant to Karishma Software Ltd. for Clinical Decision Support System Project (funded by TIFAC, DST).
- ❑ Have worked in Sahara Hospital, Sankara Eye Hospital (Coimbatore) in the area of telemedicine with Karishma Software Ltd.
- ❑ Consultant to Organic Coatings Ltd. for the development of Heat Sensitive Labels for the Pharmaceutical Industry
- ❑ Worked with CARE Hospitals for Telemedicine Projects
- ❑ Project Successfully Executed involved Enterprise Integration, Supply Chain Management, B2B Systems, Intranet Solutions, HIPPA Healthcare Systems etc.

Sidarth K Bhatia , CFO

He qualified as Chartered Accountant in 1982. Further become Certified Public Accountant in 1985 by passing the examination conducted by American Institute of Certified Public

Accountants, New York. He has worked in public accounting field both in India and abroad and has experience of more than twenty years in the field of Accounting , Finance , Income Tax , Company Law matters and Management Consultancy. He has worked with the following in managerial capacity:

- ❑ Indo Rama Synthetics (I) Ltd, New Delhi as AGM – Finance & Accounts
- ❑ Altos India Ltd, New Delhi as AGM – Finance & Accounts
- ❑ Mazars & Co, Certified Public Accountants, New York as manager
- ❑ Avery India Ltd (GE Group), New Delhi as Head of Finance, Northern India
- ❑ **Has Audited a number of hospitals, day care centres etc during his career along with designing a financial management systems for such institutions**

2.2 Board of Advisors

The Company has an advisory board consisting of industry experts, medical experts and administrators who advise the company on matters pertaining to the vision, objectives, planning and execution of orders.

Chairman of Board of Advisors: Dr. N.K.Sharma

Name: Grp Captain V.N.Seth

Designation: Executive Director, Batra Hospital (one of the biggest private hospitals in Delhi)

Age: 57

Important Positions held:

Service with Indian Air Force for 15 Years. Ex-Vice Chairman of G.M.Modi Hospital. His stints with large private hospitals in terms of administration of these hospitals has led to his immense knowledge in the area of hospital administration, disease control administration, hospital reporting etc.

Name : Dr.Gupta

Designation : Medical Director, Venu Eye Institute, New Delhi

Value: **Dr.Gupta is a highly regarded Ophthalmologist** involved with the healthcare system.

He has vast overseas linkages due to his involvement in generation of funds for the Venu Eye Society.

Name : Dr. S.S. Srinamachari

Designation: Advisor

Age: 70 Years

Current Position: Director, Pathology Deptt., Safderjung Hospital

Important Positions held:

Ex- Deputy Director General, ICMR

Considered the father of Indian Pathology with over 15 patents. He is a highly respectable pathologist having been on the national task force on SARS Prevention as well as other high level medical committees.

Name : Mr.Chander Mohan, ex-CEO, Punjab Tractors Ltd., currently CEO 21st Century Battery Ltd.

Designation : Advisor

Value : Mr.Chander Mohan has a vast experience in dealing with large projects and also has a vast contact base in the Silicon Valley (USA). Being closely involved with the government, he also brings in a rich government contacts base.

Name : Dr. P.S.Prasad

Designation : Advisor

Age: 40 Years

Current Position: Managing Director, Panacea International Ltd. (A Biotech Company)

Value: Dr.Prasad has very contacts in the health ministry in the State Governments of Eastern States in India (Jharkhand, Chattisgarh, Assam, Orissa, Tripper, Manipur etc). Internationally his contacts are in Sri Lanka, Nigeria and the UK. His knowledge of the entire healthcare system is also a useful asset.

2.3 Personnel

The Company also has a team of qualified professionals in the area of healthcare, IT and allied domains.

S.No.	Domain	Education Level	Level of Personnel	No. of Personnel
1.	Gaming Apps	MCA / B.E	Middle Level	2
2.	Healthcare	Graduates with Experience in Hospitals	Entry Level	3
3.	IT	MCA with 4 years experience	Middle Level	4
4.	IT	MCA/B.TECH with 2 years Work Experience	Middle Level (Analysts)	3
5.	IT	MCA/B.TECH	Entry Level System Testers, IT Engineers	5
6.	Support Staff	Graduates	Entry Level (Administration)	1
7.	Marketing	MBA	Entry and Middle Level	2
8.	Finance & accounts	MBA (Finance)	Middle Level	1

2.0 Current Research and Development:

- The current R & D efforts are primarily aimed at the following segments in the healthcare industry:
- Developing a system for integrating medical schools with major hospitals for knowledge gathering, sharing and learning
- Enhancing and adding functionalities to the existing telemedicine product which is effective and affordable using the latest technologies and communication infrastructure available
- Developing a Clinical Decision Support System to aid doctors in difficult to diagnose cases using Artificial Intelligence and Probabilistic Techniques.

3.0 New Technology Capability and Positions:

The organization has a process in place, which addresses the issue of incorporating emerging technologies into the product design. The process is as follows:

- a. Core committee on new development evaluates and identifies new technology for the purpose of integration.
- b. The research and development department identifies the resource and people and formulates the process for working while setting key performance indicator.
- c. A thorough study of the new technology along the tools is made and documented
- d. Estimates are made as to the impact of the new technology on the products developed by the company
- e. Effort estimates are made for introducing the new technologies
- f. Client feedback is received about the efforts needed and the advantages of the new technology
- g. The core committee takes a knowledgeable decision as to the advantages and efforts required and approves the introduction of the technology
- h. The affected personnel are trained in the new technologies
- i. The new technology is introduced and the product is enhanced
- j. The clients are informed about the enhancement and introduction of related documents are prepared for the changeover
- k. The clients are guided in implementing the new technologies

Being a technology driven company we are always exploring ways of enhancing our product capabilities and aim at providing the latest state-of-the-art products to our customers. We have incorporated the PDAs and the smart card already in the system. We are currently evaluating blue tooth capability and the Tablet PC relevance to the field.

4.0 Infrastructure:

Sunworks's infrastructure and technology helps the company meet the needs of the customer. Sunworks has a state-of-the-art technology center which is equipped with the latest hardware and software.

5.0 System Software and Programming Tools:

The software team at Sunworks has extensively worked on various flavours of Unix and Windows based environment. Few of the Unix operating systems, which have been used by the organisation, are Sun Solaris, Tru64 UNIX & Linux.

The team at Sunworks has developed large scale and complex applications on Oracle, SQL Server and DB2. There is also substantial working expertise on MySql and MSAccess.

The webserver experience extends to the following:

- Apache on Unix and NT Servers
- IIS on NT Platforms

- J2EE Compliant web servers (JSP ver 1.10 & Java Servlet vers 2.2)
- Netscape Server
- Oracle WebServer

Operating Systems: OS/400, UNIX, Windows NT/2000, Windows 3.11/95/98

Database Environment: DB2, Oracle, SQL Server, MS Access, MySQL, CICS

Languages: Java, EJB, XML, RMI, WAP, C/C++, CL/400, RPG, ActiveX, ASP, and CORBA

Web Enabled Systems: MS-IIS, Visual Interdev, Websphere, Weblogic

Front End Tools: Visual Basic, Visual C++, Power Builder, VisualAge, Jbuilder, Developer 2000

Web Designing Tool: FrontPage 2000, Flash

Data and Object Modeling: Rational Rose

Our Team members have extensive knowledge in Oracle Products ranging from Oracle 7.3 to 9i, Developer 6i, Oracle 9iAS and other oracle products.

6.0 Future Target Markets:

- ❑ We are actively involved in developing research information systems and IPR Related information Systems, and are actively pursuing the government of India.
- ❑ The defense organization of the government of India is interested in providing telemedicine facilities to its hospitals all over the country. We are targeting this industry for telemedicine.
- ❑ The organization is actively investing in R & D to develop products intelligent smart solutions for the underdeveloped countries industry. We are developing smart card technology to store the biometric information and personal health records of patients, which will be integrated with the Healthcare Information Systems and other applications in the industry.
- ❑ The organization has been awarded a Central Government Funded Project to integrate Palm Pilots along with Telemedicine Solution. This is under development and should give us the capability to integrate 50 small centres to a few selected hospitals for public health systems development.
- ❑ The Organization has developed a set of specifications for Technahoo.com, a Technology site especially designed for the users to have specialized knowledge for the process of technology offerings, technology development and commercialization.