

Building relationships



IT SOLUTIONS PAR EXCELLENCE

# SMG Infosolutions Pvt Ltd

C O M P A N Y P R O F I L E

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**SMG Infosolutions Pvt. Ltd.**  
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## Management Team



**Nilam Desai, CEO**  
B.E. Inst. and Control  
MBA Marketing  
[nilam@smginfotech.com](mailto:nilam@smginfotech.com)  
Mobile +91-9898067783

**Nilam Desai** started his career at Concept Computers Pvt. Ltd. as Marketing Manager in April 1991 after completing his Master's in Business Administration from one of the premier management schools in India, [B.K. School of Business Management](#). His technical and management education, undying efforts and sincerity towards work fetched him many accolades. He was instrumental in getting major corporate and government orders. Being a tireless performer, he abhors procrastination. He has the vision, capabilities and gusto to lead Team-SMG. He likes deadlines & targets and invariably achieves them.

In May 1992 he partnered with Shailendra Goyal to realize the dream called SMG. Under his leadership the sales grew, new business avenues and operations were added, team SMG strengthened and many milestones were achieved.



**Shailendra Goyal, CTO,**  
M.Sc. Electronics, DCA  
[sg@smginfotech.com](mailto:sg@smginfotech.com)  
Mobile +91-9898067784

After finishing his Masters in Science (M. Sc.-Electronics), **Shailendra Goyal** started his career as a junior scientist at India's premier research institute, [Physical Research Laboratory](#). A certificate course in computer applications proved to be the turning point in his career. For a brief period he taught C language programming to Engineering students and worked as a Programmer. He developed complex business applications for Accounts, Inventory, Invoicing, Telecom applications like automated directory enquiry with IVRS, directory layout creation etc. SMG started as thought in his mind under a banyan tree near a temple in 1991. A creative individual, his interests range from cooking and music to photography. For him, life is a quest for better solutions. Under his technical leadership and acumen SMG successfully developed many packaged and custom software products for local and global markets.



**Dipa Shah**  
**Team Leader**  
B.Sc. DCA  
[dipa@smginfotech.com](mailto:dipa@smginfotech.com)

**Dipa Shah** has over 15 Years of industry experience and is an expert in numerous technologies as they evolved from Unix to DOS to Windows to web to Cloud. Picking up new technologies is her forte. She excels in independently handling a project and has a thorough understanding of the complete SDLC. She likes technical challenges, and is never bogged down by failures. She is a dedicated and self-motivated person and when it comes to achieving deadlines she can go on and on and on ... in a recursive loop.



**Bharat Pedhadiya**  
**Team Leader**  
B.E. Computer Science  
[dipa@smginfotech.com](mailto:dipa@smginfotech.com)

**Bharat Pedhadiya** is working with SMG since 2007 and leads the development team. Directly responsible for deliveries and implementation, he is amongst the busiest persons in the organization. A geek and tech bug he firmly believes that if something can be visualized it can be done. He is a beacon for programmers lost in the tech-sea.

### Management Team

Nilam Desai, CEO

Shailendra Goyal, CTO

Dipa Shah, Team Leader

Bharat Pedharia

**ESTABLISHED**  
1992

**INCORPORATED AS**  
SYSTEMS  
MANAGEMENT  
GROUP

**BUSINESS STREAMS**  
Software Products  
Custom solutions  
Product Maintenance  
Outsource partners

## SMG Infosolutions Pvt Ltd

**I**ncorporated in 1992 as Systems Management Group, SMG Infosolutions Pvt. Ltd offers software development services and IT solutions to enterprises and software development organisations. SMG also implements dedicated Offshore Development Centres (ODCs) to serve as an extension of its customers' endeavour to develop and implement cost-effective IT solutions, with a view to lower their total cost and time-to-market.

**T**he Company provides software products, custom IT services and solutions for a variety of industry verticals including Accounts, Inventory, Transport, Distribution, Retail, Manufacturing and business processes, Human Resources etc. These solutions and services include Managed IT Services, Application Software Development & Maintenance, IT consulting and various Transaction Processing services.

**T**he Company relies on a highly talented, well qualified and experienced team to offer optimal solutions.

**T**he Company integrates its products and services to create custom solutions for enterprises to adapt with today's dynamic business environment.



## Software Products

SMG has developed a number of software solutions (Products) for specific business requirements and markets them under the **AXIS®** range of products and solutions. **AXIS®** is a registered Trademark of SMG.



### Product Websites

[www.axisgatepass.com](http://www.axisgatepass.com)

[www.abook.in](http://www.abook.in)

[www.myecargo.com](http://www.myecargo.com)

[www.axiscrm.in](http://www.axiscrm.in)

- ❖ **AXIS® Gatepass** – This is a Client-Server Enterprise-wide Security Management application that manages activities at the entry points of an organization. It is a comprehensive security management application for organizations having multiple entry points and where visitors are required to be authorized by the staff before granting entry into the premises. The basic application comes with a 50 seat license, webcam and barcode reader. There are many add-on modules like Vehicle in-out, Material in-out, Contract workers, pre-approved visitors etc. ([www.axisgatepass.com](http://www.axisgatepass.com))
- ❖ **AXIS® Adwoqs** – is an application for Aluminium doors and windows makers. The application maintains a design database, Bill of materials (BOM) & it can generate quotations, 1D cutting optimisation for extrusion etc.
- ❖ **AXIS® Exposure** - is software for expositions and exhibitions. It is an ideal solution for B2B exhibition organizers. It is a marketing tool that takes care of registration, badge generation, check-in, check-out etc.
- ❖ **Cinematix** - is a modern, affordable and flexible ticketing software for cinemas, theatres, arenas, stadiums and concert venues. It is a highly flexible application designed for theatre owners and Cinema distributors. It helps in managing operations of ticketing and allotment of seats to buyers for current show or for advance booking.
- ❖ **AXIS® Abook** – A new generation Contact Management Software that helps in managing contacts. One can print mailing labels, Envelops, Address books easily and without any trial & error. One can use pre-defined formats or design own custom formats. This is a boxed product and is sold as a retail product and through a dealer channel ([www.abook.in](http://www.abook.in))
- ❖ **AXIS® MyEcargo** - My eCargo is a low-cost web application for multi-location freight, cargo and courier companies. MyEcargo allows booking a shipment and issuing a receipt from all branches. It tracks consignment delivery and payments. It synchronises with Axis-Pro II to maintain global accounting at HO. It also has a complaint management module. ([www.myecargo.com](http://www.myecargo.com))
- ❖ **AXIS® TNA** - This is versatile software for managing Time and Attendance of employees in an organisation. It records attendance by using a PC based-barcode solution or by accessing data from an offline attendance device. It has provision to define policies and rules for late-coming, early-leaving, uninformed-absence, overtime etc. It maintains holiday, leave and out-duty records.



# Software Development Services

At SMG, we offer full cycle custom software development and programming services. We can start from a product idea, design specifications, complete the development & testing and provide implementation and support services. We can implement dedicated Offshore Development Centres (ODCs) to develop and implement cost-effective IT solutions, with a view to lower the total cost and time-to-market.

SMG has the experience, skill and proven track record to undertake

- Enterprise-wide network & client-server applications
- Web Applications and services
- Product maintenance – pre and post implementation support
- Product development – from concept to prototype and final product
- Product re-engineering –switch from legacy to contemporary

We have the resources and talent pool to take up project in various industry verticals like manufacturing, distribution and trading, Retail, Cargo & Transport etc. We have implemented IT solutions for various application needs like accounts, inventory, administration & Human resource, infrastructure & asset management etc.

Our development team can take up projects to be developed and maintained using the following tools







- Microsoft technologies - .net programming (VB, VB.net, ASP.net, C#) using Visual studio
- Web 2.0 technologies – Ajax, XML
- Database servers - MS SQL server& MySQL
- Project management - Dot project, in-house application
- Designing tools – MS Visio



**Partners & Associates**

Microsoft  
 Nexvision SAS  
 Kumbh Design  
 Virtue Team  
 Alliance One/HP  
 EBLA Computer

## Partners & Associates

|   |   |
|---|---|
|    | <p>We are Microsoft Action Pack software Development and Design partners. All our team members are professionally qualified and have a minimum experience of 2 years working with Microsoft technologies.</p>   |
|    | <p>Nexvision eyetronic SAS, France. Nexvision, <a href="http://www.nexvision.fr">NVI</a> is one of the European leaders in the field of network and electronic vision systems. Our team works actively with Nexvision to provide solutions ranging from defence to cinema and primarily deal with electronic vision, image and video analysis.<a href="http://www.nexvision.fr">http://www.nexvision.fr</a></p> |
|   | <p>Kumbh design and SMG are partners since last many years and work in tandem. Kumbh design excels in converting ideas into creative graphics. Together we have developed software solutions that are robust, user friendly with pleasing user interface (UI).<br/> <a href="http://www.kumbhdesign.com">http://www.kumbhdesign.com</a></p>   |
|  | <p>VirtueTeam excels in content management solutions. They create and manage portals, develop custom templates and components for content management tools like Joomla, Wordpress and Drupal etc. We work together on many technology projects. Our synergy provides comprehensive one stop solutions to our customers.<br/> <a href="http://www.virtueteam.com">http://www.virtueteam.com</a></p>              |
|  | <p><a href="http://www.smg.com">SMG</a> is registered as an ISV with HP Alliance one Partner program.</p>   |
|  | <p>Our partners and associates for United Arab Emirates, Kuwait and Qatar. EBLA Computer Consultancy Company is a privately owned Kuwaiti Company established in 1993 with branch offices in Qatar, UAE (Abu Dhabi &amp; Dubai), the Kingdom of Saudi Arabia and Egypt. The main focus of the company is to provide IT Solutions and IT Consultancy and Professional Services to its customers.</p>             |



Duke Plasto Technique  
 Diwanchand Ramsharan  
 Hallmark Compressor  
 N.A.CORPORATION  
 AAKAF STEEL LTD.  
 Megha Roto Tech Pvt. Ltd.  
 Bonny Orthotech Pvt. Ltd.  
 Meenar Merchants Pvt. Ltd.  
 Okhai (CSR of Tata  
 Chemicals Ltd.)  
 REX Environment Service  
 Jubilee Export Overseas  
 Cure Sight Laser Centre  
 Protocol Online Services  
 Ahmedabad Medical Asso  
 Zeeta Electrical Engineering  
 Om Infosys  
 Sadguru's Mission Fitness  
 Narayan Seva Samaj  
 Safe Solutions  
 Sharda Granite  
 Electrical Overhead  
 Corporation  
 Jashubhai Jewelers  
 Pushp Group - Sthapatya  
 Altius Exim Pvt. Ltd.  
 Zen Enterprises  
 Aashvi Impex  
 Ganesh Transport  
 Patel Ashishkumar Ambalal  
 D'Sons Auto  
 GRD Crystal Industries  
 Integrated Innovators  
 Manju Shree Roadlines  
 Prabhat Batteries  
 Avani Apparels  
 Vintech Industries Pvt. Ltd.

... and many more

## Some of our valued customers



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Infinite resolve



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BUILT TO WIN



Rexroth  
Bosch Group



RICOH



LANCO



ESSELWORLD  
IT'S YOUR WORLD



DSCL  
DCM SHRIRAM CONSOLIDATED LTD



PEPSICO



बैंक ऑफ बड़ौदा  
Bank of Baroda



GUJARAT GAS



WRIGLEY  
A Subsidiary of Mars, Incorporated



HAVELLS



BIRLA  
CEMENT  
MP BIRLA GROUP



GUJARAT  
STATE  
FERTILIZERS &  
CHEMICALS LTD.  
An ISO-Certified Company



Honeywell



NMDC



HCC



SUN  
PHARMA



Marck



Indian Rare Earth



HETERO  
where the future started yesterday...



MOTHER  
DAIRY

# Green Initiatives

[www.greeninitiatives.in](http://www.greeninitiatives.in)



We realise that our existence, growth and quality of life is closely associated to the environment around us – in our city, country and globally. We firmly believe in our age old dictum that professes peace to earth and vegetation for prosperity and peace in the human world.

We plant and maintain trees in and around our city wherever there is a scope to grow trees. We insist on a piece of land to grow at least one tree at all our client sites (home, office or factory). We believe that the trees that we plant and maintain keeps us close to the environment and our customers.

R E C Y C L E   R E S T O R E   R E U S E   P A P E R

