



P PATIL
ASSOCIATES

Business
Presentation

2 0 2 5

IT / AV / Security System Consulting to setup Corporate Hospitality Projects.

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- ◆ Executive Summary
- ◆ Company Background
- ◆ Deliverables
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Proposal Background

We would like to present our Company Profile. This paper is based on the requirement for consultancy to setup Corporate and Hospitality.

Executive Summary

PATIL ASSOCIATES is pioneer in applying innovative, technology-based solutions to common business challenges. Our synergize approach benefits organizations leverage the power of Information Technology. Competence, certainty, quality, neutrality and objectivity are pillars on which our company is built, and we move closer to the market and customers. While improving the quality of our customers' products, systems and processes, we try to ensure the safe and optimum handling of these products and systems.

Through product and service excellence combined with outstanding value we have established ourselves as a primary IT solutions provider in all sectors of the India market.

We also provide customer specific Service Level Agreements (SLAs) at affordable rates to ensure that our customers receive the service they need.



WHO WE ARE

Company Background

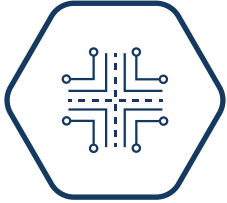
PATIL ASSOCIATES collaborate to delivering innovation and achievement is a Consulting, Contracting/Outsourcing and Technology services solution provider. The company's "Value- Driven Solutions Delivered" service philosophy relies on our

expertise in end-to-end consulting, know-how of technology markets, deep understanding of emerging/current/legacy technologies and outsourcing models to help clients achieve "Value- Driven Solutions" so they in turn can "Deliver" on

"Consistently-Growing" values for their customers and all stakeholders.

What We Do

Using our services we help clients around the world in the areas of:



Infrastructure Strategy

Assess current infrastructure to develop the right strategy.



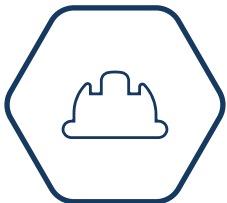
Infrastructure Architecture

Design infrastructure architecture through technology relationship maps and service delivery modes



Infrastructure Consolidation / Optimization

Evaluate infrastructure components – technology and solution, for consolidation & optimization.



Service Management

Design infrastructure related services aligning capabilities with requirements including service catalog, service level design, service performance measurement, and the service organization ? roles.

Our Core Values

Our Core Values guide us in how we create respect and value our judgment and deliver on our commitments:

- ◆ Client Value Focus
- ◆ Genuine Goodwill
- ◆ Smart and Characterful People
- ◆ Global Focus
- ◆ Respect
- ◆ Integrity

Our Value Propositions

Our belief is that we have "Critical-Value-Relationships" with the world's leading converged communications companies and all entities which utilize their products and services. Among the much strength that distinguishes us in the Converged Communications & IT marketplace are our:

- ◆ Extensive Communications & IT industry
- ◆ Targeted, End-to-End and Evolving service
- ◆ Expertise in Lifecycle, Implementation and Technology Services
- ◆ Expertise in Project-based Contracting and Outsourcing for Lifecycle services, Engineering services, Product/Service/Infrastructure/Systems Implementation and Deployment services
- ◆ History of Business and Technology Innovation and Service Expertise
- ◆ Commitment to the Long-term development of our customers, employees and partners
- ◆ Proven and determined leadership team

Industry Focus

- ◆ Telecommunications
 - ◆ Managed Service Providers (MSPs)/Systems
 - ◆ Infrastructure
 - ◆ Internet Service Providers
 - ◆ IT/ITES
 - ◆ Aviation
 - ◆ Manufacturing
 - ◆ Tours & Travels
 - ◆ Hospitality
 - ◆ Health Care
 - ◆ Security

Our Practice Areas

Infrastructure
Implementation

IT Architecture, Design
and Planning Consulting

Product &
Service Development

IT Service Lifecycle
Management Based on ITIL

Communication
Services

Technology
Consulting

WiFi
Services

Project-based and
Managed Outsourcing

Hardware
Services

Program and
Project Management

Facility
Management

Information
Security

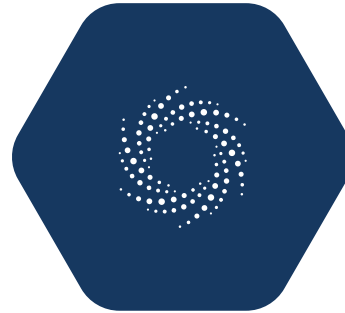


PA Approach: PA will follow the standard approach as explain below



Business Analysis

PA consultant will understand your current and future networking needs and formulate a network strategy and solution design to meet your business needs today and in the future. We conduct this assessment in onsite-offshore model.



Synergize

We synergize designed infrastructure and our skill set to design reliable and robust infrastructure to comply the business requirements. The value added by the system as a whole, beyond that contributed independently by the organizations, is created primarily by the relationship among the organizations, that is, how they are interconnected. In essence, a process constitutes a set of interrelated components working together with a common objective: fulfilling the need of reliable and stable infrastructure.



Optimize

Infrastructure optimization is structured, systematic process for assessing a IT infrastructure and application platform across capabilities in order to provide an optimization roadmap toward a Dynamic IT. The roadmap helps companies to define and implement optimization initiatives that will enable proactive, IT management and deliver cost and risk reductions across the IT. These optimization initiatives also enhance user needs and user experience in order to increase productivity and amplify the impact of employees. Optimization enables a business to realize the full value of its IT infrastructure and platform investments and establishes IT as a strategic business asset that can facilitate innovation and help organizations respond quickly to change.

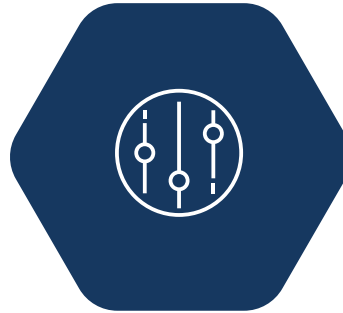


PA Approach: PA will follow the standard approach as explain below



Improve

PA Consultants Process Improvement methodology divides the improvement areas in IT infrastructure, which are implanted in a continuous process. This allows scalability results in a short term, minimizing the typical risks in continuity services of IT infrastructure. Each services of improvement have a plan of implementation.



Operate

IT operations are the superset of all processes and services that are both provisioned by an PA consultant to their clients, to run themselves as a business. The objective of IT Operation is to monitor and control the IT services and IT infrastructure. IT Operation executes day-to-day routine tasks related to the operation of infrastructure components and applications.



Deliverables	Components	Architecture Design	Sizing	Layouts	Deployment Plan
Passive Network	Rack cabinets, Cable trays, Patch panel, I/O's, Fibre & Copper cabling	✓	✓	✓	✓
Active Networking & Wireless	Routers, Firewall, Switches, WiFi, Scanner & Printer	✓	✓	✓	
Server	Application Server, Database Server, Domain Controller, Antivirus Server, Windows Environment & UNIX Environment	✓	✓	✓	
Security Surveillance System/AV	CCTV, Access Control, X-Ray-Screening System, Bollards Systems, Audio System, Music system for rooms and restaurant area, Projector and Screen installation	✓	✓	✓	✓
Telecommunication	Rack cabinets, Cable trays, Patch panel, I/O's, Fibre & Copper cabling	✓	✓	✓	✓

Why Us



Benefits of Catalytic IT Infrastructure Optimization Solutions

Through a specialized set of services, Infosys builds a Catalytic IT Infrastructure for your business that is.



Automated: Self-managing and self-healing

In case of intervention, tasks are highly automated.



Business centric

Serves business needs through services that provide the right service level of availability, performance, reliability and security.



Service-oriented

Transparent cost, pricing and pay-Transparent cost, pricing and pay-service-use billing.



Consolidated

Built out of standardized reusable building blocks.



Flexible:

Flexible in changing service levels, incorporating new technologies and managing components

Projects - Completed

Maharashtra



**The Lalit,
Mumbai**



**Hilton,
Mumbai**



**Hyatt Place,
Pune**



**GHV (India) Pvt Ltd
Corporate office,
Mumbai**



**Radisson (MIDC),
Mumbai**



**Royal Hometel &
Suit Dahisar,**



**Chintamani Hotels
Pvt Ltd - SG'S
Greenotel,**



**Constellation
Project - Lords
Hotels & Resorts,
Lonavala**



**Waves Hotels &
Estate Pvt Ltd -
Novotel,
Mumbai**



**Radisson Blue,
Nashik**



**Hotel Mirador,
Mumbai**



**Radisson Spa &
Resort,
Lonavala**



**Radisson Resort,
Khopoli,
Mumbai**



**ALKASHRAY, Wai,
Mahabaleswar**



**Hilton Garden Inn,
Mumbai**



**ICONIQA The Royal
Orchid,
Mumbai**

Gujarat



**Le Royal Meridien,
Ahmedabad**



**Raddisson
Individual,
Navsari**



**Park Inn
Raddisson,
Surat**

Projects - Completed

Goa



The Lalit,
Goa



Grand Hyatt,
Goa

Uttar Pradesh



Novotel,
Lucknow

Rajasthan



Wyndham Garden,
Udaipur

Sikkim



Hotel Gangtok

Projects - Ongoing

Gujarat



Shri Koba Jain
Shwetambar Tirth &
Museum, Gandhinagar
Gujarat



Park Inn Suites by
Radisson,
Bhuj



Park Inn Suites by
Radisson,
Rajkot



Park Inn Suites by
Radisson,
Dwarka



DoubleTree by
Hilton



Hyatt Place
Ahmedabad



Fairfield by Marriott,
Dwarka

Madhya Pradesh



Radissons
Ujjain



Novotel
Bhopal



Luxurious Villa
Property, Mulshi,
Pune



Radisson Blu,
Pawna,
Pune



Mount Castle
Mahabaleshwar
Resort

Punjab



Radisson Sagar
(MP)



Lemon Tree
Ujjain



Park Inn Suites by
Radisson,
Jalandhar



Grand Mercure
Amritsar Airport
Road



Ramada Nakodar

Projects - Ongoing

Rajasthan



Ramada,
Ranakpur



Hyatt Regency,
Kumbhalgarh

Karnataka



Park Inn Radisson,
Bangalore

Goa



Hyatt Centric,
Goa

Uttarakhand



Park Inn Suites by
Radisson,
Haridwar

West Bengal



Park Inn Suites by
Radisson,
Siliguri

Bihar



Park Inn Suites,
Darbhanga

Himachal Pradesh



Courtyard by
Marriott,
Kufri

Uttar Pradesh



Pride
Kanpur

Under Discussion



Sofitel Extension,
Mumbai
Maharashtra



Radisson
Individuals,
Bangalore
Karnataka



Sharjah,
UAE
(United Arab
Emirates)

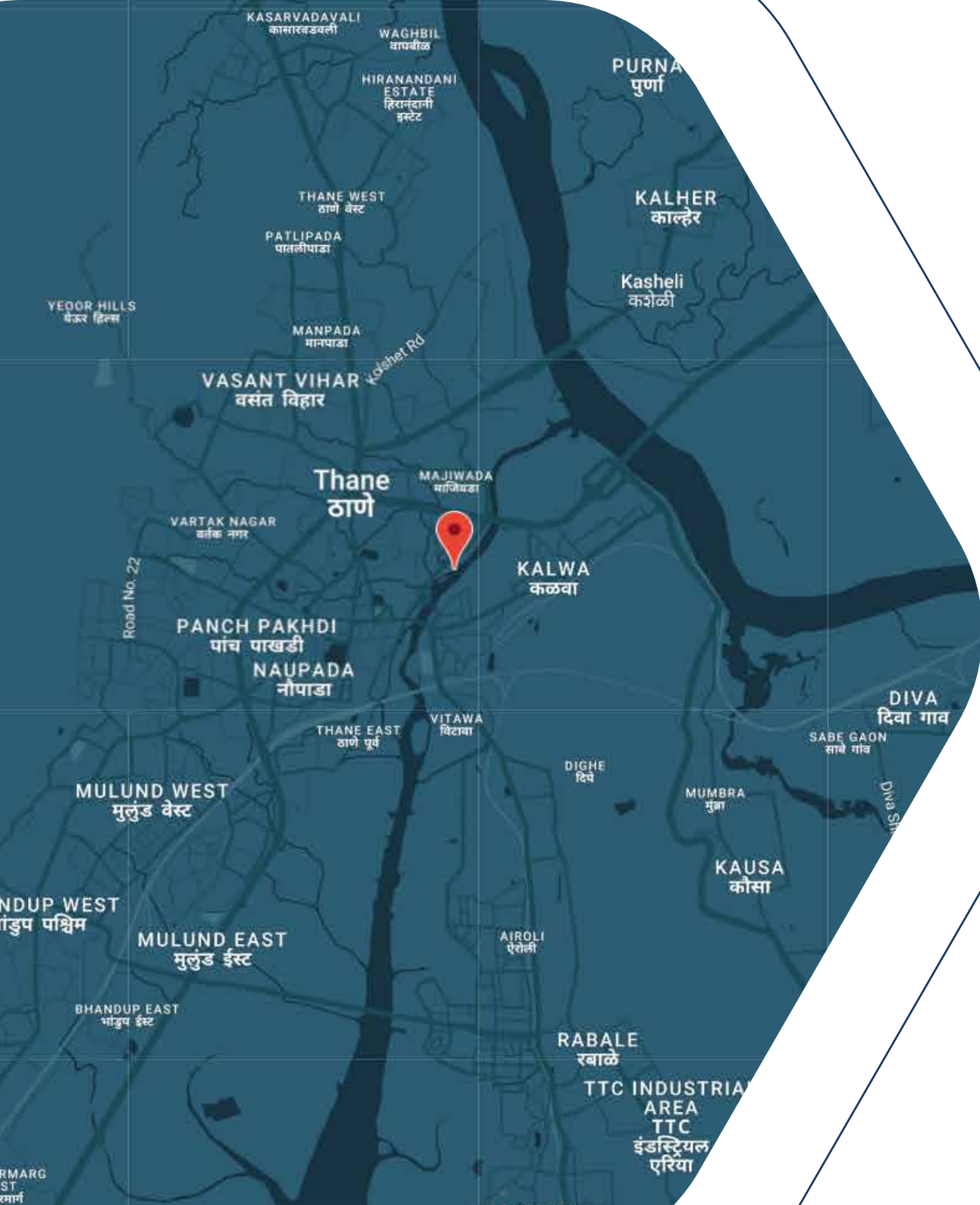


African Congo
Democratic
Republic of the
Congo



Our Service Reach

- Mumbai - 10
- Goa - 3
- Ahmedabad - 3
- Pune - 3
- Lonavala - 3
- Dwarka - 2
- Bengaluru - 2
- Mahabaleshwar - 2
- Ujjain - 2
- Gandhinagar - 1
- Jalandhar - 1
- Bhopal - 1
- Nashik - 1
- Siliguri - 1
- Nakodar - 1
- Darbhanga - 1
- Surat - 1
- Kanpur - 1
- Ranakpur - 1
- Haridwar - 1
- Lucknow - 1
- Gangtok - 1
- Udaipur - 1
- Rajkot - 1
- Bhuj - 1
- Amritsar - 1
- Navsari - 1
- Sagar - 1
- Kufri - 1
- Khopoli - 1
- Kumbhalgarh - 1
- Sharjah - 1
- Africa - 1



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BO - Vasai, Thane