



3i Infotech
"Connect"

**Empowering
Business
Transformation**

April 2013

From the MD and Global CEO's Desk:

As we embark on the Growth path, I would like to keep you abreast of the recent happenings and few of the key developments at 3i Infotech. I am glad to inform you about our first "Connect Expo", launched on March 4, 2013 and March 5, 2013 at MCA, Bandra, Mumbai, India. The Connect Expo is an extension of the initiative "Connect" initiated by me and my team.

I believe the Connect Expo served to be a key platform to meet and interact with our customers, understand the industry challenges & discuss collaboration opportunities to leverage technology for business growth. It also embarked on pacesetting new customer roadmaps for business service innovation, along with various plans, strategies, and solutions needed by our customers. We'll keep investing in our core products upgrading technologies/functionalities to keep pace with volatile market needs.

With the successful accomplishment of this expo we hope to further facilitate our valued customers and enhance the customer confidence.

In case if you need any further information or clarification, please feel free to write to me.

Regards,

Madhivanan Balakrishnan
Managing Director & Global CEO

Highlights of Connect Expo:

- The 2 day Expo exhibited 3i Infotech expertise in banking, risk, insurance & financial services technology domain.
- It provided a forum for our customers to explore the entire range of offerings spread across products, IT Services & Business Process Management.
- Orion ERP was re-launched in India.
- Interactive participation and presence of CXOs from various industries.
- Presentations on products and services by 3i Infotech
- Launched mobility solutions- Premia mobile insurance and Kastle mobile banking
- Core IT Services Application Development & Maintenance (ADMS), Testing & Compliance, IT Infrastructure Management (IMS), Business Intelligence/Analytics as well as Business Process Management (BPM) were showcased.
- The Expo also showcased live product demos on laptops, tablets and mobiles.

[View Connect Expo brochures](#)

[View Connect Expo pictures](#)

[View Connect Expo video](#)

Re-launch of Orion ERP

3i Infotech successfully re-launched their Orion ERP solution with enhanced features in India at the Connect Expo. The Orion ERP has vertical solution for MRD (Manufacturing, Retail and Distribution) sector and BFSI sector. 3i Infotech already has more than **700 active Orion installations** worldwide and benefits customers by providing them with a completely integrated solution across the enterprise. The highly scalable ERP Orion solution would be able to scale up rapidly to the ever growing and changing business environment across sectors in India.

“Re-launch of Orion” session was graced by **P V J Prasad, National Manager IT, Hafele India Private Limited** and **Parthasarathy Seshadri, Intelliasia Software Private Ltd.** and shared their Orion experiences with the audience.

[View Orion brochures](#)

[View Orion video](#)

Day 1

The Expo focused on Banking & Risk practices on the first day and showcased entire range of banking and risk products & services. Both the sessions commenced with eminent key speaker note followed by panel discussion and product demos. Mr. Manoj Kumar, senior Partner KPMG also attended the Banking Practice session in the Expo.

Banking Practice

[View banking product brochures](#)

Live Demo Zone

The demo zones exhibited Kastle Universal Lending Solution, Kastle Core Banking apart from mobility solutions.

Keynote speaker



N Jambhunathan, CGM SBI sensitized the audience on the new emerging technology, the changing landscape, lack of knowledge in analytics in the market and key challenges which banks are facing on the IT front. He also emphasized on the importance of risk and security practices in the banks. He said IT partner should give solution for single sign on across the bank which can be implemented. He believes that risk management, good model building capabilities from the existing data and standardize variables which bank can use.

Panel discussion

The Banking Practice panel was attended by, (picture from left to right)-



1. Abhay Sinha, Country Head South Asia (ICICI), 3i Infotech Ltd. (Moderator)
2. Madhivanan Balakrishnan, MD and Global CEO, 3i Infotech Ltd.
3. Eric Anklesaria, Partner - Business Advisory services, Ernst &Young Pvt. Ltd.
4. G C Bandyopadhyay, GM, State Bank Global IT Center
5. G B Songaonkar, GM IT, Central Bank of India

Panel discussion focused on “Banking in 2020, Challenges for CIO’s”. The panel stretched on the fact that while the banking industry is quite matured from a perspective of technology adoption, the service providers should take a partner led approach and focus on offering comprehensive solutions rather than just products.

Risk Practice

[View Risk product brochures](#)

Live Demo Zone

The demo zones exhibited Amlock Fraud & Anti Money Laundering Solution apart from mobility solutions.

Keynote speaker



The risk session key note address was delivered by Kunal Pandey, senior partner KPMG who spoke about specific challenge within risk management across the industry, how industry is developing, how risk is taking more important dimension and how technology providers should partner effectively with their customers to drive business value.

Kunal also spoke about different risks like market risk, credit risk, operation risk, liquidity risk system risk, fraud risk etc., which organizations are facing today and supported his points with examples across various industries.



Charanjit Attra, ED & Global CFO, 3i Infotech Ltd shared his views on Risk. According to Charanjit, regulatory risk and reputation risk are the two critical risks. He also spoke about the continuous risk identification process, IT in the risk prospective in 2020 and how technology plays a critical role in risk identification.

Panel discussion

The risk panel was attended by, (picture from left to right)-



1. Narayan V, Country Head South Asia (Non ICICI), 3i Infotech Ltd. (Moderator)
2. Sudhin Padhye, Head - Operations Control and Risk, Principal Pnb AMC
3. Anil Johari, DGM, Banking Operations Dept, SBI
4. A J D Thangaraj, GM, Risk Management Department, Union Bank Of India
5. Pravin Dayal, Partner KPMG

They debated on “How will macro and regulatory conditions develop in the next decade and impact on the industry?” The panel felt that the robust risk governance is critical for succeeding in today’s volatile business environment and technology is a strong business enabler which can help manage risks in a proactive manner.

Panel discussed on the gaps in actually identifying defaults in spite of having technologies how to tackle management of risk.

Day 2:

On the second day, the Expo focused on insurance & financial services practices. We showcased our entire range of end-to-end IT insurance and financial services solutions. Similar to the previous day, both the practice sessions commenced with key note speakers followed by panel discussions and demos.

Insurance Practice

[View Insurance product brochures](#)

Live Demo Zone

The demo zones exhibited Premia General Insurance solution along with the recently launched Premia Life Insurance solution on Java Platform.

Keynote speaker



Madhivanan Balakrishnan, MD & Global CEO, 3i Infotech Ltd. was the keynote speaker for the insurance session and shared his views on “how technology can empower insurance industry which is undergoing significant regulatory and market changes”.

Panel discussion

The insurance panel was attended by, (picture from left to right)-



1. Eswaran Natarajan, CTO, ICICI Lombard
2. Balaji VV, CIO, ICICI Prudential Life
3. Krish N, Global Practice Head, 3i Infotech Ltd. (Moderator)
4. Kirti Patil, Senior Vice President - IT (CTO), Kotak Life Insurance
5. Pramod Krishnamurthy, CTO, Birla Sunlife Insurance

Members debated on “How will Insurance Industry shape up in the next five to seven years, expectations from CIOs to match and guide”. Most of the panelists felt that there is still a huge potential for technology penetration within the insurance businesses considering the scale of operation going rural.

Financial Services Practice

[View financial services product brochures](#)

Live Demo Zone

The demo zones had a preview of a comprehensive Investment Management solution “MFund plus” on a new ASP.Net based technology.

Keynote speaker



The financial services session key note address was delivered by V K Sharma, CEO, LIC HFL who emphasized the importance of technology in managing funds effectively & efficiently. How to cope up with the increase in the volume to data and avoid slow system?

Panel discussion

The financial services panel was attended by, (picture from left to right)-



1. Ian Hallam, Country Head - Western Europe, 3i Infotech Ltd. (Moderator)
2. Ramnath Iyer, CTO, CRISIL
3. Nirmal Jajodia, CTO, NCDEX,
4. Sudip Bandopadhyay, CEO, Destimoney Securities Pvt. Ltd.
5. Swati Desai, CEO, SBI Capital Securities

Panel debated on “Capital Market – Future of Wealth Management in India, challenges vs. opportunities and role/roadmap of technology”. The entire panel felt that wealth management and technology will complement each other as mobility, business intelligence/analytics and big data will stimulate business growth and one can increase efficiency by taking out cost from million frontend and putting in one backend.

Client Appreciation/Commitment delivered:

1. V K Sharma – CEO, LIC HFL, congratulated us for organizing this customer engagement event and bringing the customer in the center of organizational strategy and progress. According to him, 3i Infotech is transnational company and not a national company.

[View him addressing the audience](#)

2. P V J Prasad – National Manager IT, Hafele India Private Limited, shared his experience on how 3i Infotech Ltd. provided him SOLUTION not PRODUCT and worked together as a PARTNER not as a VENDOR by providing right solution at the right time.

[View him addressing the audience](#)

3. Parthasarathy Seshadri, MD, Intelliasia Software Private Ltd. shared his association with Orion partnership with us, which is over a decade. He shared his journey with Orion in Middle East, Africa, USA and India.

[View him addressing the audience](#)

3i Infotech in the News

1. 3i Infotech has won best Enterprise Resource Planning Solution for MRD and BFSI” Award [Click Here](#)
2. 3i Infotech successfully re-launches Orion ERP in India and showcases advanced BFSI solutions at the Connect Expo, 2013 [Click Here](#)
3. 3i Infotech to showcase their innovative product offerings at the Connect Expo, 2013 [Click Here](#)

For any clarification, please feel free to write to 3IINFOTECHCONNECT@3i-infotech.com,
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