



**Gemini Communication Ltd.**

**GEMINI Corporate Profile**

# Gemini - An Overview



## Introduction

Gemini Communication Ltd group of companies headquartered in Chennai, India is a Rs250 Crore Company, with focussed interests in the areas of networking (wireline, wireless in LAN and WAN segments) solutions, network supervision solutions, end-to-end IT security solutions and storage solutions. The group which has forged strong channels ventures alliances with leading international companies like Computer Associate, Radware, Fortigate, Hitachi and other groups has consolidated its status as one of the fastest growing business houses in India. Today Gemini Group is firmly rooted in its homeland, and is poised to take on the world. Building on business acumen, modern and innovative outlook, as well as vision of the founder of the Group, Gemini Group is on the threshold of the global business arena today.

## About Gemini

Gemini Hi-Tech was set up as a partnership company in 1991 to manufacture monochrome monitors. In 1995, Gemini Communication Ltd. took over Gemini hi-Tech Co. with an objective to provide IT solutions in the then emerging markets. Gemini has matured over the years and has established a brand for itself in the field of networking(wired/wireless), security, services and solutions. The group has grown consistently through its decisive and visionary response to changing times. Gemini Communication Ltd., today offers a wide spectrum of networking, services and security solutions. The company's product portfolio includes solutions for networking, security, storage, supervision and IT services. Gemini's solutions are centered on IT Infrastructure and management and carry the message of Innovation and Leadership. The services portfolio is broadly organized into CSG, BSG, IBG, IIG, ECG & TSG. CSG spans out into, Infrastructure

Managed Services, (IMS), Infrastructure Outsourcing Services (IOS) and Infrastructure Consultancy services (ICS). The other solutions are offered under BSG, IIG, ECG, TSG. Gemini is serving various verticals such as education, banking/financial services / insurance, government, health care, IT / ITeS, call centers/ BPOs / KPOs / SDCs, and various service providers like cable operators, mobile operators, and wireless carriers.

While competing networking companies focus on building LAN & WAN Infrastructure, Gemini Communication focuses its energies beyond. Gemini has emerged as a successful leader with a comprehensive understanding of Networks' performance built already or the ones currently being. Gemini takes pride in qualifying as a Network Evaluation company & not a Network Installation or Integration company. Its pioneering efforts, steadfast commitment to ethical business practices and its dogged pursuit of new areas to extend its business acumen have brought in its wake several prestigious awards. Every opportunity to design, every challenge to deploy, every opportunity to serve customers and every investment in new resources, is approached by Gemini with one goal:

**"Making our customers' businesses stronger by empowering them to be more responsive to their customers and to the competitive environment."**

## CORPORATE HIGHLIGHTS

- ▶ Revenue of Rs.236 crores in the FY 2007-08
- ▶ 1600+ employees, 2000+ customers
- ▶ Presence in 5 countries
- ▶ Direct offices in 110 towns/cities across India
- ▶ Dividend issued for 10 consecutive years
- ▶ Growing at more than 50% y-o-y for last 5 consecutive years
- ▶ 15 Years in IT & related Services
- ▶ Revenues of 50 crores in 2007 – 2008
- ▶ 150+ employees, 750+ customers
- ▶ Presence across South India
- ▶ 16 years in Information Technology
- ▶ ISO 9000:2001 certified company for over 4 years
- ▶ Leadership in Security & Availability solutions

# Gemini - An Overview



## Innovation and Leadership

Gemini had a dream. The dream of connecting computers, organization and technology that would touch and transform the lives of customers by giving them a mode of transport that was efficient, and comfortable. To that extend, Gemini recognizes and nurtures “innovative solutions” as part of our Gemini’s core values. Gemini strongly believes in human values and encourages creation of “inhouse champions” to lead various business segments and introduce new business initiatives. Gemini’s purpose of Innovation is to create higher value for customers. This continuous thought has opened up new partnering initiatives with technology companies to bring an excellent value to customers. Gemini today serves customers with a wide spectrum of services fuelled by the power of innovation and nurturing of leadership abilities. Behind the success of Gemini, is the saga of team-work.

## Technical expertise

Gemini offers state-of-the-art technology solutions with partnerships from leading technology companies around the world. Gemini brings varied expertise and experience of implementing several projects in India. Gemini’s motivated Staff have proven expertise to deliver complex turnkey solutions in defined time frame to the utmost satisfaction of clients.

Gemini’s engineers are certified skilled professionals in a range of products covering banners like, CA enterprise management solutions, Nortel, voice and data solutions, Cisco data solutions, Finolex, AMP, ADC KRONE, Commscope (Avaya) cabling solutions, Watchguard, Fortigate, Checkpoint, and other firewall solutions, IP-guard, Pawa data leak prevention solutions, EMC, Hitachi storage and backup solutions, Fluke supervision solutions, Wireless RF solutions from Ericson, Hyvavi, and a lot more. Gemini has in its fold a excellent team of trained CCNA,CCDA,MCSE & CNE Engineers. ISO27001 security specialist, ISO9001:2000 process specialist etc.

## Gemini’s Commitment

Gemini values its relationship with customers. Gemini is constantly working towards consolidating its position in the market place. The company believes that evolving IT profile of India, increasing urbanization and the empowerment of rural India will add millions of new families to the economic mainstream with increasing connectivity, storage and high levels of security. This would provide the growth ballast that would sustain Gemini in the years to come. In the new millennium, Gemini stands committed to innovation, to change, and to achieving breakthroughs to moving forward in the new century, while retaining the values that have been like a beacon in this journey thus far.

## Corporate Governance

Good governance practices stem from the culture and mindset of an organization. Gemini is committed to the highest standards of corporate governance. Gemini has built its Corporate Governance on the principles of integrity, fairness, equity, transparency, accountability and commitment to values. Over a period, Gemini has built a balanced mix of Senior Management comprising a skill set of experiences from versatile fields like, services management, strategy management, operations management, sales management, channel management, technology management, finance management and other areas. The management has also set in motion long-term growth plans for all of its key businesses. Gemini has reported a 52% jump in net profit at 27 crore as against Rs.18 crore in FY07. The net revenue for the year 07-08 increased by 47% to Rs.236 crore as compared with Rs.161 crore in the previous financial year. Gemini enters the year 08-09 with an order book valued at Rs.250 crore, an amount roughly equal to 2007-08 top line.

# Gemini - An Overview



## TECHNOLOGY HIGHLIGHTS

- ▶ First WiMax rollout in India
- ▶ Largest Network Audit Company with complete Test Tools & Network Analysers
- ▶ Setup one of the earliest NOC (Network Operation Center) Operations to offer Remote Services, in 2004
- ▶ Largest Multi Method Access Solutions Provider for the Telecom industry
- ▶ India's First RFID Hardware Manufacturer & Solution Provider
- ▶ South Asia's Largest Wireless Product Manufacturer
- ▶ 1000+ Technology Certified Engineers
- ▶ First Indian Company with Manufacturing base in Taiwan
- ▶ Among the TOP 10 SI Companies in India.
- ▶ 15 years of Success in serving customer needs in Networking, Security, Wireless, Storage, RFID other IT service areas
- ▶ Center of Excellence on the following technologies
  - ▶ Virtualisation
  - ▶ Storage Management
  - ▶ Portalization
  - ▶ Business Service Management
  - ▶ Asset Management and Tracking
  - ▶ Archival
  - ▶ Security Architecture
  - ▶ Workspace Computing
  - ▶ Maintaining & Securing over 100,000 desktops
  - ▶ 200+ Installations on perimeter security
  - ▶ 4000+ nodes on thin client computing solutions

## Gemini Subsidiaries

The subsidiary company, designs, develops, and manufactures products. Gemini Traze RFID Private Limited is one among them, which enters the RFID hardware design space and offers a comprehensive range of product solutions in RFID including HF and UHF readers and antennas, HF and UHF tags, active RFID readers, tags, and antennas.

Point Red Telecom Private Limited, a subsidiary company of Gemini, was acquired in the year 2006–07. The company has its design center in Bangalore and manufacturing base in Taipei, Taiwan. It manufactures outdoor wireless radios and pre WiMAX wireless products and has released fixed WiMAX product families which include Point Max 6000 and Point Max 2000. The mobile WiMAX (IEEE 802.16e) product family includes Point Max 10000. It has also launched the Mobile IPPBX, using Micro Tel advanced SIP PBX and GSM Wifi Phone over wireless LAN network.

Gemini's recent acquisition of stakes in a Chennai based Security and availability solution firm "Veeras Infotech" strengthens Gemini's network security and business continuity capabilities, and has also increased the company's client base. With the increased client base and its geographical reach, Gemini is all set to scale heights.

# Gemini - An Overview



## Prominent Customer Base

Gemini serves various business verticals covering domains like Defense, Government and PSUs, IT and ITES, Healthcare, Manufacturing, Media and Education, BFSI, Transportation, Telecom and Power.

Some of the prominent brands include, Brakes India, Bannari Amman Sugars, Apollo Sinduri, BSNL, Central Command, Assam Rifles, Elcot, Suzlon, Lason India, Hurix, Madras cements, Global hospitals, Madras Medical Mission, Sankara netralaya, IDFC, IOB, Kzahana, Mahindra Holiday resorts etc.

### Defence

- ▶ Dept. of Atomic Energy
- ▶ DRDL - Hyd.
- ▶ Eastern Navel Command
- ▶ Central Command
- ▶ Assam Rifles
- ▶ Ordinance Factory

### Transportation

- ▶ Indian Airlines
- ▶ Southern Railways
- ▶ West Central Railways
- ▶ Central Railways
- ▶ APSRTC

### Power

- ▶ Suzlon
- ▶ ENERCON
- ▶ Vestas
- ▶ Power Grid Corporation of India
- ▶ APGENCO

### Manufacturing

- ▶ TVS Group
- ▶ Murugappa Group
- ▶ Brakes India Ltd.
- ▶ ELGI Group
- ▶ Larsen & Turbo Ltd.
- ▶ Pricot Mills Ltd.
- ▶ Maruthi Udvog Ltd.
- ▶ Grasim Industries
- ▶ GMR Group
- ▶ Vijayeswari Textiles

### BFSI

- ▶ Bank of India
- ▶ State Bank of India
- ▶ Punjab National Bank
- ▶ Karur Vysya Bank
- ▶ Lakshmi Vilas Bank
- ▶ Andhra Bank
- ▶ Karnataka Bank
- ▶ Indian Overseas Bank

### Health Care

- ▶ TTK Health Care
- ▶ Family Health Plan Ltd.
- ▶ Apollo Hospitals
- ▶ Sundaram Medical Foundation
- ▶ Sankar Nethralaya
- ▶ MMM
- ▶ Global Hospital

### IT / ITES

- ▶ Lason India Ltd.
- ▶ Sathyam Info Services
- ▶ Accenture
- ▶ KGISL
- ▶ Sierra Atlantic Software & Services Ltd.
- ▶ Change Pond Technologies Ltd.
- ▶ Value Labs

### Telecom

- ▶ VSNL
- ▶ MTNL
- ▶ Reliance
- ▶ Vodafone
- ▶ Aircel
- ▶ Erission
- ▶ Bharathi
- ▶ TCL

### Govt. & PSU

- ▶ Tamilnadu Electricity Board
- ▶ Neyveli Lignite Corporation
- ▶ Dept. of Space - Shar,
- ▶ National Informatics Center
- ▶ NTPC
- ▶ Visakhapatnam Steel Plant

### Publishing

- ▶ Dinamalar
- ▶ Malayalam Manorama
- ▶ M.M.Publication

### Education

- ▶ Madras University
- ▶ GCE - Salem
- ▶ Govt. College of Tech. - Cbe.
- ▶ Valliammai society

# Gemini - An Overview



## BUSINESS VERTICALS

### ▶ CSG - Consulting & Service Group

ICS - Implementation & Consulting Services

IOS - Infrastructure Outsourcing Services

IMS - Infrastructure Managed Services

### ▶ BSG – Business Solutions Group

### ▶ IBG - Infrastructure Business Group

### ▶ IIG – Information Integrity Group

### ▶ ECG – Enterprise Convergence Group

### ▶ TSG – Telecom Services Group

### ✓ STORAGE

▶ Storage consultancy & Implementation

▶ Storage Audit

▶ Storage Virtualization

▶ Disaster Recovery

### ✓ APPLICATION & AVAILABILITY

▶ Server Consolidation Planning & Consulting

▶ FOSS (Free Open Source Software)

▶ Business Intelligence & data mining

## CSG - Consulting & Service Group

### ICS - Implementation & Consulting Services

#### ✓ SECURITY

- ▶ Security Consultancy & Implementation
- ▶ Information Security Management Systems (ISMS)
- ▶ Business Continuity Process
- ▶ Vulnerability Assessment & Penetration Testing
- ▶ Application Penetration Testing
- ▶ 360 degree Security Stack Analysis
- ▶ Data Leak Prevention Services

#### ✓ INFRASTRUCTURE

- ▶ Data centre Solution
- ▶ Tele Medicine Solutions
- ▶ Green Field Project Consultancy

#### ✓ MANAGEMENT

- ▶ Service Delivery Management
- ▶ Infrastructure Availability Management
- ▶ Information Access Management
- ▶ Application Performance Management

### IOS - Infrastructure Outsourcing Services

- ▶ Manage Your Service TAT - Skilled Resources Outsourcing

### IMS - Infrastructure Managed Services

- ▶ RIMS - Remote Infrastructure Management Solutions

## BSG - Business Solutions Group

## IBG - Infrastructure Business Group

- ▶ Infrastructure Architecture Design Service
- ▶ RInfrastructure Implementation Service
- ▶ RInfrastructure Integration - Computing, Networking & Storage

## IIG - Information Integrity Group

- ▶ Storage
- ▶ Supervision

## ECG – Enterprise Convergence Group

## TSG – Telecom Services Group

# Gemini - An Overview



## Contact Us

### REGISTERED OFFICE ADDRESS

#### Gemini Communication Ltd.

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### COIMBATORE

# 1996/5, Trichy Road, M.R. Gardens, Coimbatore - 641 005

Tel No: 0422 2321015 / 6459061

### BANGALORE

#18/11B, Roopena Agrahara, Begur Hobli, Karnataka.

(Near Central Silk Board Flyover)

Bangalore - 560 068. Tel No: 080 25721902 / 09

### HYDERABAD

#3/41-66, Srilakshmi Nilayam, 1st floor Behind police station,

West marred pally, Secunderabad - 500 026

Tel No.: 040-27715962/65284804

### COCHIN

39/6194A, Alappat Cross Road, Perumanoor

Cochin - 682 015. Tel No.: 0484-2358919/6519980

### DELHI

234-A, 1st floor, Chandi Plaza, Main road, Sant Nagar, East of

Kailash, New Delhi - 110065. Tel No.: 011-41635185/86

### MUMBAI

Vishal Towers, A wing, Flat No.2, Kamdhar Nagar Main Road

Kurla east, Mumbai - 400 024 Tel Fax No.: 022-25292259

### SERVICE CENTERS

Ahmedabad : Ajmer : Allahabad : Allepey : Alwar : Ambala :  
Amritsar : Anand : sansol : Aurangabad : Bangalore : Bareilly :  
Baroda : Bharuch : Bhopal Bhubaneshwar : Calicut : Cannonore  
: Chandigarh : Chennai : Chitradurg : Cochin Coimbatore :  
Cuttack : Dehradun : Delhi : Eluru : Ernakulam : Erode : Gandhi  
Nagar Gawhati : Goa : Gorakhpur : Gurgaon : Gwalior : Hissar  
: Hosur : Hubli : Hyderabad Indore : Jabalpur : Jaipur : Jalandhar  
: Jalgaon : Jamshedpur : Jhalawar : Jhansi Kanpur : Karnal :  
Kharagpur : Kolhapur : Kolkata : Kollam : Kottayam : Kurnool  
Lucknow : Ludhiana : Madurai : Malda : Mangalore : Mohali :  
Mumbai : Mysore : Nagpur Nasik : Nellore : Noida : Palakkad :  
Patna : Pondicherry : Pune : Raipur : Rajkot Ratlam : Rourkela :  
Salem : Satara : Shimla : Silvassa : Solapur : Surat : Thiruvalla :  
Thrissur : Tirupathi : Tirupur : Trichy : Trivandrum : Tuticorin :  
Udaipur : Vijayawada Vizag