

KCIS India *We breathe Technology*

A New Age IT distribution Company....



KCIS INDIA
We Breathe technology



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Company Profile

❑ Office

- ❑ Haryana, Delhi, Maharashtra and Tamil Nadu
- ❑ Having enough strength to implement projects across India

❑ Alliances

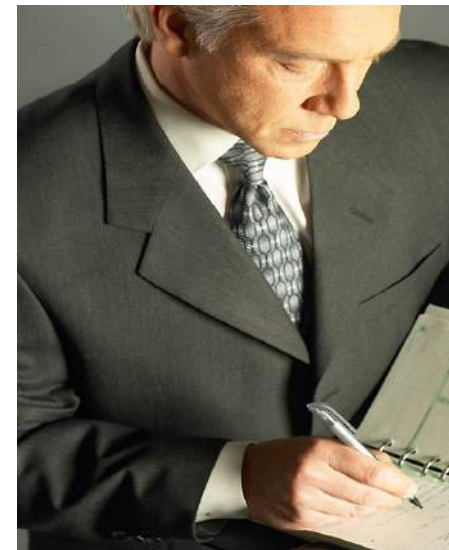
RETROSPECT, FUSIONSTOR , SONNET ,DROBO, NCOMPUTING, Amkette, BlueStorm and AuthShield

❑ One of the fastest growing start-up companies in India

- ❑ Incorporated in India in October 2009
- ❑ Current projects valued at approximately 5 Crore plus
- ❑ Having 100+ Active Channel Partners taking regular Billings
- ❑ In First Year of Operations got distribution of 5 IT brands
- ❑ Distributing 9 brands currently plus Keeping Stocks for 5 more

❑ Organisation

- ❑ 30+ Professionals



Distribution Alliances ...

DROBO

- Beyond RAID technology
- DAS , NAS & SAN
- Transporter as Cloud Storage
- Best for MAC,WIN & Linux



- DAS, Unified Storage and SAN
- Servers



- Accessories for Mobile Phones
- Computer Accessories
- LifeStyle Products
- Accessories for Home LED's
- CAR Accessories



Retrospect

- Backup and Recovery for Windows & MAC
- Both Host protect WIN, MAC as well as Linux
- Dissimilar Hardware Restoration
- Vmware , Exchange, SQL and open File Support
- Block Level Incremental



- Connectivity Cards for MAC and Windows
- Chassis for Thunderbolt Expansion
- Universal Cards readers
- Storage



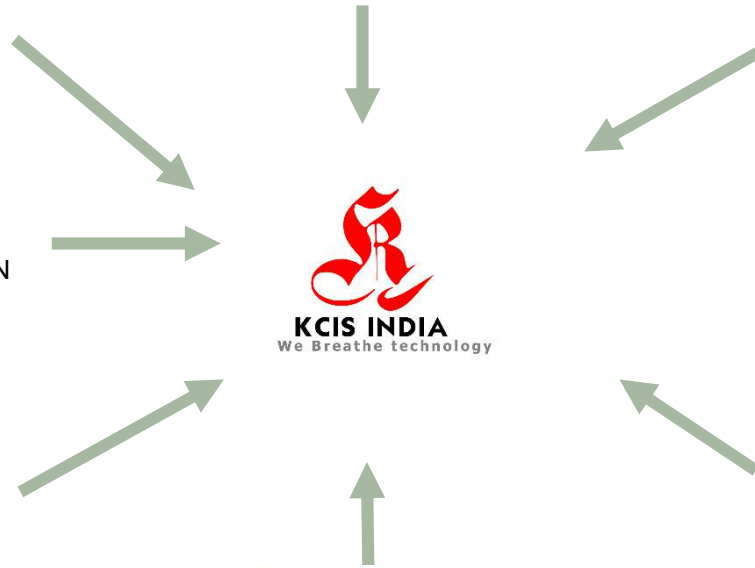
- Network Thin Clients
- PCI cards based Zero Clients
- Thin Clients for Citrix



- Thin Clients WIN embedded & Linux
- Servers & Workstations
- CCTV & Storage



Hard Tokens/ USB tokens
Soft Tokens/SMS Tokens/Phone
Token



Retrospect



Retrospect Backup and System Recovery Software has a two Host Software/Versions..

1. Retrospect WIN 9.0
2. Retrospect MAC11.0

Both protects heterogeneous client and Server OS.

Key features are

- Disaster recovery
- Data Archive
- Data Dedupe

Protects Exchange, SQL, VM's as well and restore at Dissimilar Hardware as well.

Drobo Inc.

Meet the Drobo Family.



Drobo is worlds only Company which protects Data on its DAS, NAS and SAN using Beyond RAID technology, which Create each drive as virtual hot spare and moves data from faulty drive to Health Drive based on self healing Technology.

- Drobo Mini and 5D has USB 3.0 and Thunderbolt
- Drobo B800FS and 5N has Ethernet Connectivity NAS
- Drobo B800i and B1200i are IP SAN.
- While Drobo 4 bay is DAS with USB 3.0 only
- Drobo has few cloud storage options as Transporter.

Sonnet

Best in class products for enterprise and Media industry...

- Connectivity solutions- both PCIe and Express Card ¾ includes FW, USB3.0, Giga, 10Gig-e , SFP's etc
- Media Readers- Qio for SxS, SD and CFC etc
- Thunderbolt Chassis and Doc Stations
- Mac Pro Migration Solutions
- Video Editing Storage solutions



SONNET™
SIMPLY FAST™




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Ncomputing

Simple. Powerful.
Affordable.

Ncomputing is Asia's largest Selling thin Clients and having its own Virtualization Software. We have LAN based thin Clients- L130,L230, L250 and L300. We have PCIe card Based user clients – X350 & X550



N Series is specially for Citrix users

Fusionstor

In Fusionstor we have Powerful Unified Storage starting from 4 bays to 48 bays having all required features like Replication, Redundancy at each level-ports, HDD, power and even backplane.



Infini Unified Storage System

NAS, iSCSI, FC & Cloud Solution

Multiple Gigabit, 10G, FC & Infiniband Options

Inbuilt Snapshot, Replication & Compliance features

Rackmount Servers- Single Socket Single Power supply , Dual socket Dual Power supply, 3 node, 6 node and 9 Node servers as well.

Innovative Invento i550 Server

2 Servers in 1U

Ultra Dense

High ROI

Redundant Power Supply



42U = 84 Servers

BlueStorm











BlueStorm is Indian Brand has Thin Clients-Linux and Windows Embedded; Having Workstations and Servers for SMB. They have started getting Good response in SMB customers.

AuthShield

Two Factor authentication – Simple and Easy

Enhance your security by enabling Two Factor Authentication with Network, Web applications, mail or any IT infrastructure where user name and password is required. AuthShield offers simple and convenient Two Factor Authentication integration with our Cloud base infrastructure.



Token Type	 Hard Token	 SMS Token	 Soft Token	 Mobile Token	 USBToken
Description	Hard Token generates a new password after fixed intervals of time. The user enters the password generated by Hard Token as a secondary form of authentication	SMS Token delivers the One Time Password as a SMS to the registered mobile phone of the user. The user has to enter the OTP received as SMS to enter an application	Soft Token is a convenient form factor installed on the laptop / desktop itself. The application generates a One Time Password which is used by the user as a secondary form of authentication	Mobile Token is a convenient form factor installed on the smart-phone itself. The application generates a One Time Password which is used by the user as a secondary form of authentication	USB Token is based on PKI Technology. It enables the use of digital signature, encryption and authenticating the user based on his digital certificate for varied services including Internet Banking, desktop logon etc
Platforms	All OATH Compliant tokens	All Phones With SMS			
Offline-Usage?	<input checked="" type="checkbox"/>	Requires Mobile Operator Connectivity	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Amkette

Amkette is Indian brand with 100+ products for Premium Customers...

- Accessories for Mobile Phones
- Computer Accessories
- LifeStyle Products
- Accessories for Home LED's
- CAR Accessories



Our Channel Strategy ...

- **PRACTICAL SALES TOOLS**

- We are enabling partners Sales Team with competitive data sheets, sales scripts, testimonials as well as the usual brochures and specification sheets. If the needed case studies on real world implementations to learn more.

- **EXCELLENT TECHNICAL SUPPORT**

- We are helping Channel partners with a lot of hands-on technical support because the channel partners typically stretch products to do new things, they're more likely to surface problems, thereby creating an additional support burden.

- **FREQUENTLY COMMUNICATION**

- Ongoing communication is vitally important to the health of a channel relationship. Today, every business moves quickly, so we are constantly inform our channels what's going on with our company, the target markets, your installed base, and so forth.

Our Channel Strategy ...

- **INCENTIVE PROGRAM**

- While we are committing 2 digit Margins and same time we have incentive Schemes for partners based on achievements

- **WE VALUE RELATIONSHIPS**

- The key to the channel relationship is trust, we are flexible in making adjustments that improve performance. Second, We are keeping integrity within our organisation. We win or Loose deals with Same Partner.

Our #1 goal is to help our partners be successful through investment, knowledge sharing and lead development

THANK YOU

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