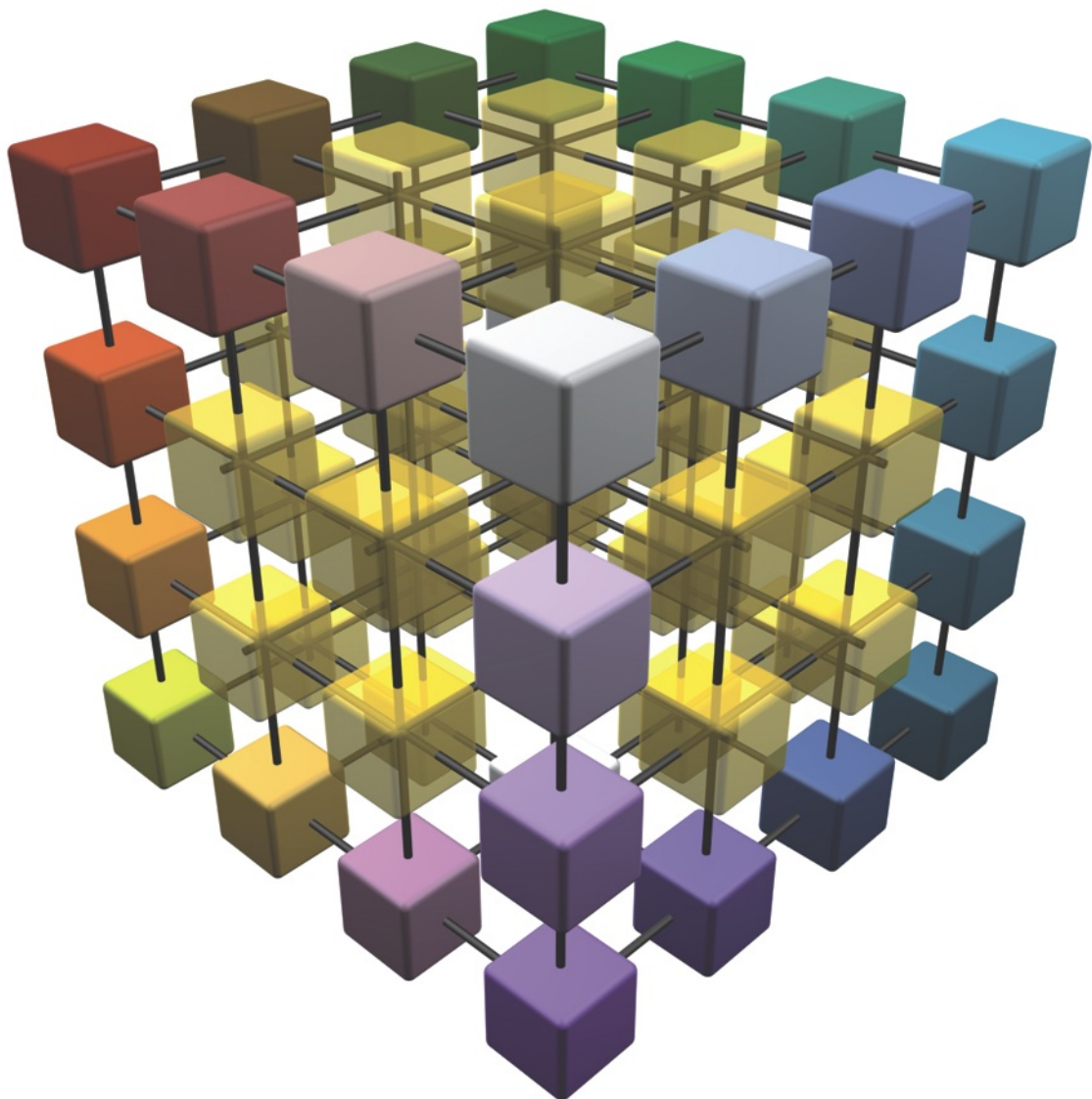


# Engineering Comprehensive IT Infrastructure Solutions and Services



WITH ITS EXPERIENCE AND EXPERTISE GARNERED OVER 14 YEARS, IN MULTIPLE TECHNOLOGIES AND DOMAINS, FRONTIER CAN EFFICIENTLY DESIGN AND EXECUTE COMPLEX IT INFRASTRUCTURE PROJECTS THEREBY HELPING ORGANIZATIONS ACQUIRE, DEPLOY, MANAGE AND SECURE A WIDE ARRAY OF IT INFRASTRUCTURE SOLUTIONS.

and experienced professionals work with Frontier across different business units and geographic locations.

Headquartered in Bangalore, Frontier has Regional offices in Chennai, Hyderabad, Mumbai, Delhi, Cochin and many Tier-2 cities, besides support locations across the country, thereby ensuring a pan India presence.

Frontier has invested considerably in automating its internal business processes and maintains a state of the art IT infrastructure setup for operational effectiveness.

**FRONTIER - A SINGLE WINDOW TO COMPREHENSIVE IT INFRASTRUCTURE SOLUTIONS AND SERVICES**

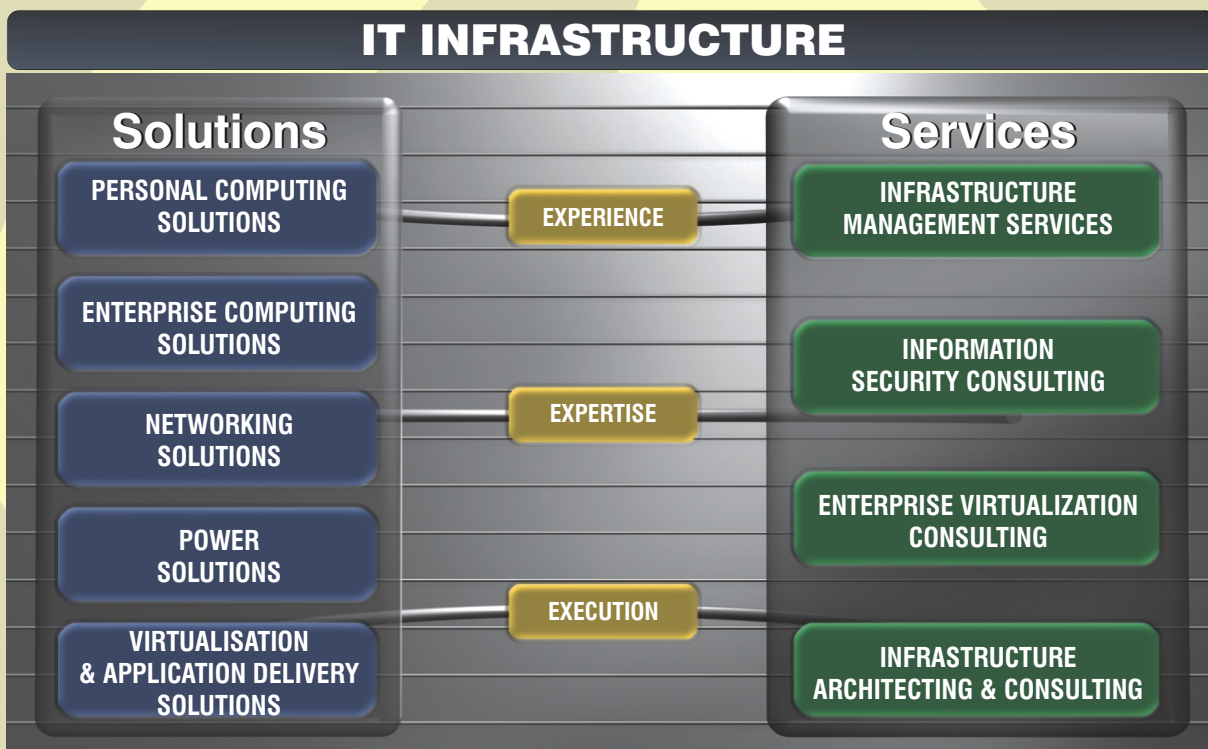
As detailed below, Frontier is organized into Strategic Business Units. Each Business Unit has its own Sales, Pre-sales, Services Sales and Services Delivery (Support) teams. This structure has enabled each Business Unit to specialise in its business area besides having a dominant presence in the market.

Solutions from the various Business units span the entire IT infrastructure spectrum. Hence for any solution in IT Infrastructure, Frontier has IT.

The integration of technology with business design has become a competitive necessity for the 21st century. Today the importance of technology in shaping business results is indisputable. As a Technology (Systems) Integrator, Frontier's mission is to deliver world class IT Infrastructure Solutions & Services to enable its customers to meet their business objectives.

**ABOUT FRONTIER**

Frontier Business Systems (P) Ltd., established in 1994, had sales of INR 196 Crores (USD \$ 50 M) in 2007. Over 525 skilled



## Frontier IT Infrastructure Solutions

### STRATEGIC BUSINESS UNIT

### RELATIONSHIP & USPs

#### PERSONAL COMPUTING SOLUTIONS

Desktops and Laptops from Lenovo and Dell  
X86 and Blade Server Solutions from IBM and Dell  
Red Hat and Microsoft Solutions

Premier (Direct) Partners with Lenovo, IBM and Dell.  
Microsoft Gold Partner (Unified Communications)  
Red Hat Enterprise Partner

#### ENTERPRISE COMPUTING SOLUTIONS

Unix solutions from IBM and SUN  
Enterprise Storage solutions from IBM, Sun  
and NetApp  
Tivoli and Veritas Back-Up Solutions

Principal partner for Sun Microsystems.  
IBM Enterprise partner - P Series, Storage and IBM  
Software (Tivoli & Rational)  
Symantec Enterprise Partner  
Investment of 250,000 USD in setting up a SAN POC

#### NETWORKING SOLUTIONS

LAN Structured Cabling Solutions  
(AMP TYCO & SYSTIMAX)  
Networking Actives Solutions  
(CISCO Switching, Routing, Wireless, Unified  
Communications, Data Center, NMS)  
Network Security Solutions  
(Firewall, VPN, IPS, Anti Virus, Content Filtering,  
Identity Management, Encryption, UTM's)  
Networking Services

Cisco Premier Select Certified Partner.  
Authorised Integrator - AMP TYCO and SYSTIMAX  
Enterprise Partner Symantec and Trend Micro.  
Business Partner Checkpoint, Websense, Cyberoam

#### POWER SOLUTIONS

UPS solutions upto 1000 KVA  
Datacenter Solutions  
Electrical Cabling Solutions  
Precision AC Solutions  
"Power Health Check" Solutions  
Isolation and K-Rated Transformers  
Battery Solutions

Emerson "Platinum" Enterprise Business Partner  
Exide Business Partner

#### VIRTUALISATION & APPLICATION DELIVERY SOLUTIONS

Citrix Application Delivery Solutions  
Citrix XenSource Virtualization Solutions  
VM Ware Virtualization Solutions  
Wyse Thin Computing Solutions  
Thin Print - Printing Solutions for Enterprises

Citrix Solution Advisor- Gold Certified Partner  
VM Ware Premier Partner  
VM Ware Authorised Consulting Partner  
Wyse Enterprise Partner  
Thin Print Business Partner

## Frontier IT Infrastructure Services

STRATEGIC BUSINESS UNIT	COMPETENCIES & USPs
<b>INFORMATION SECURITY CONSULTING</b>	
<p>Compliance consulting (ISO27001, HIPAA, SOX, SEBI Clause 49 etc), BCP/DR, Penetration testing, Web application security, Vulnerability analysis, Security product management, Security policy formulation, etc.</p>	<p>Security partners through the entire information lifecycle            Deep project management experience            Consultants with experience across industry verticals such as BFSI, manufacturing, Pharmaceuticals etc.            Industry certifications: ISO27001 LA, CEH, CISSP, CISA, CISM, CCNP etc.</p>
<b>INFRASTRUCTURE MANAGEMENT SERVICES</b>	
<p>SLA based IT infrastructure management            Desktop, laptop, Server and network management            Help desk and Service desk</p>	<p>ITIL best practices used for Managed Services            PMO for handling complex projects with well defined service delivery processes            Constant skill up-gradation of engineers            Options for On-Site &amp; Off-Site Managed services</p>
<b>ENTERPRISE VIRTUALIZATION CONSULTING</b>	
<p>Virtualization Assessment, Server Consolidation &amp; Containment            Business Continuity and Disaster Recovery.            Development Lifecycle</p>	<p>VMware Authorised Consulting Partner            Citrix Gold Partner (Xensource).            Certified Architects &amp; Consultants.            Expertise in complex enterprise environments</p>
<b>INFRASTRUCTURE ARCHITECTING &amp; CONSULTING</b>	
<p>New facility - Comprehensive IT infrastructure design            Datacenter Consulting and design            Security consulting and design</p>	<p>In-depth infrastructure design and deployment experience            Multi-site, multi-technology solution architecting knowledge and skills            Industry certifications across all technology domains and vendors (CISCO, AMP, Systimax, IBM, SUN, Dell, Veritas, Emerson, Tivoli)</p>

### FRONTIER IS A SUM OF FULLY AUTONOMOUS PARTS, FLAT AND FLEET FOOTED

Over the years, one of the prime reasons for Frontier's consistent success is its flat organization structure enabling it to be fast, hence offering customers quick turnaround times.

The entire organization is customer-focused and works diligently at delivering customer satisfaction. It is a partner of choice for many organizations for all their IT infrastructure solutioning and provisioning.

Frontier keeps moving forward at a fast pace, absorbing and assimilating technology, constantly identifying newer avenues of increasing business and building a loyal base of satisfied customers.

### CUSTOMERS

Thanks to its many successes, Frontier is today a trusted IT Partner to numerous large organizations, with an excellent track record of customer acquisition and retention. Over the years it has assiduously built a 1000+ customer base.

Customers vouch for Frontier's competence and commitment to delivering projects in short time frames and complex environments. We're very proud of the fact that over 60% of Frontier's business comes from existing customers.

## INVESTING IN PEOPLE AND SKILLS

Frontier has a simple philosophy: the people are the organization. With this as the cornerstone of its HR policy, Frontier works to ensure that its people have the necessary Experience, Expertise and Execution skills to deliver high quality solutions and services. The environment at Frontier encourages creativity and inculcates a culture of constant innovation in everything we do. This is rigorously pursued across all levels.

### WHY FRONTIER?

Though Frontier is departmentalized, it is a single entity, with no boundaries. Its broad portfolio gives it its USPs, makes it different from the rest and gives Frontier a better market reach. Playing a vital role in Frontier's quest for technology integration are its longstanding and time-tested relationships with IT Global Majors such as IBM, Sun Microsystems, Emerson, CISCO, AMP, Systimax, Dell, Lenovo, VM Ware, Citrix, NetApp, Symantec & Microsoft.

- Frontier's greatest strength is its ability to understand customers' unique requirements and offer effective and efficient IT infrastructure solutions / services
- "Single window provider" for a wide array of IT infrastructure solutions and services
- Experience, expertise and well honed execution skills on all IT infrastructure domains
- Frontier is an Authorized Service Provider for all products/vendors it deals with. The support quality is enhanced through an escalation process management and backup systems and processes
- Ongoing investments in employee training and skill development. Learning organization culture: In-house Lab for hands-on training
- Large pool of experienced, skilled and industry certified sales and technical professionals
- An enthusiastic team always willing to help customers
- Excellent testimonials of high performance and competence from the Press, Principals and customers

### DATAQUEST AWARD (JAN '08)

#### Most Comprehensive Solution Provider in India

Recognizing the breadth and depth of Frontier's IT offerings, Dataquest has named Frontier as the organization that offers the most comprehensive IT infrastructure solutions and services in the country.

### EXPERIENCE FRONTIER

Whether a customer is setting up completely new IT Infrastructure or looking at augmenting its existing IT infrastructure or getting maximum returns on its IT investments, Frontier is geared to professionally address any of these requirements.

We are always happy to hear from you. Email us at [sales@frontier.in](mailto:sales@frontier.in).



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