
COMPANY PROFILE

BACKGROUND

Kambesh Automation was established in November 1994. The Company is involved in manufacturing Time Office Automation Systems, Access Control Systems and developing customised automation solutions. The Company is also involved in developing Smart Card based solutions along with software products like Payroll software, HRD – Personnel management software etc.

The company started its operations with only one product namely attendance recorders and has grown to provide other services and products as mentioned above. The company has created a niche market for itself based on its technical expertise in the field of convergence of computers and embedded software products. This has helped the company to grow at exponential rates since its inception.

The company has earned an impressive list of customers for its range of products and services. Some of the major customers include:

- Sony
- Grasim
- Voltas
- Leela group
- Raymond (J. K. Group)
- Hotel Corporation of India

PROMOTER

Kambesh Automation is promoted by Ashish Trivedi, a self-motivated entrepreneur, Electronics engineer from Mumbai University.

His professional services and experience cover a broad spectrum of areas, and inter alia include:

- Assistance to Indian entities in implementing Employee data management systems and developing automated functions e.g. Time & Attendance Automation Systems, Payroll processing etc.
- Design & development of electronic & embedded software products like weighing scales, on-line process control instruments, time recorders etc. He is also involved in designing software for Payroll and Personnel Management functions.
- Marketing of weighing scales, time recorders, and system automation solutions.

The Industries with which Ashish has been involved include Consumer Durable, Hotel, Textile, pharmaceuticals, Cement, manufacturing, electronics and engineering.

Ashish has also been leading the company to steer through high technology obsolescence based industry. He has experience in servicing wide range of clients in issues ranging from existing system study and improvement design, project design and implementation, acting as a bridge between customer and technical team for co-ordination activities etc.

Ashish has also completed IBM course on e-commerce at Aptech to prepare his company to grow through tremendous opportunity thrown by the Internet era.

CURRENT ACTIVITIES OF THE COMPANY

- Design, development & manufacturing of **Computerised Attendance Recording system** and related software products:

This is one of the first products that the Company manufactured during its initial days. The Company does all functions from designing, manufacturing to sales & support for the products. The product range includes attendance recorders based on optical, barcode, magnetic, Radio Frequency Identification (' the RFID') (non-contact), fingerprint technologies; attendance reporting software; payroll software and personnel management (HRD) software.

- Design and development & manufacturing of **Physical Access Control system** and related software products:

Having established a niche market for itself in Attendance Recording Systems, The Company started utilizing its expertise in Access Control systems. The product range includes stand-alone, on-line Access door controllers and related software based on barcode, magnetic, Radio Frequency Identification (' the RFID') (non-contact), fingerprint technologies.

- Design and development, Implementation of **Smart Card based Solutions:**

Smart cards having internal memory and of two types namely 'contact' and 'non-contact' are nowadays being used for large numbers of applications. The applications vary from Plastic Money, Employee data keeping, Health records, Canteen management, Vehicle movement tracking etc. The Company has developed smart card based hand held data capture terminal with printer. Special feature of this terminal is its capability of working on **Hindi fonts**. The Company is well positioned to offer solutions to match exact needs of customers.

DEVELOPED EXPERTISE OF THE COMPANY

The company has experienced man power and gathered knowledge base in the following areas:

- Smart and Auto ID cards (contact and non-contact type smart cards, proximity, magnetic, barcodes etc.) based applications.
- Microcontroller based Embedded Software and hardware design & development for independent electronic equipment.
- Embedded software and hardware development for communication link and data transfer between equipment and computers.
- Computer side software development for data upload and remote control of equipment. Expertise generated in 'C' and 'VC++' languages.
- Fully integrated system design & development using 'VC++' based data transfer /collection modules, ODBC database connectivity on backend and 'Visual Basic' module on front end. Linking of such independent systems with each other using Internet technologies.

EXPERTISE OF THE COMPANY UNDER DEVELOPMENT

The company is in the process of developing expertise and knowledge base in following areas to be prepared for the exciting Internet future:

- Embedded software development on higher end platforms (e.g. ARM based processor) using KEIL and other compilers.
- Common platform development (hardware & firmware) to be used in development of various products \ applications.

POSSIBLE APPLICATIONS USING CURRENT EXPERTISE:

Smart cards based application such as

1. On-site transaction capture where PCs can not be made available.
2. Micro-credit applications
3. Smart card based credit card based payment POS terminals.
4. Electronic purse or Pre-paid cards based payment system.
5. Customer loyalty cards. Can be later attached to Customer Relationship Management ('CRM') systems.