

## Key Differentiators

- Proprietary Tools/Accelerators and Methodologies
  - S-Imple - SAP Implementation Methodology based on industry Best Practices for rapid deployments
  - PathFinder - Upgrade Accelerator and System Health Check
- Sound financial success - profitable, independent
- Consistent growth in revenue and consultant base
- Multi-cultural global organization that fosters entrepreneurial leadership
- Multi-faceted client relationships
- Agility, flexibility, value as a mid-sized organization
- Proven processes and industry certifications (ISO: 9001 and CMMI level 3)
- Adherence to highest level of standards and industry Best Practices
- Product development as well as solution focus
- Development and Testing Partner for SAP Chemical Best Practices - India localization
- Contributing Partner for SAP High-tech Best Practices - US
- SAP Certified in Application Management Services

## Market Position

YASH Technologies is a leading enterprise business and technology solutions provider with global reach. We leverage technology and our flexible delivery models to drive performance and business value throughout a customer's enterprise.

Our mission is to focus on achieving success for our customers by helping them gain and sustain a strategic business advantage through world-class solutions, professional services, and a flexible global delivery model.

## Value Proposition

YASH is in business to help customers leverage technology to gain business advantages. We do this through a comprehensive enterprise approach-first understanding where the organization is heading and their goals and objectives and how they position and use technology as a vehicle to help them achieve their objectives.

By offering end-to-end business and technology solutions, YASH as a strategic partner can manage the entire lifecycle of an initiative as well as drive the strategic IT road-map for an organization to ensure it aligns with the business direction and objectives.

As a mid-sized organization, we understand the culture of our main customer segment: medium to large enterprise customer sector ranging from \$600 M - \$3 B. The value we provide extends beyond cost savings, but incorporates the flexible nature of our relationship approach. Customers benefit by not being tied to stringent contracts or strict partner methodologies, but thrives with a partner that shares in the risks and rewards of success.

Organizational  
Personality

Agile  
Driven

Flexible  
Focused

Collaborative  
Entrepreneurial

## History

1996

YASH started as an IT partner for Deere & Company (John Deere) providing resource augmentation, application development and integration services.

2000

Started global offshore operations in Indore, India - the location of our India headquarters.

2004

Shifted focus as a pure technology innovator to an enterprise partner solving business challenges and expanded into other geographic markets through strategic acquisitions.

2008

Added additional offshore development capabilities & building captive/dedicated customer centers.

## Major Enterprise Service Offering

- Application Management Services
  - Development
  - Maintenance
  - Optimization
- Business and Technology Consulting
- Systems Integration
- Outsourcing
  - Business Process
  - Infrastructure
  - Application
  - Testing and Quality Assurance
- ERP, CRM, BI/DW, SCM, Portals, Security, ECM
- SAP Business All-In-One: Industry Specific Products  
ChemOne, TechOne, CPGOne, WholesaleOne, ManufacturingOne
- Products: SyncEx, PolicyManager

## Global Reach

18 regional sales and development centers, 3 continents

## Headquarters

**World** - East Moline, IL US

**India** - Indore, India

## Development Centers

**US:** Woburn/Boston, MA; East Moline, IL; San Antonio, TX

**India:** Bangalore, Hyderabad, Indore, Mumbai, Pune, Secunderabad

## Sales and Regional Centers

**US:** Edison, NJ; Newark/San Francisco, CA; Pittsburgh, PA; Schaumburg/Chicago, IL; Missouri, St. Louis, MO

**Europe:** London, UK

**Asia Pacific:** Hong Kong, Singapore

**India:** Hyderabad, Indore, Mumbai

## Corporate Overview

### Financial Growth

YASH is a privately held and financially independent company. As a debt-free organization, YASH has experienced an average annual revenue growth in the last five years at 45%.

### Revenue Mix

US - 77%

India - 18%

Europe and Asia - 5%

### Employees: 1900 Globally

US: 450 employees

India: 1200 employees

Europe: 100 employees

Asia: 150 employees

### Industry Segments

Automotive, Chemical, Consumer Goods, Education, Financial Services, High-tech Software and Manufacturing, Hospitality, Life Sciences, Manufacturing, Oil & Gas Pharmaceutical, Retail, and Wholesale Distribution

### Customers

20 + active Fortune 500 customers

70 + active medium to large enterprise customers

20 + active small to medium enterprises through our SAP Business All-In-One focus

### Strategic Alliances

SAP®, SAP BusinessObjects™, Microsoft, Oracle, IBM Cognos, Actuate, Interwoven, Documentum, Vignette, Sun, IBM, Computer Associates, HP®, Informatica

#### YASH Technologies

Global Presence - USA | EU | MEA | APAC • California | Illinois | Massachusetts | Missouri | New York Texas | London | Bahrain | Hongkong | Singapore • Hyderabad | Pune | Mumbai | Bangalore | Indore

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