



UK Trade
& Investment



1 – 6 October 2013

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Mentoring and Partnership Program 2013

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Foreword



It is with great pleasure that I welcome the UK high-technology SMEs that are part of the Tata / UK Trade & Investment mentoring and partnership program to India from the 1st to the 6 Oct 2013.

The program will help to increase the UK SMEs understanding of the business culture of Indian firms and areas of technology development. It will encourage the creation of partnerships in the Indian market, and with Indian partners for global opportunities. The program was announced in May 2013 by the UK Chancellor of the Exchequer, George Osborne, the Indian Finance Minister, P. Chidambaram and the Director of Tata Limited, Syed Anwar Hasan.

Tata and UKTI ran a competition to identify the most suitable high-tech SMEs that could benefit from the program. This competition considered the technology innovation of the SMEs, their capacity to scale and prospective areas of business opportunity in India.

The SMEs were selected from a large pool of entries and are part of a vibrant and valuable UK technology sector that is

committed to innovation, excellence and to expanding its presence in the global market.

The program is being led by the Technology Partnerships Unit in UKTI London in association with the UKTI India team. Technology Partnerships seeks to increase the international performance of UK high-growth technology SMEs through direct trade, collaboration and partnerships.

I am pleased that Tata have engaged with Technology Partnerships and that they have worked closely to develop the mentoring and partnership program. I look forward to a long lasting relationship with Tata that will benefit UK SMEs, Tata and India more generally.

I hope that you will spare the time to meet the SMEs of relevance to your business through the activity in Pune and Mumbai. I look forward to hearing of the many new relationships that will foster business from this exciting program.

Sir James Bevan KCMG
British High Commissioner to India

Introduction from Tata Management Training Centre

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Greetings from the Tata Management Training Centre (TMTc) in Pune, India.

At TMTc, the corporate learning center of India's Tata Group, we develop leaders for the Tata Group, as well as the larger community of stakeholders that we belong to, through carefully designed learning and development interventions that provide engagement with world-class faculty, experienced business leaders, and experts in a variety of ways. Our core team leverages these resources and its' own rich knowledge base in many critical business areas, to continually offer the most relevant and contemporary skill- and capability-building programs and events.

It is to this stimulating environment, in the beautiful surroundings of our distinctive campus in Pune, India, that we look forward to welcoming you on 1st October 2013.

Our team has put together a program that we hope you will find rich in learning. You will meet experienced industry practitioners and thought leaders in the class room, at networking events and during industry visits; you will experience the sights and sounds of

the city of Pune; you will see the operations of large Indian organizations in the power and telecom sectors; you will hear about the role of ethics in business.

All of these experiences are designed to help you gain an understanding of India from different perspectives – the cultural context of doing business here; the opportunities that the country offers to the industry sector that you operate in; the technology landscape, both in the present and that which is emergent; the issues related to managing people in organizations. You will also have an opportunity to share your market strategy with a panel of senior business leaders drawn from various industries, an interaction that will help you refine your plan based on the insights and feedback that these leaders will share.

We welcome you to the start of your journey of success in India.

With warm regards,

Team TMTc.



UK Trade & Investment

UK Trade & Investment is the Government department that helps UK based companies succeed in an increasingly global economy. Our range of expert services are tailored to the needs of individual businesses to maximise their international success. We provide companies with knowledge, advice and practical support.

UKTI's Technology Partnerships program seeks to increase the international performance of UK high-growth technology SMEs through direct trade, collaboration and partnerships with global value chain owners and partners. The program's aim is to understand the future technology needs of select multi-national and

large national companies and support UK companies to access qualified opportunities to achieve commercial partnerships of mutual benefit.

Steve Williams has led this program for UKTI and is based in London.

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Coveritas is a 4 year old software technology start-up company based at Bletchley Park (home of the Enigma code-breakers and the world's first programmable digital computer) in the UK.

We have developed a tool suite that is delivering a step change in the way that software and electronic systems are tested and functionally verified by harnessing the power of randomisation.

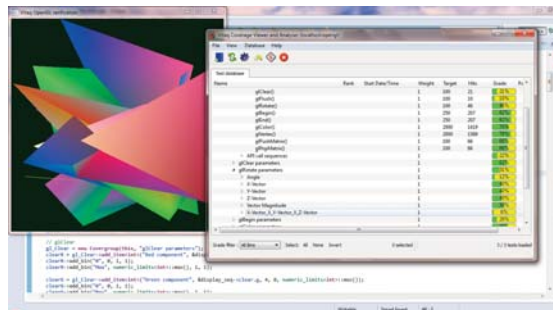
Our founding team changed the way that hardware systems are tested and functionally verified inside system on chips (SoC's) 15 years ago. That company, Verisity, was IPO of the year in 2001 and was sold to Cadence Design Systems Inc for \$320m in 2005.

We have invented and filed patents for a new technology that enables the powerful, productive and proven approach of constrained-random testing from hardware SoC's to be successfully applied to software and electronic system test and functional verification.

Since launching our software tool suite just over a year ago, Vitaq intelligent testing has

been selected by the market leaders in Automotive, Consumer, Industrial, Medical and Telecom electronic systems. Our customers include Global Brand names such as CISCO, Ericsson, Renesas (Hitachi, NEC, Mitsubishi) and NXP (Philips) Semiconductors. Vitaq is currently used by Tata Elxsi (TEL) in Trivandrum, India for Automotive software test and functional verification for a large Japanese client.

Vitaq finds functional bugs that other test approaches miss and delivers a 10x productivity improvement over conventional manual use-case test writing.



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eSAY's award-winning, cloud based WorkMobile® service, the recipient of hefty financial backing is today used by micro businesses through to corporates in 80+ countries. The fastest growing mobile data-capture service in the world, WorkMobile® is attracting awards and international acclaim, hailed in the 'Top 25 Business Apps in the world' (Network World listing, 2012) and winner of the Creative Industries & Technology award (BDO sponsored, 2013).

WorkMobile® – Product description

WorkMobile® obviates the need for paper forms. Customers create electronic forms- any kind they want- and downloaded to field workers' mobile devices via an App. Data, once captured and saved can be immediately returned, generating information on field work as it happens. Like other disruptive technologies, such as email and the mobile phone, WorkMobile® has vital uses for any and every type of business.

WorkMobile® for India

Internet and smart phone use in India is growing exponentially. We know that businesses make rapid efficiency gains when they liberate themselves from paper using WorkMobile®. Cost and labour-saving apps such as WorkMobile®, whose primary use is to superannuate the paper form, would have an immediate appeal to businesses. WorkMobile® would allow India's businesses to utilize their technology AND would strike a blow against paper consumption, which, to the detriment of commercial efficiency, is still huge in India.

Our objectives

The expert, experienced software IT partners we seek would help us to supply WorkMobile® and value-adding services such as integration and support in their local time zones and currencies. In return, they would benefit from new income generation and tighter client relationships.

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ICON was established as a privately owned Computational Fluid Dynamics (CFD) technology company in 1992 and provides independent advice and expertise in associated process, technology and services. ICON's head office is based in Windsor, UK with additional offices and distributor partners throughout Europe, USA and the Far East.

ICON has extensive experience in the use of proprietary software for CFD simulation and optimization, together with expertise in developing and supporting open source CFD technologies. ICON supports customers from a wide variety of industries including aerospace, automotive, consumer goods, energy and processing sectors.

Products/Services

ICON (iconcf.com) has utilised its best practice engineering knowledge for over twenty years to develop a CFD simulation suite of products, process automation and optimization utilities; all fully supported processes to enable cost effective, scalable and extremely powerful CFD capability.

Much of ICON's technology is based on open source. This provides CFD capability for OEMs and Tier suppliers. The current ICON CFD

offering is as follows:-

- iconCFD Core: Versatile and robust core CFD simulation built upon parallel processing.
- iconCFD Mesh: Hex-dominant meshing built upon parallel processing.
- iconCFD Process: A GUI environment for efficient model set-up and enhanced productivity using "GUI".
- iconCFD Optimize: Rapid concept designs for internal and external flow applications.

Key Benefits to Indian Customers

ICON has a wealth of experience and expertise in CFD and can provide Indian companies with reliable and cost effective product support enabling them to influence designs and manufacturing processes from a fluids perspective.

These proven processes developed and matured for over seven years in partnership with global customers, offer Indian enterprises cost effective, shorter design process cycles which has the double benefit on profitability, firstly lower year-on-year software cost, secondly faster customer product designs in the market with optimum performance characteristics.

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KIGG is an ISO 9001 certified designer, developer and manufacturer of kWh Meters and systems. Originating as a technology provider for kWh meter factories, KIGG maintains a technological edge via a long standing cooperation with South Wales University. KIGG's major activities are in Asia, Middle East and Africa and recently have been awarded a contract for 100,000 Smart Meters, with a further potential project of supplying / managing the AMI / Middleware system.

Product/Service

Our products include Smart Metering, Smart Grid, Automation Control Systems and environmental monitoring and control technologies. We have extensive experience with Zigbee networks and have a unique Zigbee to Bluetooth interface, which allows local access / control via a smart device as opposed to solely centrally controlled.

Benefits

Currently electricity losses in India are >30% and to reduce this electricity distribution is being sold off as franchises. Smart Metering and Smart Grid are key elements to the success of this initiative and a large number of new

clients now exist who will sooner or later realise that outside help will accelerate this process.

KIGG's in house R&D department focuses on hardware and embedded software and we are seeking cooperation / partnerships not only to export our technology to India but also seeking a reliable source of smart metering middleware for other markets.

Objectives

To find serious cooperation partners for our technology in India and find a flexible source of middleware for Smart Metering and Smart Grid. Establish a cooperation which respects both sides IP rights allowing us to offer a stronger complete project. Essentially turn discussions into business.

Moixa Technology

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Moixa is a UK Energy and Smart Battery pioneer. We launched and own IPR over USB rechargeable batteries (USBCCELL consumer batteries) and larger scale smart batteries to power DC electronics and lighting in households, small offices or hotels/accommodation.

Our core focus is Distributed Energy Storage (DES), with our MASLOW – Meter Attached Storage system, which can be charged by grid, on demand or from local renewables (e.g. PV) or generators, and provides a DC power network for DC LED lighting, Electronics, DC TVs, ICT. The system provides local resilience, peak shift of consumption and improved energy efficiency, and acts as a grid-scale battery and balancing system for network issues.

We are undertaking large MWh scale pilots in the UK as retrofit into households and specification into new large scale (high end apartments), or Battery systems, DC LED lighting, and DC-DC power sockets (based on our patented USB multi-voltage technology), and wish to explore local partners in india for supply (battery, LED, assembly), Channel partners, and Early stage/strategic investment.

Potential key benefits in India

- Electricity resilience over essential DC loads, and improved cost/efficiency
- Improved use of renewables or gensets
- Future proof – power for growing ICT/always on DC demand, and lower cost DC power/devices (DC LED, DC power supplies)
- Improving grid resilience by leveraging excess off-peak production, and reducing on-peak consumption
- Systems integration and product differentiation/IPR, and universal standards/worldwide markets

New Forest Communications / M2M Group

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New Forest Communications / M2M Group

was formed by the virtual integration of a number of market leading companies to provide turnkey solutions for large corporate customers.

It is the public face of a federation of businesses that have worked closely for many years on large scale projects. By coming together under a single banner it makes the process of sales, engagement and delivery easier for large corporate customers. It is a seamless journey from concept and design through to production and implementation. Spanning every M2M communications infrastructure and technology, the company is one of the few organisations that can tackle really complex and diverse tasks because it does not have to recommend or promote any one solution. It is a champion of the best of breed creed and the need to deliver results in a complex world. For more information, please visit <http://www.m2mgroup.co.uk>

M2M Network Services

Europe's market leading MVNO.

Providing the most comprehensive M2M services in Europe over SMS, GSM and GPRS. M2M Group connect directly with all tier one MNO's providing unparalleled services and resilience.

Orion Security Network

RFID GPS tags based asset tracking.

High bandwidth low range 433 or 868 GHz SIM free RFID GPS tags broadcast accurate locations every 30 seconds. Battery life up to 5 years with no ongoing cost, SIM cards or contracts.

Tracking and Logistics

Global asset tracking and logistics.

Market leading wireless asset tracking devices and logistics software, thousands of GPS, GSM, RFID and satellite devices in operation worldwide. Flat rate low cost global tracking solutions.

OmPrompt

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OmPrompt delivers an intelligent cloud solution for Customer Automation Management that allows global CPG and Healthcare companies to automate the 80% manual processes which dominate their order to cash operations.

Companies such as Unilever, Nestle, Kimberly-Clark, Heinz, Bacardi, Medtronic, Stryker Healthcare and Smiths Medical have freed significant numbers of human resources from manual back office operations. These market-leading companies now focus their staff on revenue enhancing value-added customer facing tasks. Transactional excellence can be achieved with Customer Automation Management in the back office with higher levels of quality, accuracy, improved cycle times, and documented processes.

Diversity dominates the order to cash process; message format diversity, business process diversity and customer master data diversity. Customer Automation Management removes manual effort from every transaction from the order, through the fulfilment and delivery process, on to the cash collection and beyond to the warranty and complaints process. Managing diversity sits at the heart of

OmPrompt's intelligent cloud. When customers are the masters in the trading relationship enforcing standardised ways of working which have proven so successful in procure to pay processes are not options.

OmPrompt supports customers in over 30 countries today from the Headquarters in Oxford, UK.

OmPrompt is seeking to develop partnerships with the Order Management and Order to Cash operations of Business Process Management companies. Organisations that work with the world's largest manufacturers and who are seeking competitive advantage with an opportunity for margin improvement will relish a partnership with OmPrompt. A white labelled or private labelled BPaaS offering will enable full exploitation of a market which many Analysts are predicting will experience explosive growth.

CEO John Wakeman looks forward to meeting prospective partners in India.

Red Gate Software

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redgate
software

Red Gate Software, headquartered in Cambridge at the very heart of the silicon Fen, have been developing and selling market leading software products for IT professionals since 1999. Our mission is to make database developers and database administrators (DBA's) more productive and to help them reduce costly defects all along the application development chain. We allow SQL Server database developers to adopt modern agile development methodologies all within their favoured IDE (SSMS) which is impossible without our products. Our tools also help automate many of the usually error prone tasks currently being handled in your organisation by highly skilled and therefore expensive humans. Lastly our products promote teamwork, so when used in conjunction with our best practices you can start to see more productive and happier workers, fewer defects in your software output, and faster and more efficient processes all the way through your application development and delivery chain.

Our model has been to sell our software to developers and DBA's (end users) directly by treating them as consumers. Our products are universally loved by our user base, we can count 650,000 Microsoft professionals worldwide and over 90% of the companies in the Fortune 100 as customers.

We are currently looking for partnership opportunities in India within the distribution and sales channel areas. We are offering the opportunity to partner with a proven technology vendor who's products lead the database development productivity tooling market in both the US and Europe and are generally considered to be industry standard.

Senical

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Senical is a technology development business established in 2005. We have developed technologies primarily in the utility metering sector and collaborated with the UK's largest Distributed Network Operator, Scottish & Southern Energy Power Distribution (SSEPD).

Product/service description;

Senical has developed a smart data collection solution in collaboration with the largest electricity distribution company in the UK, SSEPD – market cap £15b. Designed specifically for distribution network operators, our solution can offer huge cost saving benefits due to the nature of the installation and also through identification of tampering. The solution combines both hardware and software components and utilises existing communications infrastructure, eliminating the need for additional costs.

Key benefits for customers in India;

- Complete smart data collection solution
- 'Retro fit' hardware component
- Rapid installation, can be installed in a matter of minutes
- Enables rapid deployment of smart infrastructure to distribution businesses
- TCP/IP connectivity with SSL security
- Anti-Tamper mechanism and alerting.
- Full software architecture developed for device management
- Full 'over the air' firmware update facility

Sharedband

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Sharedband is a UK software company that has developed an innovative technology that helps improve the resilience and performance of internet connections. It does this by bonding multiple internet connections (ADSL / Cable / Fiber / Wireless) in to a single high performance connection that is scalable.

It works with standard Internet service provider (ISP) services and low cost hardware making deployment seamless, fast, and affordable.

We deliver great value to businesses and significant benefits to Internet users worldwide that need faster connection speeds, a more resilient service, and a superior broadband experience.

We work with ISPs in the US, Europe, South Africa and Australia to help deliver a better customer experience for their customers. We also help Telcos improve customer retention and increased average revenue per customer (ARPU).

For end users we help enable applications by increasing the reliability as well as speed of connection and failover to GSM when necessary.

We are currently in Beta mode with a number of European Telecoms companies with an Android mobile proposition which helps ensure a smooth customer experience when working with Wifi Hot spots and GSM

The benefits for customers in India are an increase in reliability of connectivity along with improved capacity / speed.

- Sharedband is unique.
- Uses patented technology.
- Operates at the IP layer – major advantages over MLPPP protocols.
- Available anywhere – uses existing infrastructure.
- Speed – offers up to 4x speeds utilizing standard broadband routers.
- Low cost – easy to deploy and inherently scalable.
- Resilient – can bond lines from multiple service providers and different technologies.
- Enables new customer applications and services to be delivered rapidly.
- Helps ensure a good end user experience and promotes the roll out of applications.

Simpleware

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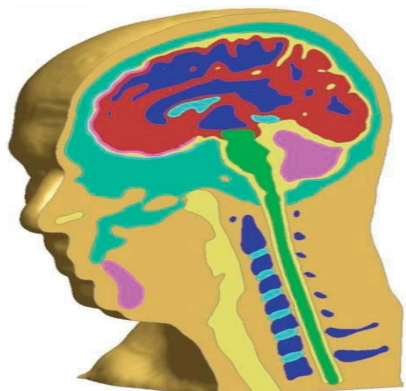
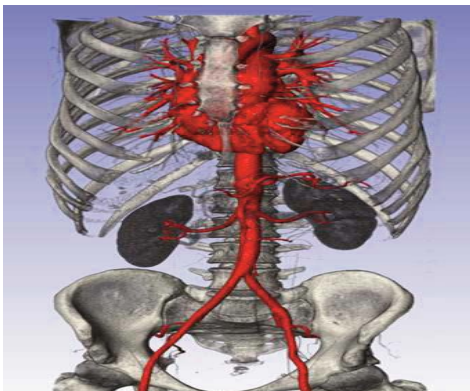
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Simpleware is an Exeter-based software and services company providing state of the art tools for the conversion of 3D scan data into high-quality computer models used for engineering design and simulation. Over 75% of Simpleware sales are exports with a global customer base ranging from blue chip companies, to government laboratories and academic research institutes. The software is being used by engineers and scientist in a wide range of industries and research fields, including Medical Devices, Oil & Gas, Automotive, Aerospace, and Consumer Products. Simpleware has enjoyed high organic growth in turnover averaging over 40% over the

past five years with a concomitant increase in FTE staff from 8 to 18 over the same period. The company also has won numerous awards including two Queen's awards (Innovation in 2012 and International Trade in 2013), the Praxis Unico award for Business of the Year 2012, and the Biomedical iNet Innovation Awards in Export.



SLA Mobile

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SLA Mobile helps mobile operators unlock their network assets and create game-changing solutions that allow them to drive new revenue streams and engage with their customers. Founded in 2003, the company has worked with the world's leading mobile operators and content providers. Headquartered in Belfast and Kuala Lumpur the company is committed to innovation and identifying new and evolving opportunities in the mobile industry.

Product/service description

Professional Services

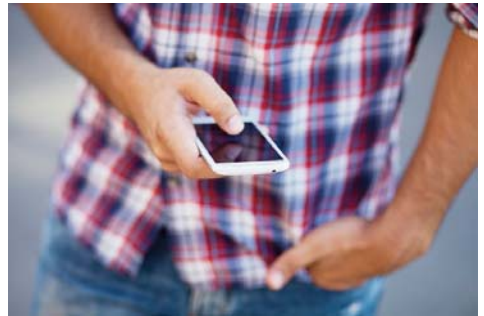
By delivering first-class support we enable mobile operators worldwide to help achieve their business goals. Our Consultancy Solutions can increase efficiency and effectiveness in areas including Project Management, Solutions Architecture, Software Development and Systems Integration.

Software Solutions

Our Software Solutions approach is flexible, reliable and professional. We will analyse the needs of mobile operators worldwide, manage the process and deliver bespoke turnkey solutions on time, on budget and to an error-free standard.

Direct Operator Billing

Direct Operator Billing delivered through our Alacrity platform presents a real opportunity for mobile operators and marketing partners to meet consumer need for a real-time way to pay for goods without the use of credit card details. Transactions appear on the customer's mobile phone bill. Prepay customers simply pay using their credit balance.



Stream Communications

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Stream was set up to provide resilient wireless connectivity for the worldwide Machine to Machine (M2M) & Internet of Things (IoT) markets. The company has specialised in resilient, secure and innovative GSM & Satellite based services since the year 2000. It has offices in Glasgow and Canary Wharf, London, providing services globally. The company was recently chosen as a partner of Inmarsat to help bring satellite mainstream into M2M, providing connectivity in remote areas.

Product Service Description

Low power radio (private) local network services back hauled over 3G and satellite. GPRS, 3g & 4g network services. Satellite services. Wireless connectivity for devices worldwide, specialising in data routing over wireless networks. Resilient N+1 backhaul infrastructure. Single network enablement platform for all services. Proprietary billing systems. Full technical support and customisation options to network services. GPRS, 3g & 4g routers/modems also available. Range of complete end to end M2M solutions can also be provided on a customised basis through Stream's partnerships with technical innovators in the M2M sector.

Key benefits for customers.

Multiple carrier and bearer (GSM & Satellite) options, all managed within a single web based enablement platform & billing system. International wireless connectivity with best value in-country and roaming tariffs.

Sub10 Systems

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SUB10
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Sub10 Systems is a wireless telecommunications company, based in the South West of England, specialising in the development and production of millimeter Wave (mmW) Point-to-Point wireless Ethernet bridges. Our Liberator™ range of links operate at mmW, in the 60GHz, 70GHz and 80GHz bands; these are the 'V' (60GHz) and 'E' (70GHz & 80GHz) bands respectively. It is an interesting historic note that the eminent Indian physicist and Fellow of the Royal Society, Sir J C Bose first experimented with mmW transmissions in 1894. Accordingly, we are proposing that we should bring this now matured technology back to India.

Since inception in 2010, Sub10 has steadily extended its Liberator™ family. All links are transparent to and support Internet Protocol (IP) data and voice packet throughput at Full Duplex speeds ranging from 100Mbps to 1,000Mbps, over link distances up to 5km, depending on frequency band and link conditions. The Outdoor Unit (ODU) is the smallest in its class at 18cm square and 10cm deep and weighs just 2.5kgs. Power consumption is very low at 20W and supplied from a standard Power over Ethernet (PoE) indoor unit. Installation, commissioning and

management of these systems is simple; once installed, the product is effectively maintenance free and can be monitored or modified, remotely, via the onboard web interface.

Unlike lower frequencies, where there is a considerable amount of congestion and interference, mmW bands have large amounts of wireless spectrum available. Additionally, in a number of countries, for example: North America, Russia, Brazil, China, the UK, Germany, Australia etc. the bands can be used without a license.

A Liberator™ link can be considered as a direct substitute for a physical fibre-optic circuit, carrying IP traffic seamlessly and reliably. It is, however, a much more flexible and 'green' alternative solution. Accordingly, users of links are drawn from many business sectors, including mainstream telecommunications service providers – especially mobile operators.

Sub10 Systems are seeking a partner in India able to manufacture, assemble and test, under licence, their current range of links. Subject to a successful transition of manufacture from the UK to India, it is possible a stronger collaboration will be formed.

Swiftkey

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SwiftKey's award-winning consumer keyboard app for mobile phones and tablets was the best-selling paid app of the last year on Google Play, having been No.1 for more days than any other app and hitting the top spot in 58 countries. To date, it has been downloaded more than 15 million times. It learns from users to offer next-word predictions and accurate auto-correction; this makes typing faster, smarter and more personalised. The growing SwiftKey team also work directly with tier 1 OEMs and other enterprises. Our vision is to apply our technology to a wide range of challenging real-world language problems, achieving lasting market leadership and changing people's lives for the better. Our HQ is in London and we have around 100 staff. We also have staff in San Francisco, Seoul and Beijing.

SwiftKey covers 72 languages including market-leading multi-lingual performance and offers a broad coverage of Indic languages. In addition, the following specific benefits for different sectors of the India market:

- Handset and device manufacturers – a top-end differentiating feature, as adopted by global Tier 1 handset brands
- Network operators – an opportunity to provide a freemium pre-load with revenue share potential. SwiftKey has 10x market average free-to-paid conversion ratios
- App developers – added functionality that can be customised for target application and market (e.g., incorporating cricket or Bollywood language models)

Our specific objectives for the program are to meet leading Indian companies from the above market sectors.

Telemis

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Telemis
Next Generation Telemetry Solutions

Telemis designs and manufactures advanced telemetry and remote monitoring solutions for all business sectors. Telemis is a mature, profitable, independent, employee-owned UK SME. The Telemis team have been providing complete telemetry solutions globally in harsh, demanding environments since 2000 including solutions for power source optimisation, metering and machine/equipment control.

Telemis expertise in delivering class-leading telemetry solutions at an affordable cost will be invaluable to Indian companies wishing to enhance the performance of their remote equipment or sites. Telemis can provide entire low-cost systems with extremely rapid return on investment or alternatively delivered as a service. We recognise that the Indian market is unique and are able to consider options such as in-country manufacturing and technology licensing. Telemis' products are targeted at a number of diverse industrial applications and we anticipate that our existing mature applications will be supplemented by further developments for the Indian market.

Telemis hopes through the UKTI/Tata program to understand the dynamics of the Indian market and to establish key strategic partnerships for both regional representation and/or direct sales. We are also keen to explore direct relationships with potential high volume, multi-sector users such as Tata, and direct sales to large users such as tower owners or renewable energy generators.

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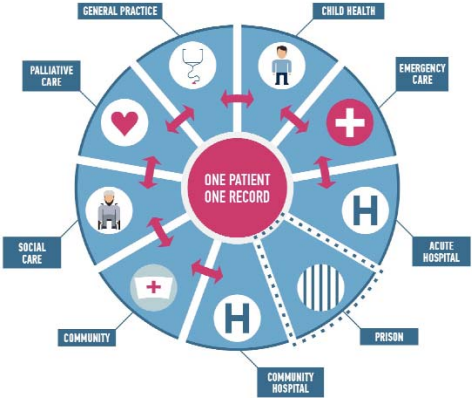


TPP are a UK based IT company, dedicated to delivering world class healthcare software through our innovative product, SystemOne. Our philosophy is to join up healthcare across communities based on a single medical record ethos, improving access to clinical data and empowering patients to take part in their care. We are known for our outstanding achievements in the UK, providing Electronic Medical Records (EMR) on our centralised database for nearly 30 million patients. Our product is currently used by more than 200,000 NHS staff who perform an average of 120 million transactions on our servers every day.

After 16 year of success in the UK, we are now looking to expand our offering to deliver connected care to new markets abroad, tackling global problems such as the rise in non-communicable diseases and ageing populations. We believe we are the only software company in the world to offer truly integrated EMR.

Product description

TPP offer a range of products to enable the delivery of transformational healthcare; SystemOne, SystemOnline, SystemConnect and SystemInsight.



Vision247

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VISION247 is a high growth media technology and content distribution company providing end to end solutions to television channels, content owners, telcos and ISPs

In 2013 Vision247 acquired Perception, a complete and fully scalable multiscreen IPTV platform, with industry-leading cloud-based features, designed for Telcos and ISPs that require a commercially flexible and rapidly deployable solution.

Its services also include satellite playout, studio facilities, multi-screen and OTT IPTV services, smart TV and mobile apps.

Headquartered in London and with offices in the UAE, Vision247 creates innovative, compelling TV and video services for connected audiences worldwide. www.vision247.com

About Perception

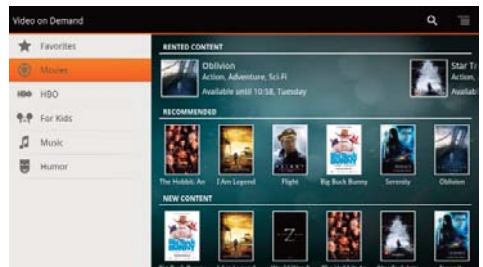
Perception is the complete and fully scalable multiscreen IPTV platform, with industry leading cloud based features, designed for Telcos, ISPs and content aggregators that require a commercially flexible and rapidly deployable solution.

Perception has been developed from the ground

up to provide the operator, its management and customers with a commercially sound and feature rich platform for the secure delivery of multiscreen entertainment.

The Perception Platform provides a unified approach to the presentation and delivery of multimedia content, simplifying the management and the user experience.

Perception's features give total control to operators, enabling better subscriber management, including upsell and churn reduction marketing tools. Perception also gives total control to users by allowing seamless movement between live streaming and catch up TV, as well as storing content indefinitely via the cloud PVR.



Wadaro

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Wadaro was founded in 2005 to develop and license an innovative solution to the problem of measuring mobile network service as it is experienced by the consumer. The solution lends itself extremely well to emerging markets where geographic address is large but with poor public infrastructure, subscriber numbers are very large and the prevailing economy dictates a cost effective solution. Wadaro product has been deployed in the EU and Africa. In 2013, Wadaro will announce further deployments in Africa and LATAM.

Wadaro TAP is a small Software installed in SIM cards that are in turn installed in mobile devices. These devices include retail handsets, machine-to-machine modules, data dongles, etc. This Software collects raw performance related data from the host mobile device and processes it in to Key Performance Indicators (KPIs) within the SIM. These KPI provide absolute measure of Mobile network service performance, mobile device performance and subscriber experience. Due to installation in SIM cards, Wadaro TAP is applicable to 2G, 3G and 4G network technologies. Wadaro TAP is not only affordable for all networks but can be applied affordably across entire networks.

Wadaro TAP has no technical impact on the performance of networks or host terminals. It is completely invisible to the subscriber. By analysing a cost/benefit for the application of TAP, mobile operators can determine a real return on investment.

Wadaro is primarily interested in partnering with the mobile network operators in India.

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