

INVESTOR PRESENTATION

9M FY25



QUICK GLANCE

01 | [Overview](#)

02 | [Growth & Strategy](#)

03 | [Technology Roadmap](#)

04 | [Financial Performance](#)

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01 Overview of the Organisation

We are a **Global Company**...

Operating from **5 Office Locations**

12+

Years of Service

539

Employees

150+

Happy Clients

30+

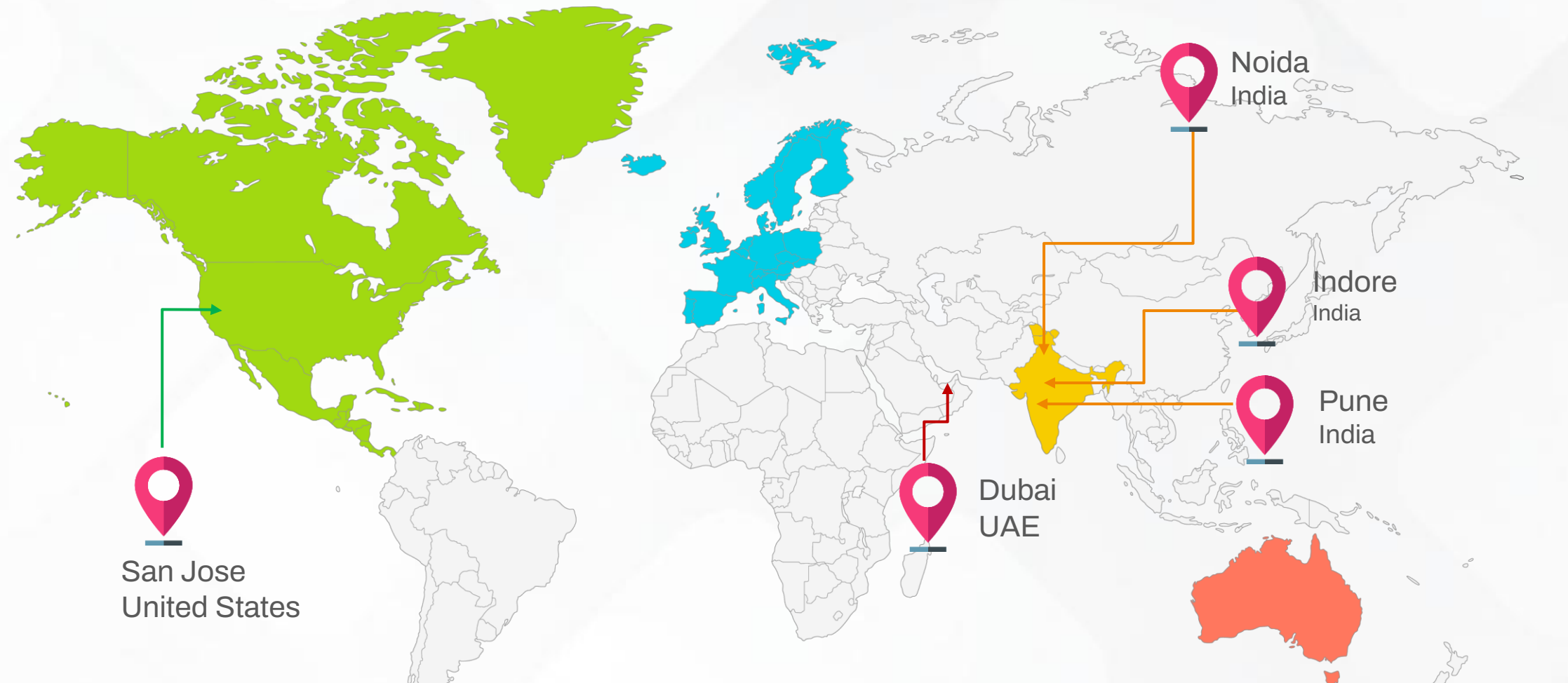
Countries Served

82%

Revenue by Repeat Customers

39%

Top 5 Clients Contribution



Our Geographical Business Presence

59% North America

23% India

7% Europe

6% Australia

5% ROW (Rest of World)

...with Partnership Synergy & Financial Success

Technology Partners



BRONZE
Solution Partner

Adobe Bronze Solution Partner



ADVANCED
BUSINESS PARTNER
ISV Partner

Redhat Business Partner



amazon
web services | Partner
Network

AWS Partner



Gold Partner

Odoo Gold Partner



Salesforce Summit Partner

Setting New Records for FY 24-25: Achieved Rs 100+ crores Revenue in first 9 months FY 24-25

₹ 100 Cr.+

In 12 Months, FY 23-24

₹ 100 Cr.+

In 9 Months of FY 24-25

CAGR (FY20 to FY24)

81%
Revenue

166%
Net Profit

*Q3'FY25

15% YoY
PAT Growth

33% YoY
Revenue Growth

30%+ YoY revenue growth sustained for 15 consecutive quarters since listing

Presenting our Key Financial Updates...

Result Summary

- Record Q3 FY25 Revenue of ₹37.70 crore with 37.3% EBITDA Margin [38.3% EBITDA Margin if adjusted for ESOP cost].
- Revenue up 32.7% YoY, PAT up 15.5% YoY, and EPS at ₹8.70 vs ₹7.54 last year.
- Sustained YoY growth of 30%+ since listing, consistently reported for the 15th consecutive quarter

Stock Split

- **Split Ratio: 1:2** – Each existing equity share of ₹10 face value will split into 2 equity shares of ₹5 each, fully paid-up
- This is **subject to shareholder approval** through ongoing e-voting on postal ballot
- To enhance liquidity and **make shares more affordable** for investors, split of shares is initiated

ESOPs

- Granted **17,500** options under Ksolves Employees Stock Option Scheme I and **42,500** options under Scheme II, as current grant aggregating to 60,000 options as declared in last quarter
- With an objective to motivate and retain key employees contributing to corporate growth
- Total grant represents 0.50% of the current outstanding share capital
- Total pool represents 2.5% of the current outstanding share capital

“ Ksolves believe that Stock options align employee goals with organizational objectives by enabling top management to participate in ownership through share-based compensation. ”

...followed by quick **Business Snapshot**

Events



Ksolves at the Global AI Summit, Dubai



USA Workshop: A Roadmap for the Future

Announcements



Won the "2024 Deloitte India Technology Fast" Award

We're thrilled to Welcome



Aseem Kumar

Director of Program and Operations



Shreyans Sunil Kothari

Marketing Head



CA. Darpan Audichya

Head - Business Transformation & Consulting

Joining of Key Personnels: Aseem, Darpan and Shreyansh



Partnership with Leader in Broadcast and Media Technology Domain

Our Remarkable Journey..

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

2012-15



Humble Beginnings

- Founded by **Ratan Srivastava** in a small Indrapuram office as **Kartik Solutions**.
- Evolved into **Ksolves India Pvt. Ltd.** with a focus on growth and innovation.
- Joined **Nasscom** and achieved **ISO certification** for quality excellence.

2016-19



Growth and Expansion

- Achieved a solid upward revenue trajectory.
- Expanded to a family of 250+ achievers.
- Opened a new office in Noida and crossed 50+ clients
- Launched Odoo Products, topping the Odoo App Store with Dashboard Ninja.
- Opened new office in Indore

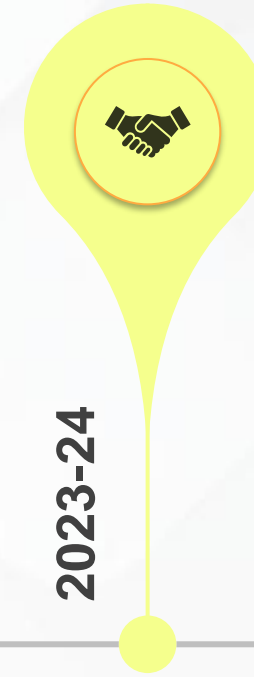
2020-22



Listing, Partnerships and Recognition

- Listed on NSE and migrated to the mainboard of NSE and BSE.
- Upgraded to Salesforce Ridge Partner and Odoo Gold Partner, solidifying our market leadership.
- Achieved CMMI Level 3 certification, emphasizing our commitment to excellence.
- Became a registered RedHat ISV Partner, expanding our technological reach and capabilities.
- Opened new office in Pune

2023-24



Excellence and Global Reach

- Became Salesforce Crest (Gold) and Summit (Platinum) Partner.
- Surpassed Rs 100 cr revenue and grew to 520+ achievers.
- Expanded operations in Noida.
- Incorporated a 100% subsidiary in the UAE, marking our global expansion

2025



Driving Growth with Innovation

- Focus on scaling our offerings on **evolving technologies** & boosting business growth with **Generative AI (GenAI)** by reduction in cost, driving operational efficiencies, and optimizing resource allocation for clients

..is affirmed by the select **Awards & Accreditations**

Awards



"2024 Deloitte India Technology Fast 50" organization



Dun & Bradstreet India's leading SMEs 2024 – Service Sector' Business Enterprises of Tomorrow 2023 - Business Excellence Award'.



NASSCOM Excellence in AI Services Award 2024



Indian MSME of the Year 2023 Award by Economic Times.



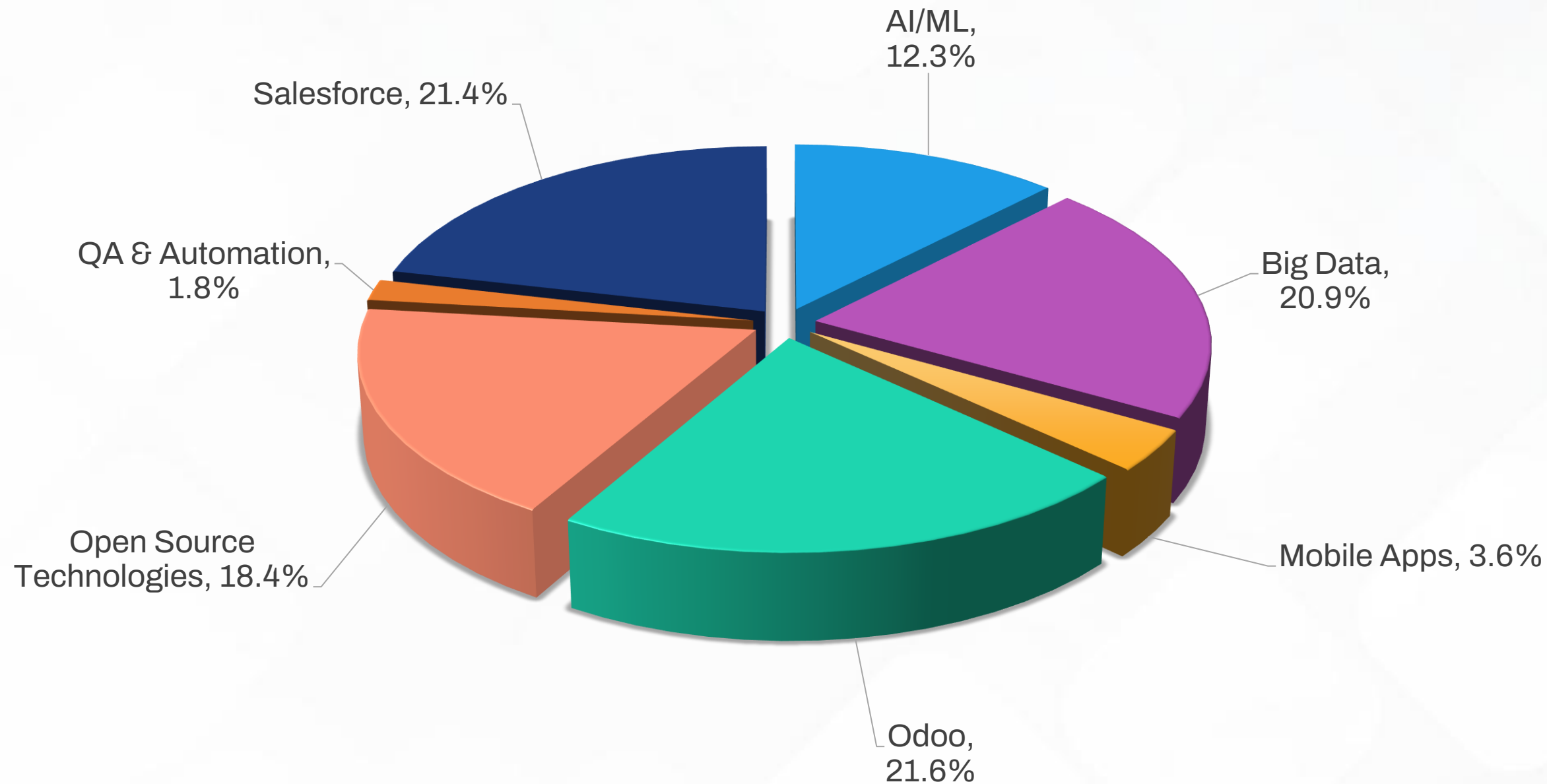
Great Companies - SME Business Award 2022 under the 'Business Services and Consulting Category'

Accreditations



Our Diverse Offerings...(9M FY25)

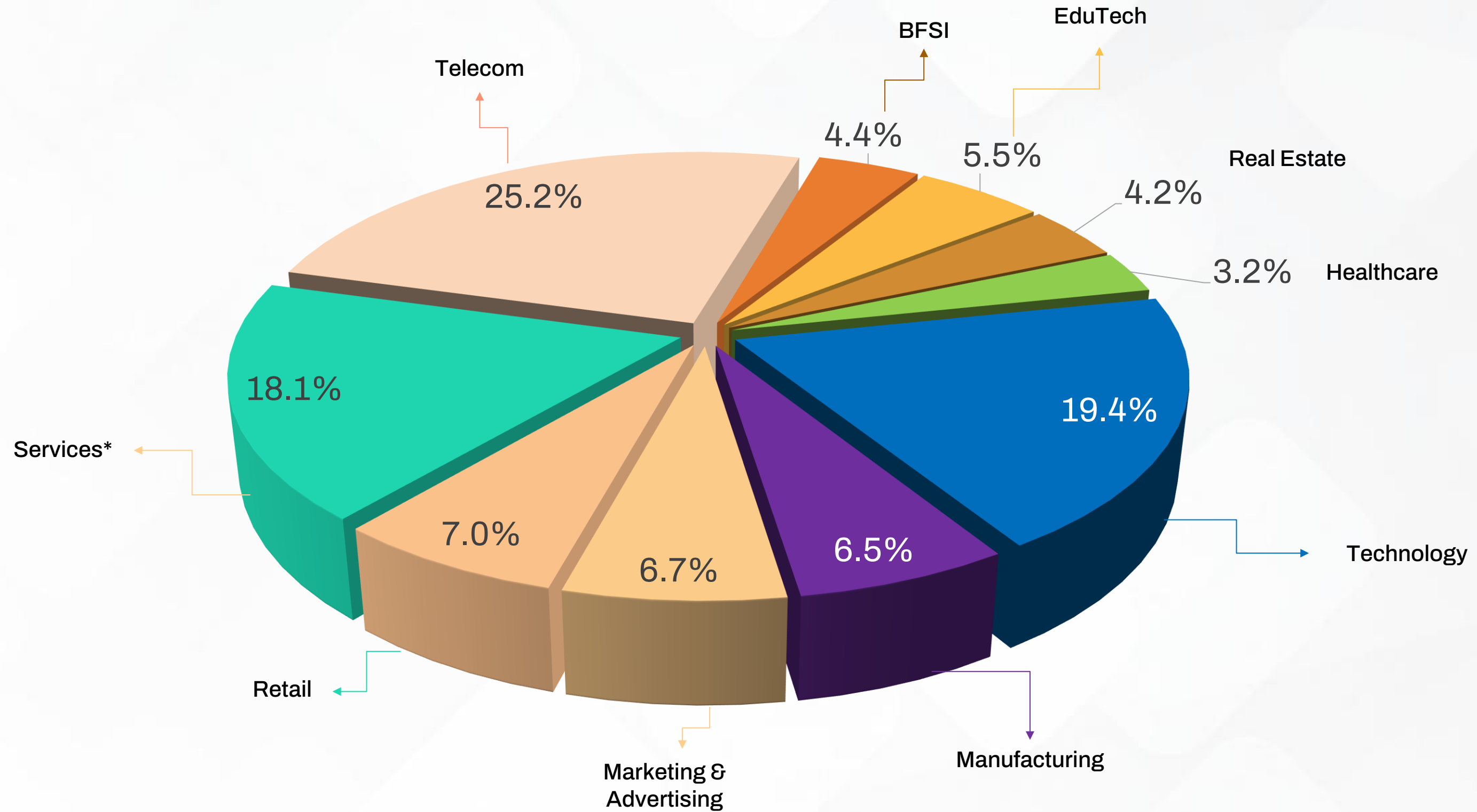
Revenue by Technology



Key Wins

- Closed a significant deal with a purpose-built cybersecurity company that delivers strategy, solutions, and managed services to the Fortune 1000.
- Successfully closed Salesforce deal with a well-established conglomerate in the UAE, known for its diverse portfolio across retail, luxury brands, automotive, beauty, and hospitality sectors.

...enables us to serve multiple **Sectors** (9M FY25)



*Services includes- Public Safety, Hospitality, Legal, & Consulting

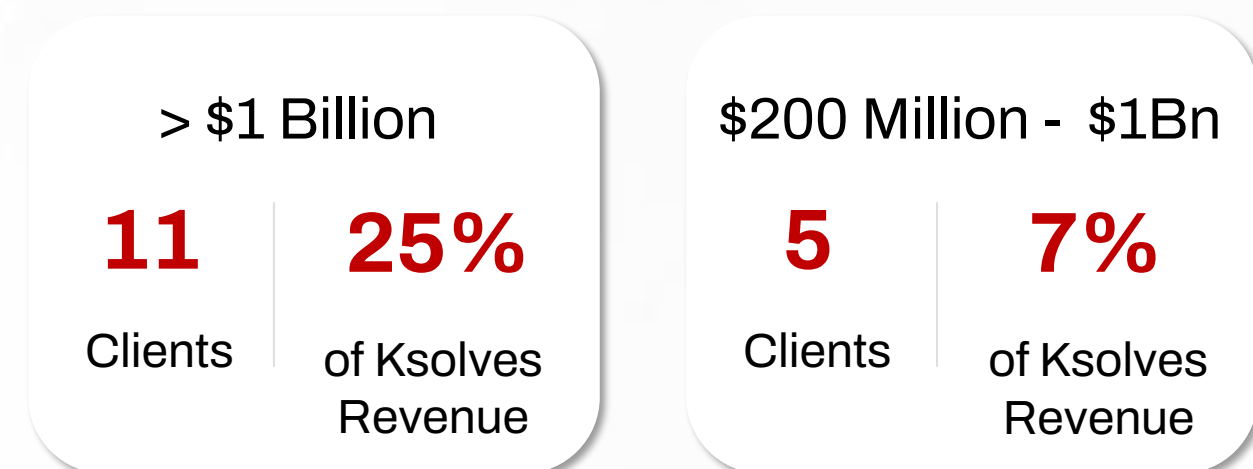
Ensuring exceptional services to **Clients**...

» Insights around our client base:

9M FY25	Revenue (%)
Top 5 Customers	39%
Top 10 Customers	52%

“ We strive to acquire new customers and enhance engagement with existing clients by maintaining service excellence and introducing diverse solutions; including updates through evolving areas like GenAI ”

Client Segmentation (based on its revenue)



Assisting **Fortune 500 Company** and **Top 100 Global Banking Brand**

Highlighting a few of our esteemed clients

Due to confidentiality, not disclosing names of all our clients

...guided by experienced and **Capable Leaders...**

Ratan Srivastava

Chairman & Managing Director

Ratan Srivastava holds a degree in Bachelor of Technology in Computer Science & Engineering. He serves as a cornerstone of our company's core management, where he spearheads major policy decisions. With **19+ years** of extensive experience in the industry, Ratan is the driving force behind formulating business strategies and their effective implementation. His responsibilities encompass overseeing the expansion and overall management of our business operations. His leadership qualities have been instrumental in leading the core team of our company.



..each with **Deep Expertise** in their fields..

Overview

Growth & Strategy

Technology Roadmap

Financial Performance



Deepali Verma

Whole-time Director & Promoter



Manish Gurnani

Chief Technology Officer (CTO)



Nishant Agarwal

Vice President of Engineering



Umang Soni

Chief Financial Officer (CFO)



Aseem Kumar

Director of Program and Operations

...steering us towards **Success**

Overview

Growth & Strategy

Technology Roadmap

Financial Performance



Vineet Krishna
Independent Director



Sushma Samarth
Independent Director



Varun Sharma
Independent Director



Varsha Choudhry
Independent Director

02 Growth & Strategy

Our Strategic Elements...

Driving Digital Transformation

Pioneering next-gen tech to drive client success through innovative solutions and experienced digital transformation frameworks

Powering Intelligence through AI

Harnessing artificial intelligence (including **GenAI**) and machine learning to deliver smarter, scalable, and data-driven solutions

Strategic Alliances for Global Growth

Building strategic collaborations with industry leaders to strengthen service offerings and global reach

Financial Profitability for Long-term Success

Focused on long-term growth with a sustainable financial model ensuring profitability and value creation for shareholders

Empowering Our K-Team

Empowering and enhancing a diverse and skilled workforce, committed to innovation, excellence, and customer satisfaction.

...that continuously fuels our **Growth Drivers**

Increased Utilization

Increased utilization percentage and better recoveries for legacy contract helped in improving the operating profit margin.

01

02

Tech Partnerships

Continued focus on building on the technology partnership program as quality assurance frameworks. Such partnerships add to the Company's credentials in front of existing and prospective clients.

Smart Investments

Large investments in building top - class teams including lateral hiring in key focus areas of IT services and Onshore presence of Sales and Client Management Teams will continue.

03

04

Client Relationships

Clients appreciate the company's accountability culture and treats Ksolves as their development partner instead of just being a vendor, and that also gets reflected in relatively high CSAT across engagements.

Delivering Value to Clients and Ongoing Projects

In addition to our services, Integrated AI into existing products to further enhance operational efficiency and drive innovation

01 Dashboard Ninja with AI

Transforms data visualization with real-time AI analytics and personalized dashboards

02 DFM

AI to automate Apache NiFi flow deployment and management

03 LMN

AI for lead scoring, predictive analytics, and workflow automation, boosting lead conversion rates

04 Mind AI

Revolutionizes enterprise knowledge retrieval with AI-driven multimodal RAG search across text, image, and video

Enhancing Operational Efficiencies

- ✓ Exploring and utilizing **GenAI** across internal processes to drive productivity
- ✓ **Mind AI Ninja (MAN)**: Our proprietary tool designed to optimize workflows and reduce effort, improving overall operational efficiency
- ✓ Focused on automating repetitive tasks and reducing human intervention, ensuring faster project delivery and quality outcomes



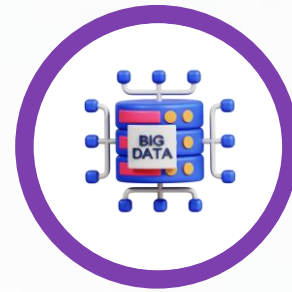
03 Technology Roadmap

Our Offering Portfolio...

Our Services



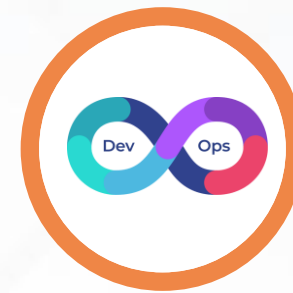
AI/ML
Generative AI



Big Data



Salesforce



DevOps
MLOps
LLMOps



Data
Analytics



Odoo (ERP)



Digital
Transformation

Our Products



Salesforce Products



Odoo Products



Data Flow Manager



Mind AI Ninja

...expanding with new **Technology Inclusion**

Data Streaming



AI, Data Engineering




Data Lake








Expanding growth horizons with **Key Products**

Odoo Products

1 Proud Creators of **Dashboard Ninja with AI** **2250+** Downloads **#1** App on Odoo Store for **4 Consecutive Years**

 Dashboard Ninja with AI by Ksolves India Ltd. **★★★★★** Highly Rated App **odoo** Highest Grossing App on Odoo Store

2  Odoo Woocommerce Connector **4**  Access Manager Ninja **6**  Odoo Shopify Connector

3  Arc Backend Theme **5**  Dynamic Financial Report


v 17.0 Third Party 2278



Salesforce Products



Award Winning Salesforce Summit Consulting Partner



5-Star Customer Review Rating on AppExchange

1 **#1** GenAI SMS & WhatsApp App for Salesforce  **Lead Manager Ninja**

2  RollUp Magic **4**  Ksolves CRUD Magic Ksolves India Limited **300+** Salesforce Certifications

3  Google Analytics Connector **5**  Ksolves Event Reminder Ksolves India Limited **89.3%** Repeat Business Rate

NEW

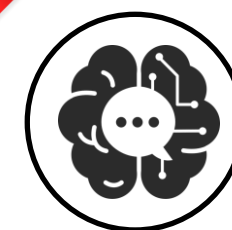


Data Flow Manager

Big Data

Manages and optimizes Nifi data pipelines for seamless flow

NEW



Mind AI Ninja

GenAI

Innovative platform for intelligent automation and decision-making

Select Case Studies

1



Big Data

[NiFi High Availability](#)

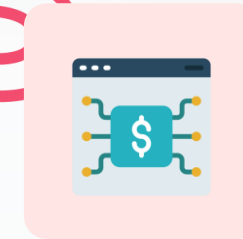
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Big Data

[NiFi & Spark Optimizations in Telecom](#)

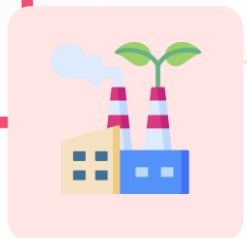
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Big Data

[NiFi in FinTech](#)

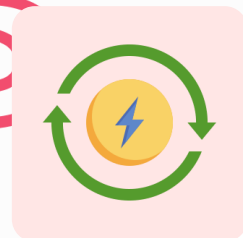
4



Salesforce

[Renewable Energy Sector](#)

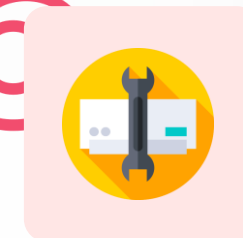
5



Salesforce

[Power Sector](#)

6

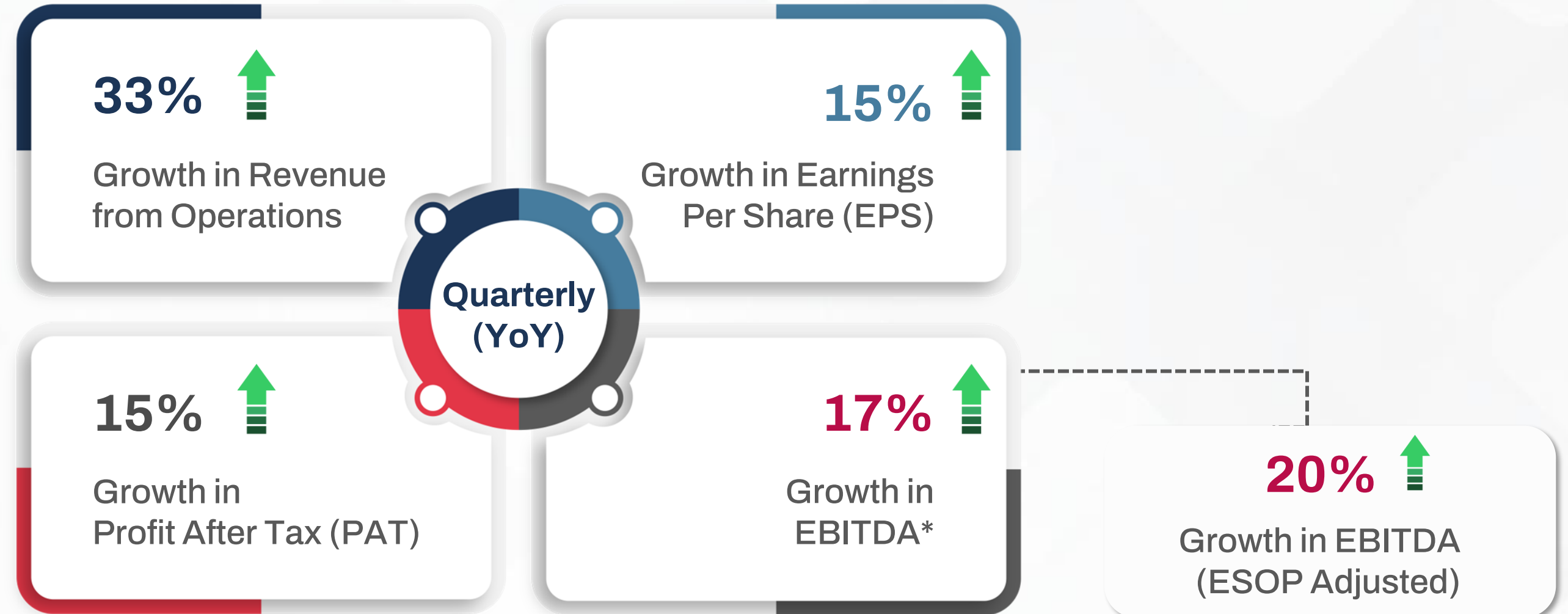


Machine Learning

[Predictive Maintenance for Energy Efficiency](#)

04 Financial Performance

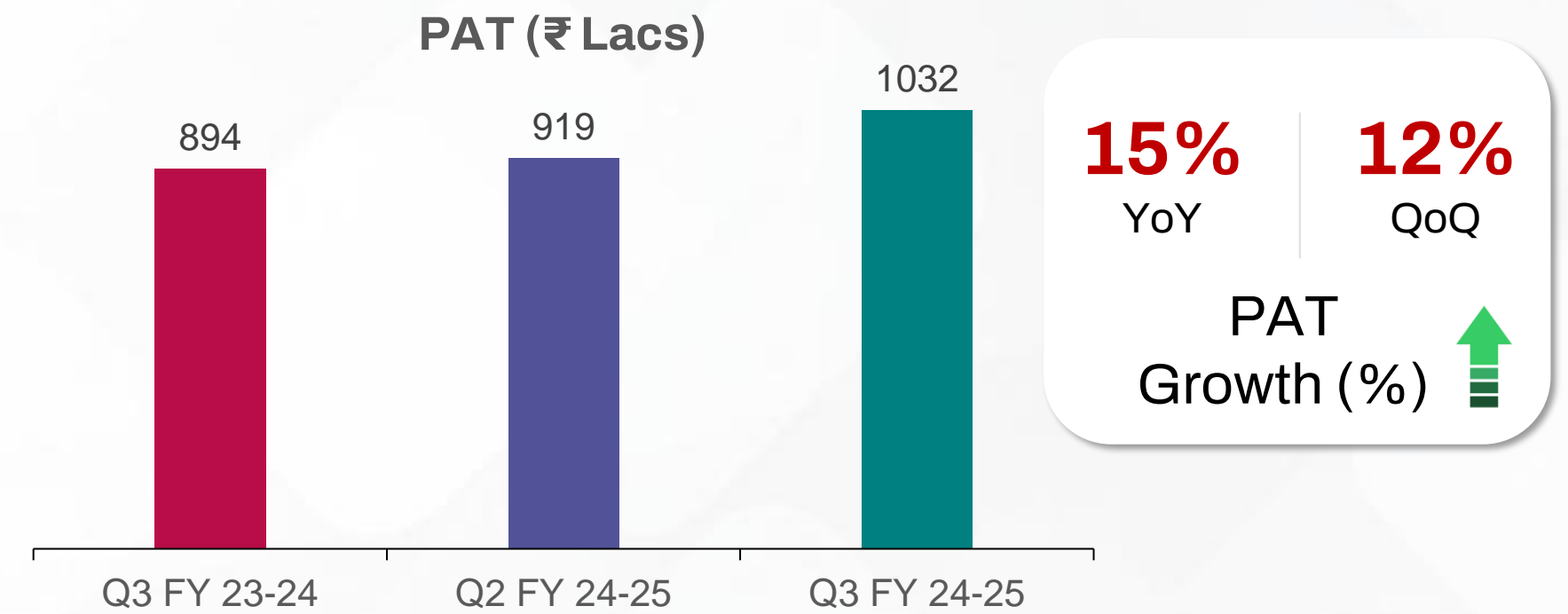
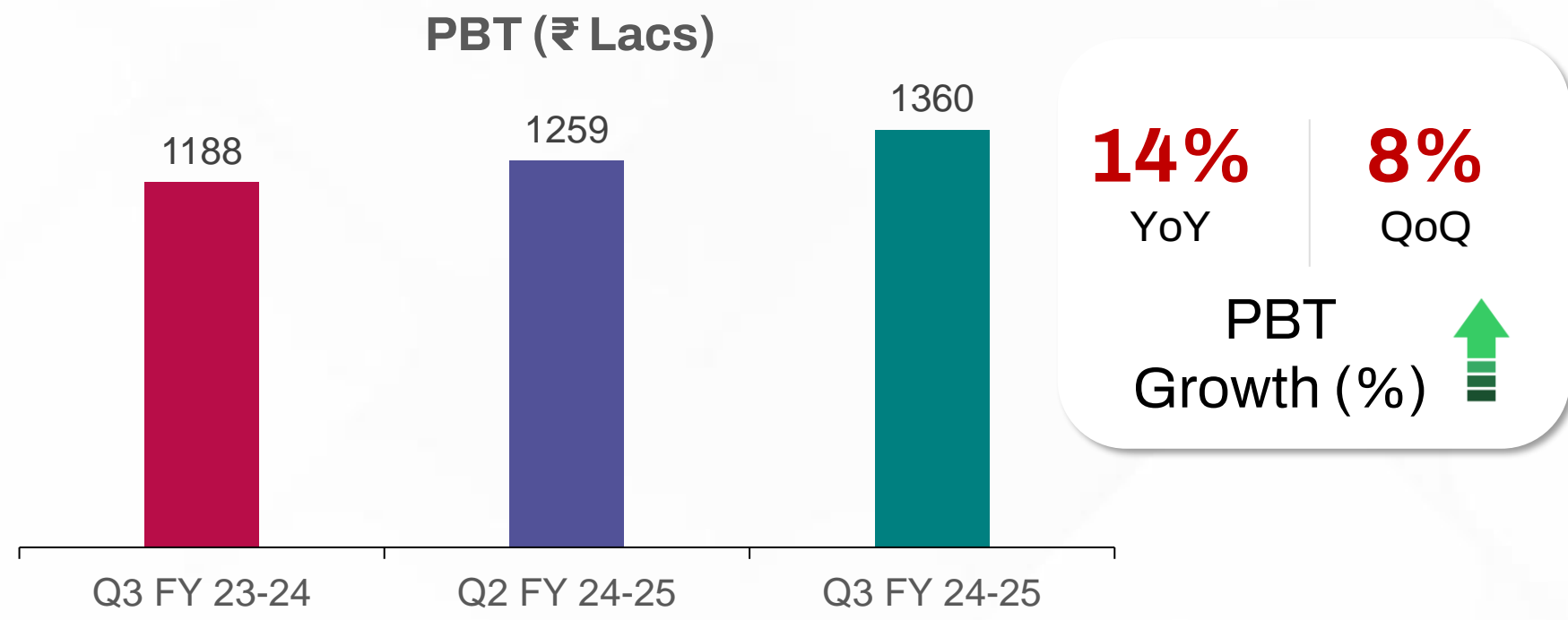
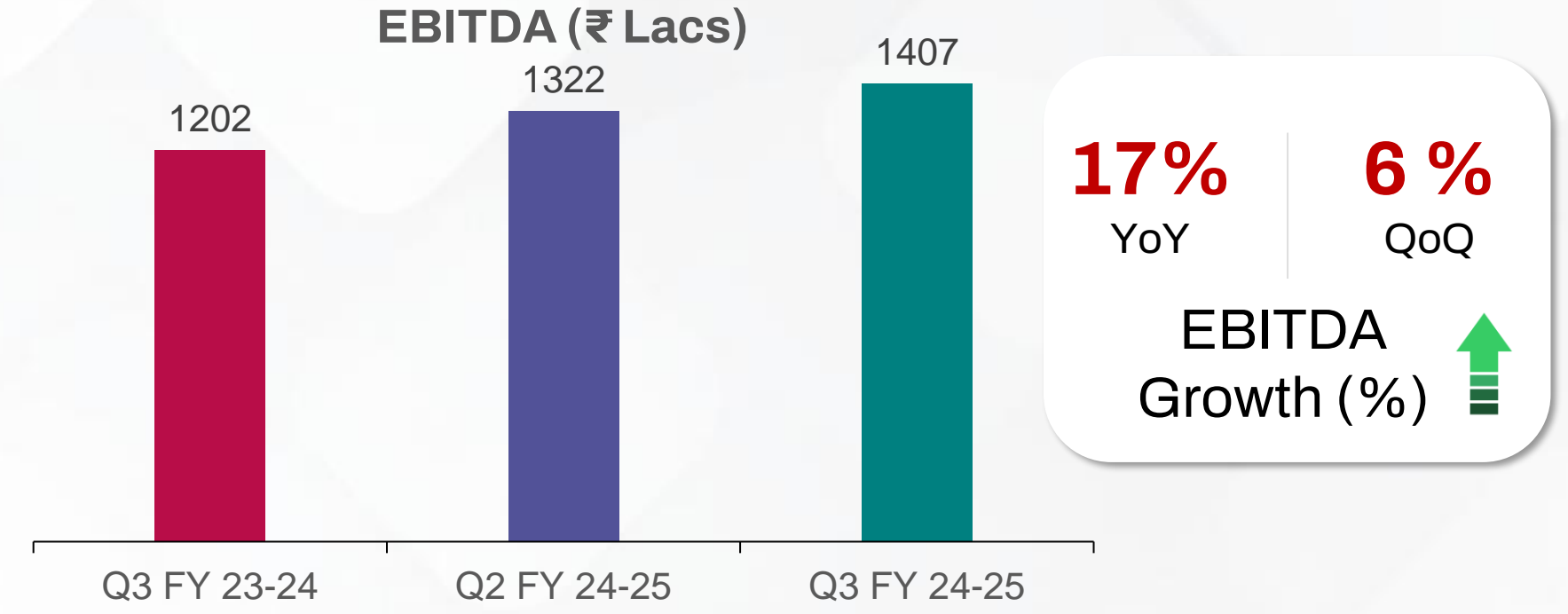
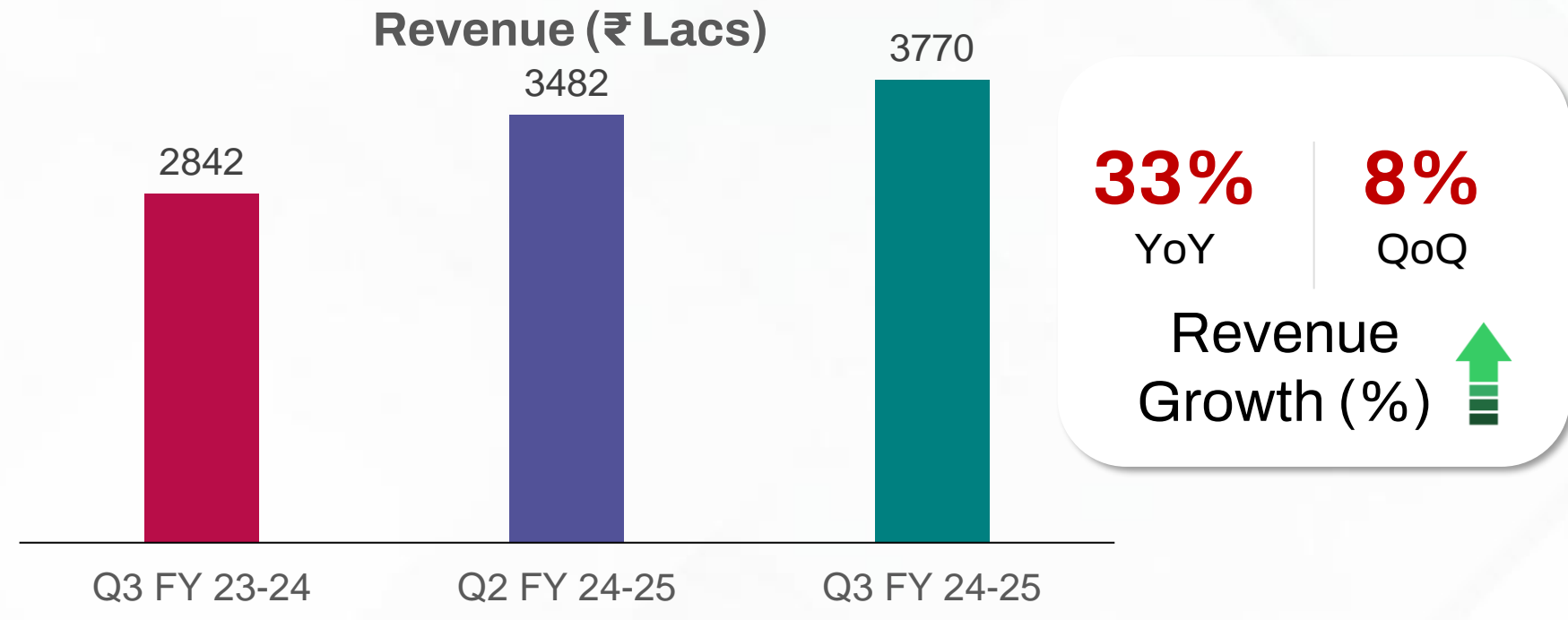
Robust Results: Q3FY25 Quarterly Performance



Continue to Remain Debt Free*

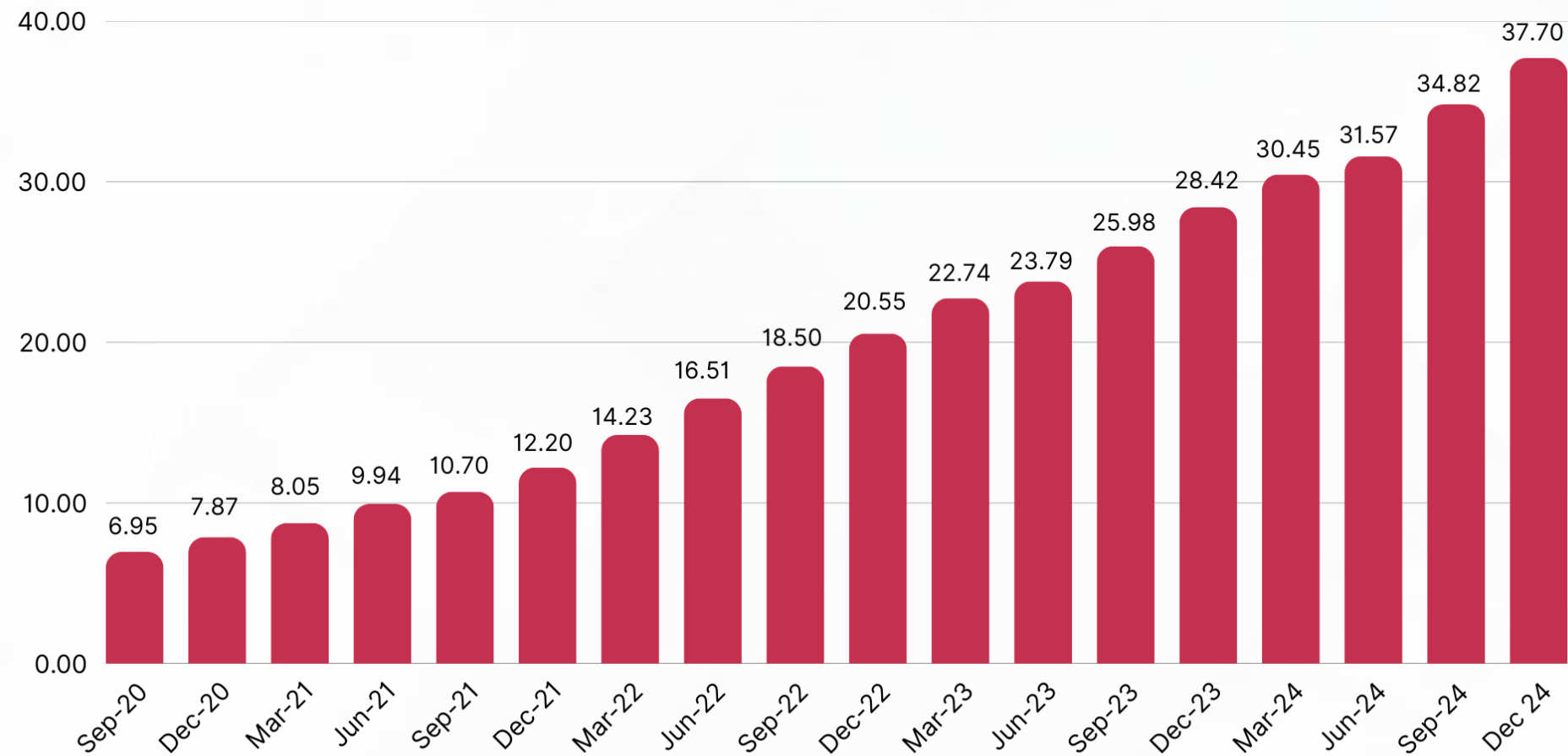
*(Other than Capitalization of Right of Use (ROU) assets for office space)

Q3FY25 Performance at a Glance

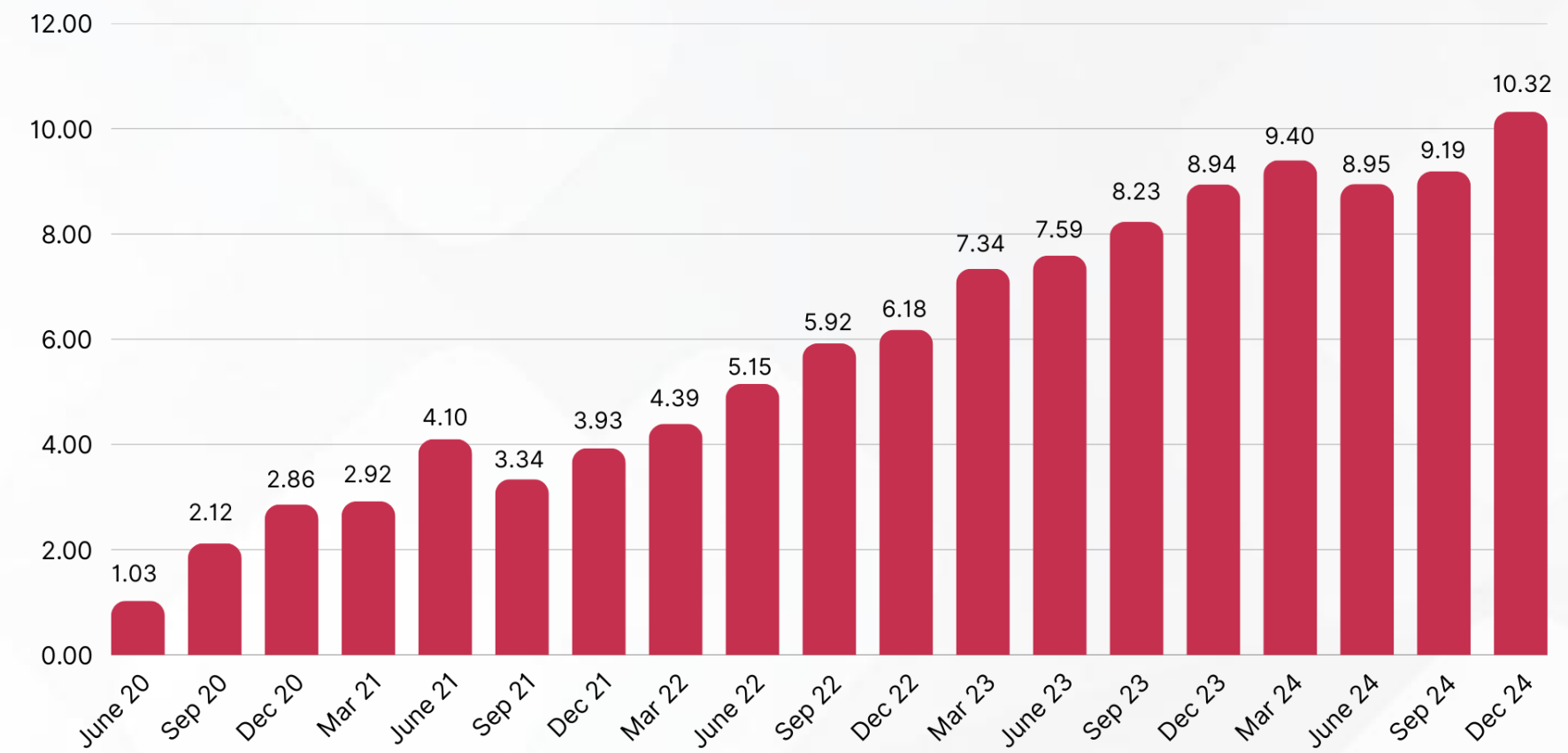


Revenue & PAT Growth Over the Last 3 Years

■ Revenue (₹ in cr.)



■ PAT (₹ in cr.)



Quarterly Financial Performance (consolidated)

Particulars (₹ Lacs)	Q3FY25	Q2FY25	Q3FY24	YoY%	QoQ%	9M FY25	9M FY24	YoY%
Revenue from Operations	3,770	3,482	2,842	32.7%	8.3%	10,409	7,819	33.1%
Total Expenditure	2,363	2,160	1,640	44.1%	9.4%	6,478	4,475	44.8%
EBITDA	1,407	1,322	1,202	17.1%	6.5%	3,931	3,345	17.5%
EBITDA Margin (%)	37.3%	38.0%	42.3%			37.8%	42.8%	
Other Income	8	11	12	-35.4%	-25.9%	28	29	-2.4%
Depreciation	51	65	26	92.0%	-21.7%	145	58	149.3%
Profit Before Interest & Tax	1365	1268	1188	14.9%	7.6%	3,814	3,315	15.0%
Interest	5	9	0	-	-	14	0	-
Profit Before Tax	1,360	1,259	1,188	14.5%	8.1%	3,800	3,315	14.6%
Tax	328	340	294	11.5%	-3.3%	954	840	13.6%
Profit After Tax	1,032	919	894	15.5%	12.3%	2,846	2,476	15.0%
PAT Margin (%)	27.4%	26.4%	31.4%			27.3%	31.7%	
Other Comprehensive Inc	-28	-4	-5	418.5%	668.0%	-48	-12	293.9%
Total Comprehensive Inc	1003	915	888	13.0%	9.6%	2798	2463	13.6%
Earnings Per Share (Rs)	8.70	7.75	7.54	15.5%	12.3%	24.00	20.88	15.0%

Value Creation for Our Shareholders

Dividend Paid (& Payout %) since Listing

2020-21 **66%**
₹ 5 (Bonus adjusted)

2021-22 **103%**
₹ 107

2022-23 **74%**
₹ 15.5

2023-24 **68%**
₹ 19.5

2024-25 **67%**
₹ 16 (Interim Dividend)

Actions enhancing liquidity & Shareholder Value

Listing at SME exchange at NSE:
6th July 2020
Amount raised :
₹ 402 lacs

2020-21

2021-22

Bonus Issue
3:1 on 7th June 2021
and
1:1 on 7th Sept 2021

2022-23

Migrated Listing to Main exchange of NSE/BSE :
September 2022

Adjusted Issue Price on account of bonus issues : ₹ 12.50

ESOPs:
Granted 17,500 options under Ksolves ESOP Scheme I and 42,500 options under Scheme II

2024-25

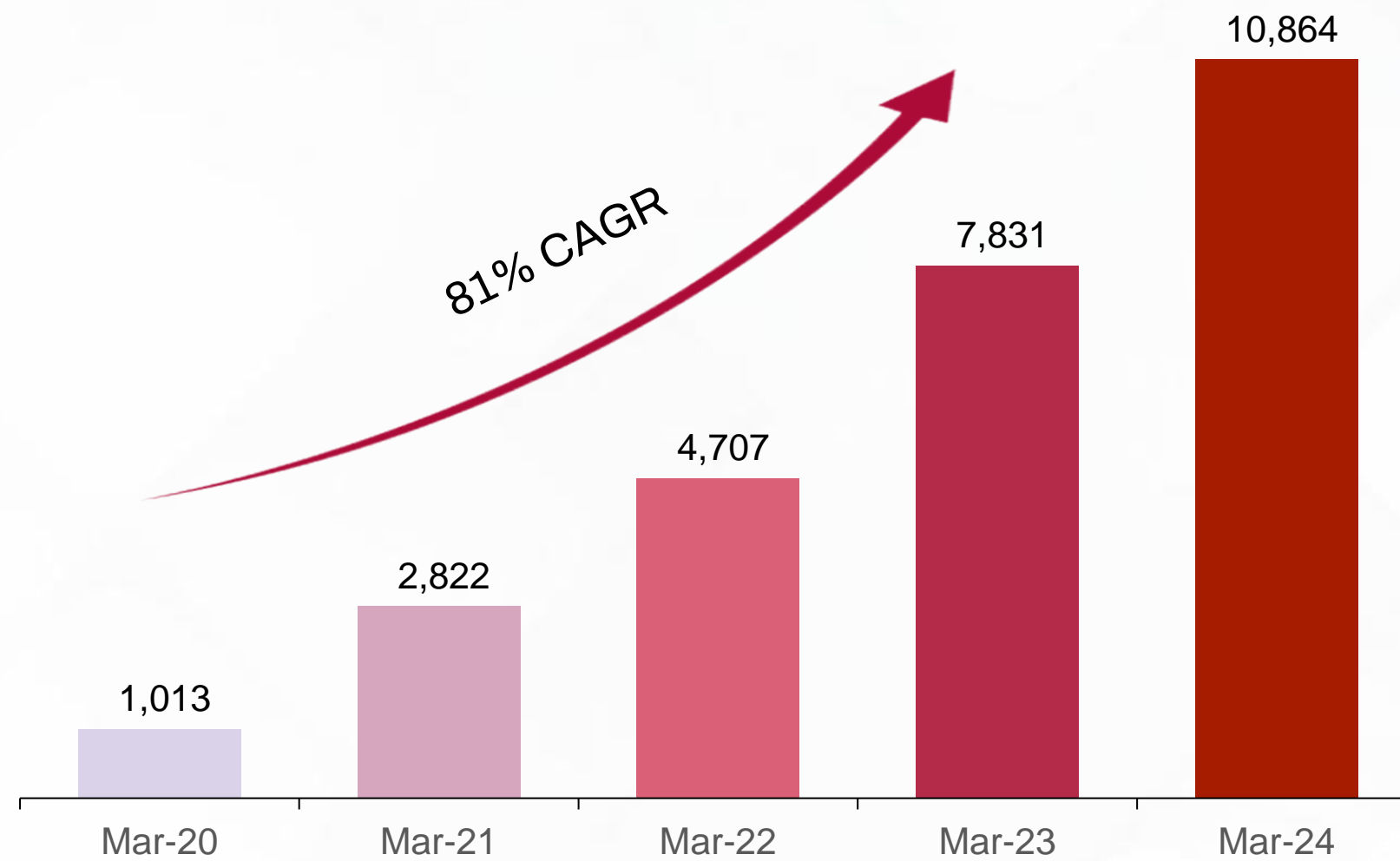
Split of shares

With Ratio 1:2 one share of ₹10 each shall be divided into 2 shares of ₹5 each, subject to the approval of shareholders

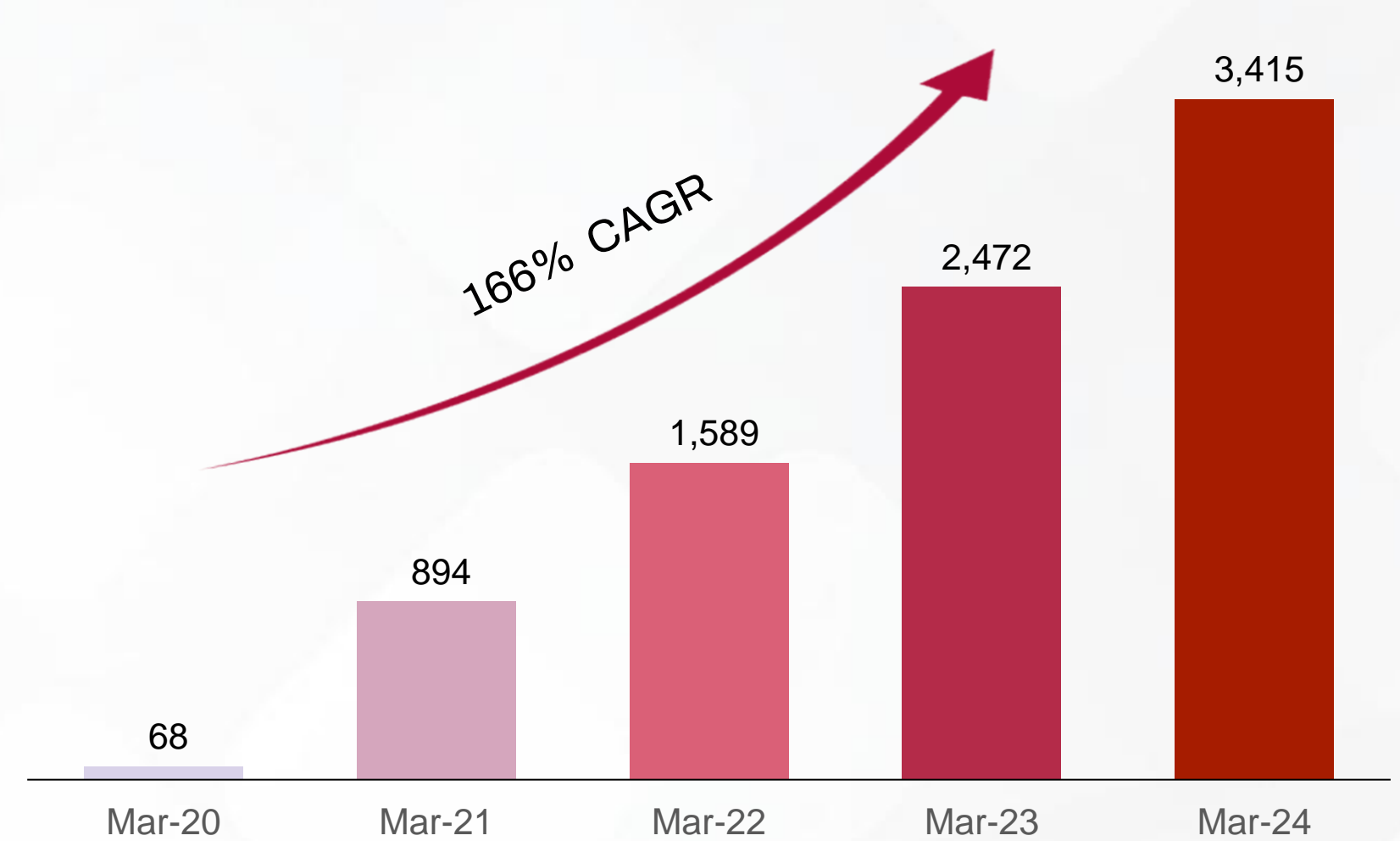
Annual Highlights

Consistent and Profitable Growth Trajectory

Revenue (₹ Lacs)



Net Profit (₹ Lacs)

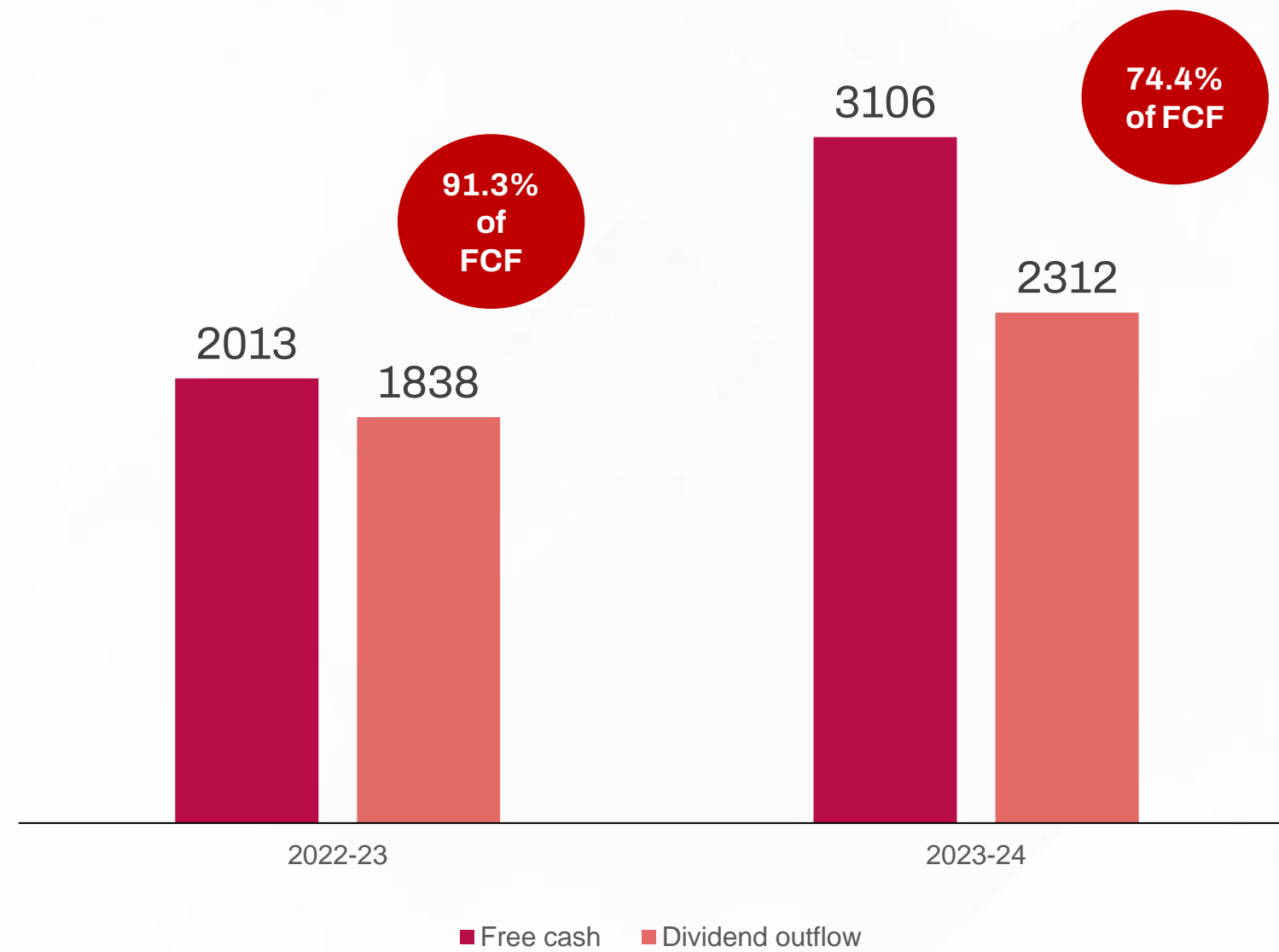


10x growth in Revenue & 50x growth in Profit after Tax in 5 years.

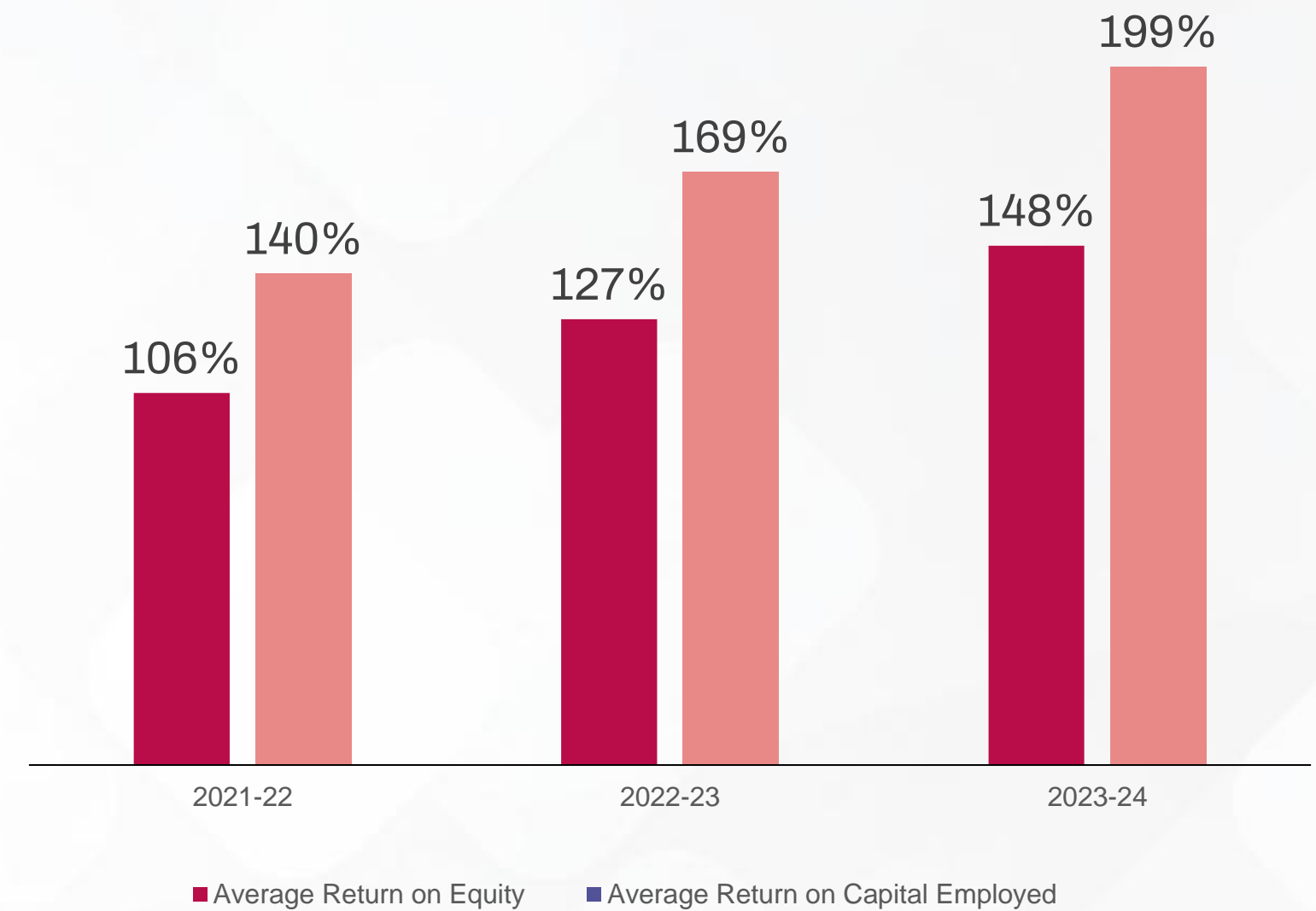
Annual Highlights

Maximizing Cash Flows with Prudent Investment Strategies

Free Cash and Dividend Distribution (₹ Lacs)



Returns Ratios (%) (Average)



Annual Financial Performance (Consolidated)

Particulars (₹ Lacs)	FY20	FY21	FY22	FY23	FY24
Revenue from Operations	1,013	2,822	4,707	7,831	10,864
Total Expenditure	893	1,602	2,693	4,545	6,224
EBITDA	120	1,220	2,014	3,286	4,639
EBITDA Margin (%)	11.8%	43.2%	42.8%	42.0%	42.7%
Other Income	0	21	127	63	34
Depreciation	29	43	49	55	87
Profit Before Interest & Tax	91	1,197	2,092	3,294	4,587
Interest	-	1	-	-	-
Profit Before Tax	91	1,196	2,091	3,294	4,587
Tax	23	302	502	822	1,171
Profit After Tax	68	894	1,589	2,472	3,415
PAT Margin (%)	6.7%	31.7%	33.8%	31.6%	31.4%
Earnings Per Share (Rs)	13.64	7.54	13.41	20.85	28.81

Annual Balance sheet

Particulars (₹ Lacs)	FY24	FY23
Equity and Liabilities		
Equity		
(a) Equity Share Capital	1,185.6	1,185.6
(b) Other Equity	1,197.6	1,052.8
Total Equity	2,383.2	2,238.4
Liabilities		
Non-current Liabilities		
Financial Liabilities	-	-
Provisions	205.3	135.8
Total Non-Current Liabilities	205.3	135.8
Current Liabilities		
Financial Liabilities		
- Borrowings	-	-
- Trade payables	25.1	46.7
- Other Financial Liabilities	16.9	14.7
Provisions	1,183.7	848.2
Current Tax Liabilities	141.5	125.1
Total Current Liabilities	1,367.2	1,034.6
Total Equity and Liabilities	3,955.7	3,408.8

Particulars (₹ Lacs)	FY24	FY23
Assets		
Non-Current Assets		
(a) Property, plant and equipment	236.0	104.3
(b) Intangible Assets	6.0	6.0
(c) Financial Assets		
- Investments	-	-
- Other Financial Assets	49.0	43.8
(d) Deferred Tax Assets (Net)	54.1	50.4
(e) Other Non Current Assets	-	-
Total Non-Current Assets	345.1	204.5
Current Assets		
(a) Inventories	-	-
(b) Financial Assets		
- Trade receivables	1,605.4	1,513.0
- Cash and cash equivalents	731.3	857.3
- Bank Balance & other Cash equivalents	60.6	3.4
- Other financial assets	4.8	3.1
(c) Other current assets	1,208.5	827.4
Total Current Assets	3,610.6	3,204.3
Total Assets	3,955.7	3,408.8

Annexures



Ksolves' Gen AI Content Mind AI Ninja

Key Features/ Benefits

WHAT

- Private and Customized AI GPT Search for all Enterprise Employees and Customers.
- Benefits all Org. in any Industry.

WHY

- Removes Info. Overload and Silos for Teams.
- Easy human-like response.
- Helps make Quicker and Smarter Decisions.

HOW

- Supports Fast and Seamless Data Ingestion.
- Combines State-Of-The-Art AI Techniques and Models.
- Unique Algos to reduce cost and improve Accuracy

Source: <https://www.grandviewresearch.com/industry-analysis/generative-ai-market-report>

KMS / GenAI Market Opportunity

- Part of GenAI market growing at CAGR of 39.6% - \$16 B in '24 to \$109 B by '30.
- Untapped Potential in SMBs, Gov, and Enterprises, Healthcare, eCommerce- underserved by existing AI Orgs.

User Experience and Collaboration

- Integrated User Feedback.
- Enhanced Collaboration.
- Efficient Caching.

Customization and Personalization

- Hyper-Customized and Personalized Responses.
- Integrates with popular Clouds and Systems and supports Multi-Format and Multi-Source Support (PDF, Doc, XML, HTML, etc).

Security, Administration and Scalability

- Security and Privacy of Proprietary Data.
- Enhanced Administration Features.
- Data and Cost Control and Optimization.
- Scalability and Flexibility.

Additional Features

- Conversation Flow Identification.
- Multi-Department SaaS Support.
- Reduced Dependency on External Vendors.

What's New

- New Features and integrations
- Tailored for specific domains





Ksolves' NiFi Product Data Flow Manager

WHAT

- Ksolves Data Flow Manager (KDFM) offers a user-friendly web interface for Managing NiFi Deployments

WHY

- Simplifies flow promotion, eliminates scripting, reduces errors through automation, and centralizes cluster information.

HOW

- Add clusters via NiFi URL and certificates, import nodes and namespaces, display and promote namespaces, and manage user access.

Key Features/ Benefits

Flow Management

- Intuitive UI for promoting NiFi flows.
- Reduces errors through automated processes.
- Supports deployment at the sub-process group level.

User Experience and Collaboration

- Easy-to-use web-based interface.
- Provides overview of cluster.
- Integrated user feedback and collaboration.

Security and Compliance

- Create users and grant access to clusters or specific namespaces.
- Ensures secure access.
- Manages sensitive parameters securely.

Administration and Scalability

- Supports monitoring, node management, and cluster creation.
- Reduced supervision with automation and ready-to-use flow catalogs.
- Compatible with container and non-container setups.





Ksolves' Salesforce Product| Rollup Magic

Key Features/ Benefits

WHAT

- Create custom rollup summaries for any Salesforce data, including lookup relationships

WHY

- Admins create roll-ups without Apex. Supports sum, count, average, min, and max. Real-time updates keep data current. Automates roll-ups, reducing manual effort. Users can create custom filters.

HOW

- Select parent and child objects, set criteria, choose aggregation type, specify fields, define updates, and activate to start data aggregation.

Seamless GA4 Integration

- Integrate smoothly with GA4 for advanced analytics.

User Experience Improvement

- Identify and fix customer journey pain points.

Real-Time Data Collection

- Instant insights for quick decision-making.

Enhanced Customer Insights

- Detailed behavior data for marketing decisions.

Sales Performance Tracking

- Monitor metrics to boost conversions and revenue.

Customizable Integration

- Tailor GAC to fit your unique business needs.





Ksolves' Salesforce Product | Google Analytics Connector

Key Features/ Benefits

WHAT

- GAC integrates with GA4 for SFCC, tracking diverse e-commerce events and providing deep customer behavior insights.

WHY

- Captures e-commerce events, analyzes behavior, and monitors site performance and product popularity.

HOW

- Our solution tracks customer interactions in GA4, offering insights for better decisions, optimized marketing, and improved conversions. Enhances navigation, checkout, and provides real-time data for agile strategies.

Quick Setup

- Easy configuration with a user-friendly interface

Single Screen Rollup Setup

- Enable to set up your roll-ups on a single screen.

Create Up to Five Rollups Free

- Access to five roll-ups in our free version.

Free Developer Support

- Includes 20 hours of support with a paid subscription.

User-Friendly Interface

- Intuitive design for effortless navigation.

Advanced Error Handling

- Ensure smooth error handling with instant notifications.



Case Study 1: NiFi High Availability

Big Data

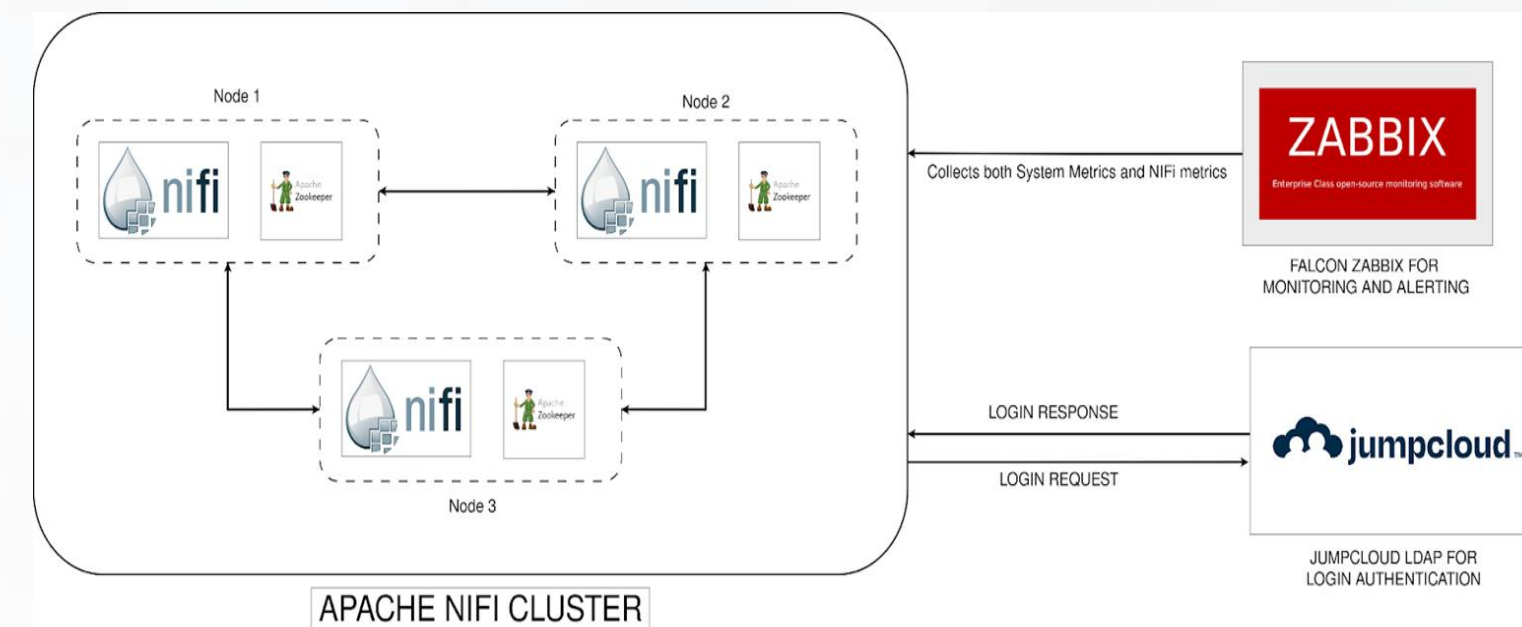
Challenges

- Customer running standalone NiFi instances to handle their data pipelines and they want it to be high available and secure and fast processing
- Customer has also no access control RBAC policies configured so they want to integrate with existing LDAP (Jumpcloud) and in force RBAC policies and access control
- They also want NiFi specific matrixes integrated with their monitoring tools Zabbix, that was not previously
- Need a certificate based authenticated user to handle LDAP lockout scenario

Solution

- Upgraded their single NiFi instances to NiFi secure 3 node NiFi cluster and also helped to setup DR NiFi cluster
- Integrated Cluster with existing LDAP (Jumpcloud)
- Integrated NiFi specific matrix in Zabbix
- Done load and failover testing to make sure it is meeting their current SLA and Disaster recover requirements
- Added and tested a certificate based authenticated user with LDAP lockout scenario

ARCHITECTURE DIAGRAM



Case Study 2: NiFi & Spark Optimizations in Telecom

Big Data

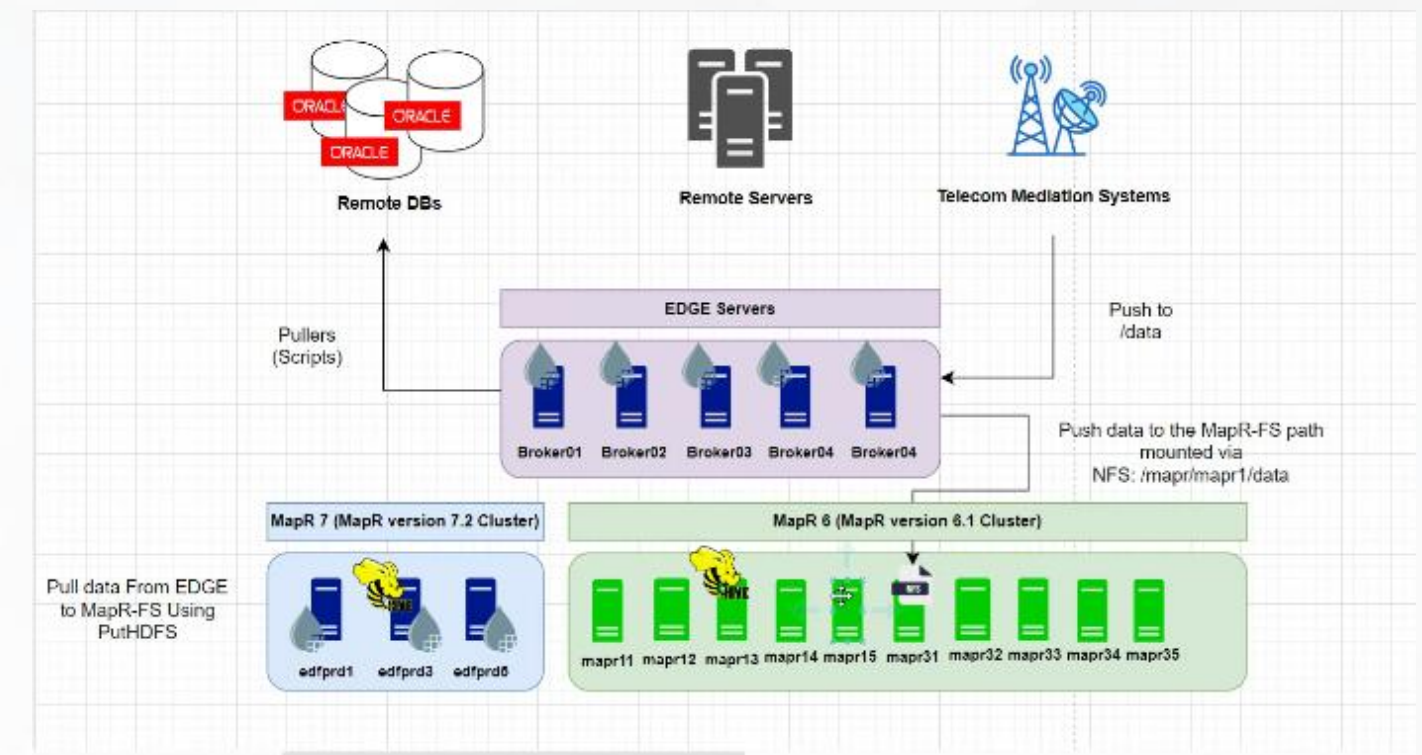
Challenges

- Customer is looking to migrate from *MapR6 to MapR7 that includes also NiFi flow migrations.*
- *Optimize existing NiFi based file transfer flow from MapR7 NiFi edge server to MapR7 MapR-FS.*
- Sync data from MapR6 to MapR7 using NiFi to support legacy system.
- Sync historical data from MapR6 to MapR7 using NiFi.
- Migrated Drill script to Spark and Optimize existing Spark script for better performance and SLA

Solution

- Migrated and reconfigured NiFi flow from MapR6 to MapR7
- Optimized NiFi existing flows
- Created NiFi flows to migrate data from MapR6 to MapR7 and vice-versa
- Migrated Drill script to Spark and Optimized existing spark scripts
- Extended MapR7 cluster 3 node cluster to 10 node Cluster

ARCHITECTURE DIAGRAM



Case Study 3: NiFi in FinTech

Big Data

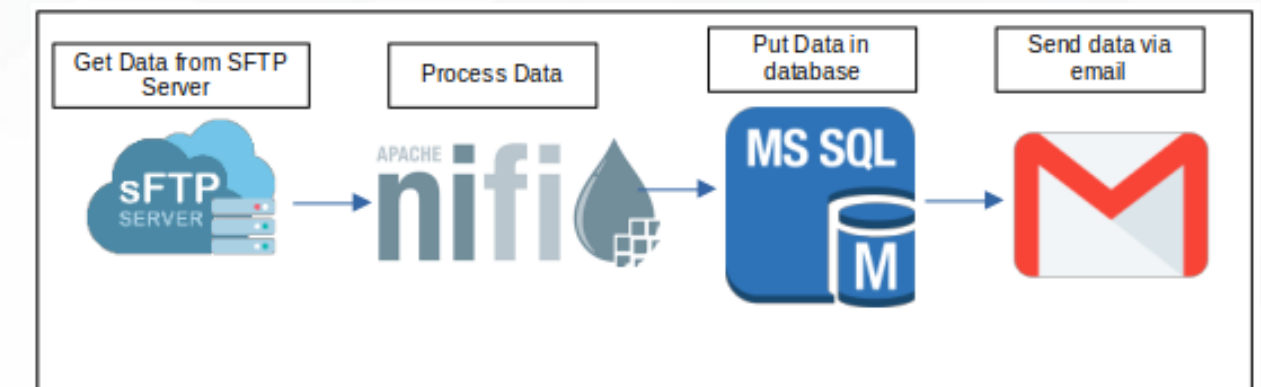
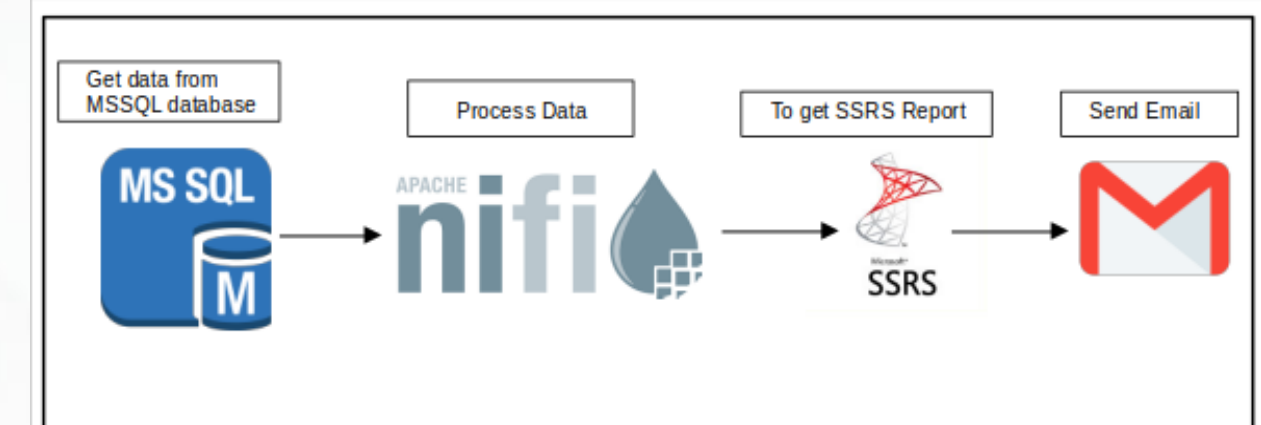
Challenges

- Customer wants to migrate SSIS and open source tech for data transfer pipelines
- Integrate open source ETL with SSRS server and send the reports in email
- Pull data from SFTP server do transformation and store in MSSQL and send notification for success and failed files
- Integrate Azure bus service with ETL tool to pull and push data
- Monitor audit logs table and do data transfer as logs changes

Solution

- Created Open Source NiFi cluster and replace SSIS data pipeline with NiFi data pipeline to save cost.
- Integrated NiFi with SSRS server and email service and created and tested required pipeline to generate and send SSRS report in email
- Integrated NiFi with SFTP server, MSSQL and email service and created required data pipeline
- Integrated Azure bus service with NiFi and created required data pipeline

ARCHITECTURE DIAGRAM



Case Study 4: Renewable Energy Sector

Salesforce

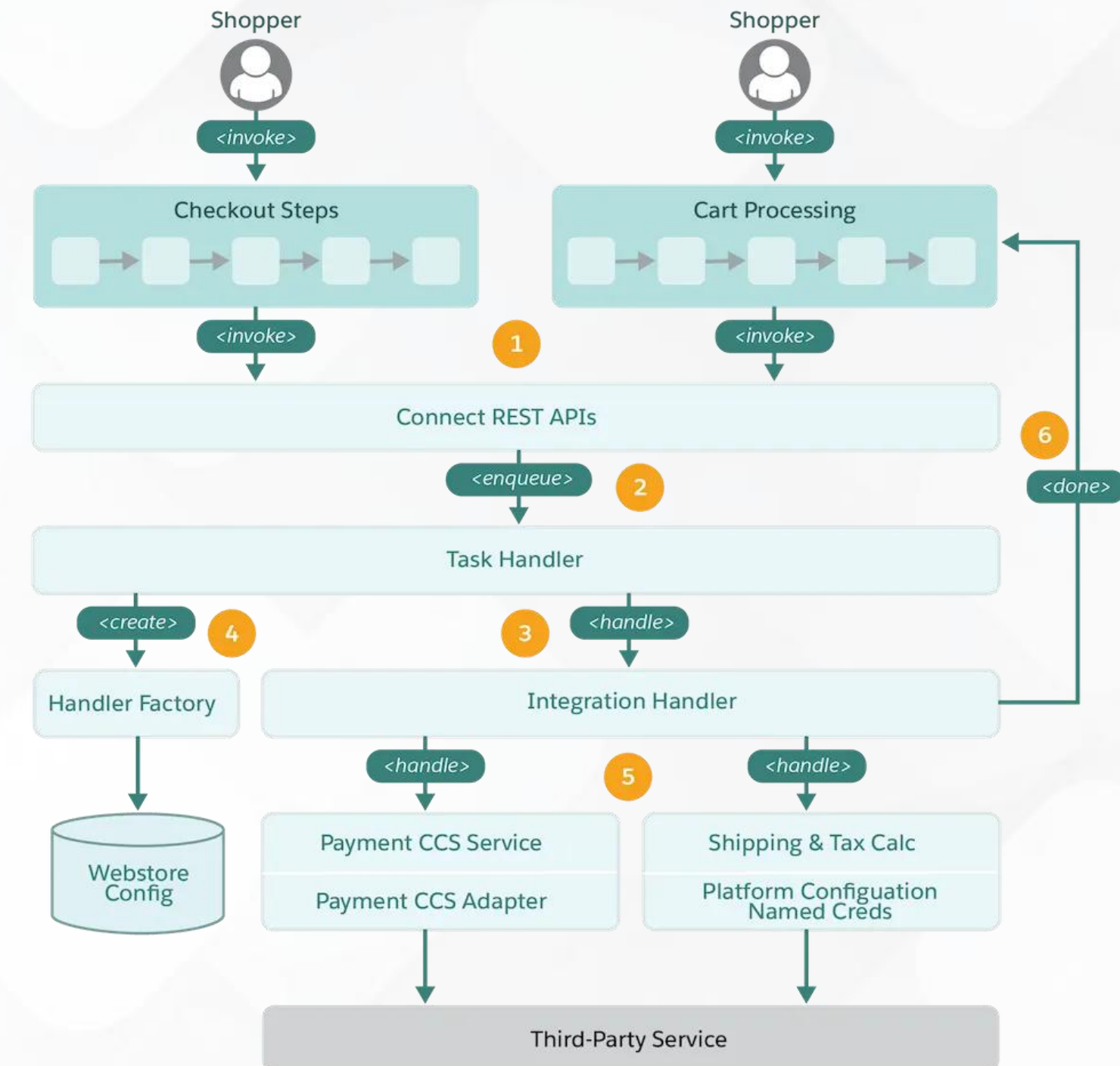
Challenges

- A prominent player in the renewable energy sector, particularly in wind and solar power generation, faced challenges stemming from outdated systems and processes..
- The presence of multiple siloed legacy systems hindered the sales and service teams from obtaining a holistic view of the customer, leading to disjointed and ineffective interactions.
- the existing front-end sales and service applications were insufficient, adversely affecting the overall customer experience.

Solution

- Implementation of B2B Commerce Portal made online part ordering is faster & easier.
- Integration with RACES & mirakl to provide real-time product pricing and availability on the cart.
- Integration with the client's transportation management provide real-time delivery tracking.
- Implementation of Punchout which eliminates the need for manual data entry by allowing users to make purchases directly from the supplier's catalog.

ARCHITECTURE DIAGRAM



Case Study 5: Power Sector

Salesforce

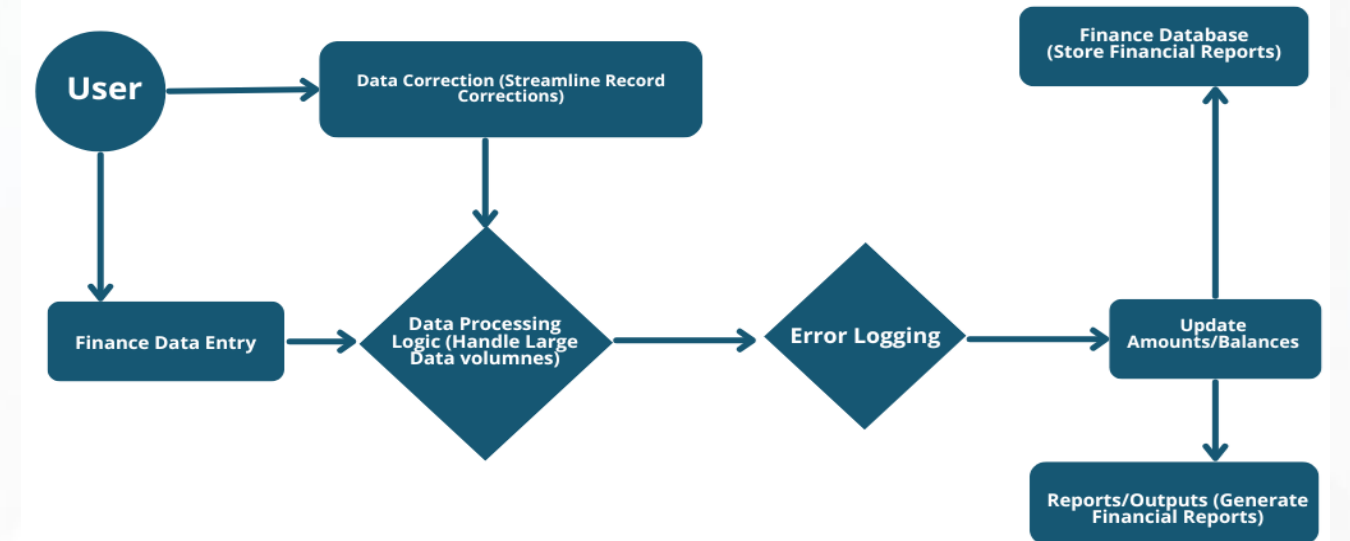
Challenges

1. Kalpa Power, a provider of turnkey solar solutions, is facing several issues with its systems, leading to inefficiencies and data inconsistencies: The finance system struggles to handle large amounts of data, leading to incorrect pricing and balance updates, which require manual corrections.
- Inefficient Data Correction Process: Modifying amounts forces the cancellation and recreation of entire records, further complicating data management and increasing workload.
- Technical Challenges: The company requires a solution that enhances data handling in the finance module, improves code quality through better test coverage and error logging, and optimizes query performance to prevent governor limit issues.

Solution

- Implemented scalable logic to handle large volumes of data in the finance tables, along with a robust mechanism for data correction, ensuring system efficiency and accuracy.
- Added an error logging object to track and manage errors, making them accessible for reporting and debugging, improving overall system reliability.
- Refactored lengthy code into modular, reusable functions using OOP principles, enhancing maintainability and simplifying future development.

ARCHITECTURE DIAGRAM



Case Study 6: Predictive Model for Energy Efficiency

Machine Learning

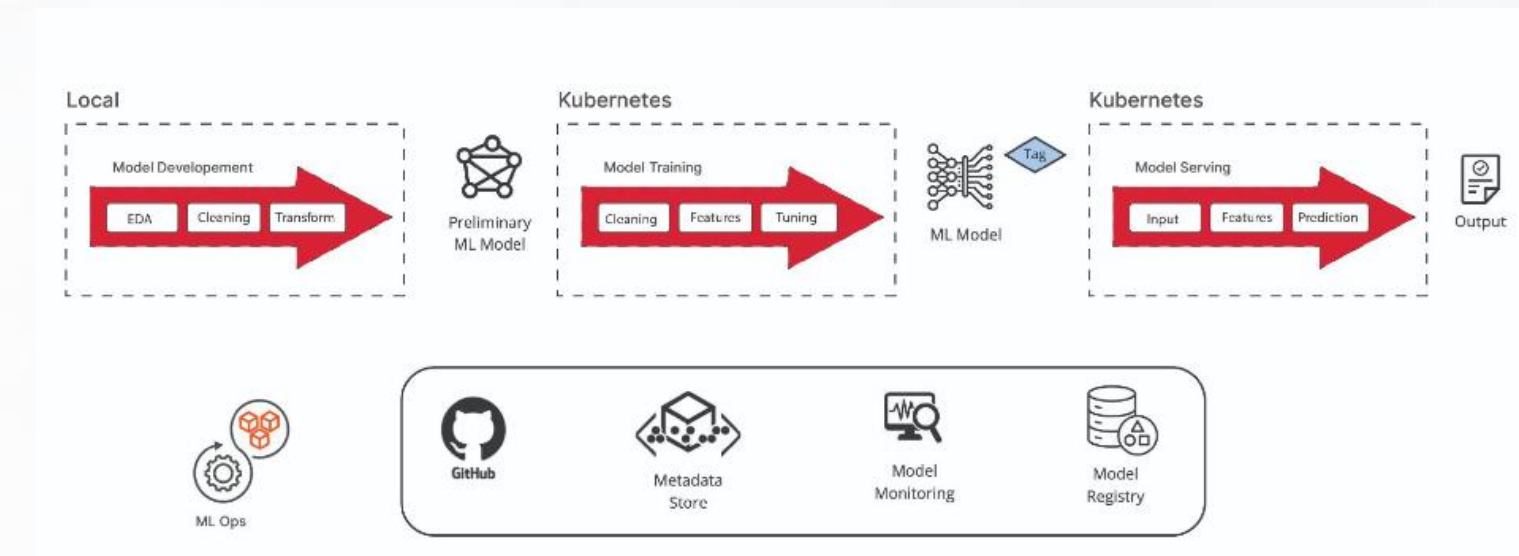
Challenges

- Compressor on-time in refrigerators plays a crucial role in **Energy Optimization**. By accurately predicting and managing compressor activity using temperature data, operational costs can be minimized .
- Traditional maintenance practices wait for a failure to occur before taking action, which can lead to higher repair costs. By **predicting short cycling using ML**, we can perform maintenance proactively, reducing downtime and costs.
- Our goal was to predict compressor on-time in a 24-hour window using temperature data, as compressor efficiency significantly impacts energy optimization, cost savings, and environmental sustainability.

Solution

- Temperature data collected alongside **amperage** was **correlated with on-time values**, creating a labeled dataset for **supervised learning**.
- Unsupervised learning** models were **trained separately for three refrigerator types**, predict short-cycling with high accuracy .This methodical approach ensures efficient energy management and cost savings.
- Our approach achieved high accuracy in detecting short cycles, reducing false positives and negatives, and was deployed via Flask API, transforming maintenance practices effectively and improving **Energy Efficiency**,

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Thank You



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