



Company Name: Austenite Engineers Private Ltd.

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About Us: Austenite

Austenite Engineers has been a pioneer in 'Precision Engineering' in India since its inception in the year 1986. During the last two decades the company has expanded rapidly and now it has become an institution offering services to core sector industries like coal, steel and engineering industries. Our client list includes major steel manufactures and coal mines in India.

As part of our company's growing portfolio inline with emerging products and technologies; since 2002, the group has diversified into IT consulting and started undertaking global Software Development projects across multiple customer segments offering both Engineering & Business solutions. Moving aggressively into the IT market, Austenite now provides a wide range of software solutions to our customers, focused on providing them with high quality solutions.

We have different ventures in India and financial partnership with some UK based companies. The turnover of the software wing in India under Austenite's banner is 1.28 crores. Our projected growth rate for this year is more than 500%.

For more details, please visit our website: www.e-austenite.co.uk

Service Offerings

Austenite Engineers offers a wide spectrum of services to its customers. Our InfoTech wing offers Web / Software Development, Multimedia Solutions, BPO (Voice / Non-voice) services.

Infrastructure

We have office set ups for IT operations in and around Kolkata.

No. of Terminals: 78

We can expand the set up immediately if needed.



Terminals and Accessories

- Multiple PIV 2.0 Gig and Athlon XP desktops interconnected through LAN
- Inkjet Printers, Scanners, Plotters, Zip drives, CD/DVD writers etc
- Internet Connectivity

Power Backup

We attempt to eliminate all possibilities of downtime, and investing in UPS systems to eliminate power outages is one of them. We do check our UPS systems regularly, to ensure batteries and other critical items are in good working order.

Data Backup

We back up all our data regularly on our secure file server and also save the data on an external media (for example, CD) very frequently.

Network Infrastructure

All our machines are interconnected through LAN.

Application Service Provider (ASP)

Our fast, reliable web server and application server is co-located with the biggest data center in UK. Servers are monitored and supported 24/7 by skilled network administrators. By controlling our servers, we can provide instant support to our customers.



Process Map / Work Flow

Austenite offers an array of services and every segment has its own work flow. An overview of our Accounting Services is given below. More detail presentation can be given over the table after signing the NDA at a later stage of the discussion.

Accounting Services

At Austenite, our approach to assist a client with their finance and accounting outsourcing needs always provides a unique combination of knowledge and experience, resulting in an excellent accounting outsourcing service designed to achieve cost reduction efficiencies and improved quality.

Advantages Austenite:

- Financial information available anytime anywhere
- Accessible in a highly secure environment
- User friendly accounting and reporting software
- Increase of Cost Effectiveness
- No maintenance or upgrade cost of the accounting software
- Less dependence on the availability of your financial advisor

At Austenite, we offer the following Accounting Services:

A Order to Cash Cycle

- Credit Management
- Order Management.
- Invoicing.
- Collections.
- Helpdesk

B. Procure to Pay Cycle

- Purchase Order Validation.
- Invoice Verification (2 Way /3 Way matching).
- Accounts Payable
- Employee t & E
- Vendor Management
- Contract Management
- Query Resolutions.



C. Plan to Result.

- Reconciliations
- Fixed Assets Accounting
- Project Accounting
- G L Accounting

D. Compliance Reporting

- SOX Reporting and Date Board.
- US GAAP Compliance.
- VAT Claims

Process and Steps

The whole process will help the client in identifying the following specific processes within F & A to outsource:

- a) Accounts Payable (AP)
- b) Invoicing & Accounts Receivable (AR).
- c) Fixed Assets & GL Accounting.
- d) Financial Reporting.
- e) Management Reporting.
- f) Payroll Processing.
- g) Local Statutory Compliance in each country.
- h) Invoicing & Order Processing.

Our Phased Execution Approach:

Phase 1: Accounts processing, financial and management reporting

Phase 2: Payroll processing

Phase 3: Local statutory compliance

We work closely with our clients to leverage existing relationship with us to build statutory compliance document. Payroll processing in Phase 2 will increase familiarity with local laws / statutory compliance for role out to Phase 3.



Experience and Clientele

At Austenite, our greatest asset is our people. Our team is characterised by a uniquely strong combination of knowledge and experience. We have picked up our talents from some of the finest colleges from UK, US and Canada. The Board of Advisors is drawn from various industries and brings to the company a wealth of experience and a continuous flow of ideas to help us identify client needs and new areas of business and industry growth.

Austenite can also take advantage of a vast network of freelance experts to bring the highest level of quality and excellence to your project.

We have worked on quite a lot of projects on Data Entry / Digitization / Processing Jobs, especially for our UK clients. We have worked for a London Based Library, One of the major Internet Portal and UK government claim processing project. We are just starting a Voice and Non-voice based project (Financial Portfolio Management) for some of the major financial institution in UK through our partner company. We have worked for some French accounting firms in the past. We might set up back office for one of the largest accounting company in the World for their multi-lingual operation. Some other projects are also in the pipe-line from both UK and US in financial sector (Payroll processing).

In call centre we have dialed for several companies from UK, US and Australia. Some inbound / outbound processes are in pipe-line at the moment.

In Web / Software development, we maintain back office for some of our UK clients and provide them technical support from our India office.