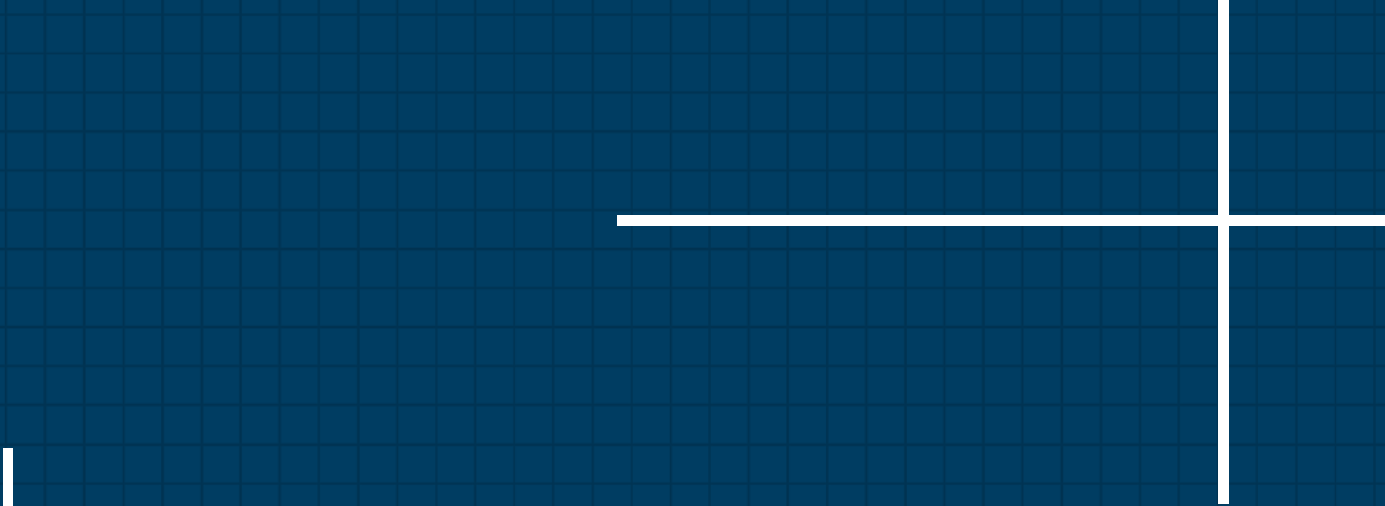




**Structuring of Indian IT
subsidiary & its alignment
with Middle East's Largest
Telecom player's
Transformation**



BROWNE & MOHAN



**STRUCTURING OF
INDIAN IT
SUBSIDIARY & ITS
ALIGNMENT WITH
MIDDLE EAST'S
LARGEST TELECOM
PLAYER'S
TRANSFORMATION**

CLIENT REQUIREMENTS

1

Creating independent services and practice areas that would add significant value to the parent org.

2

Building a successful, integrated IT services firm.

3

Board wanted to form appropriate company structures that can help it manage both the Indian arm and new organization to grow profits and derive tax advantages.

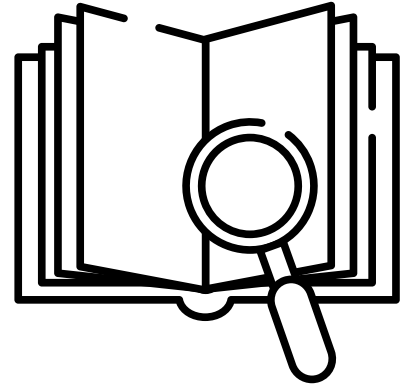
4

Create a comprehensive business plan for next 5 years showcasing the investments, returns, cash flows, taxation and other issues.

SERVICES PROVIDED

EVALUATION

Evaluated the IT transformation projects pursued by the Parent and the activities performed by Indian subsidiary to earn its revenues.



C SUITE STRUCTURING

CIO/CTO and senior professionals were interviewed to understand new technology practices that can help the parent.

ASSESS

Capability assessments, IT licenses and practice development costs were assessed based on competitive benchmark of same size Indian IT companies.



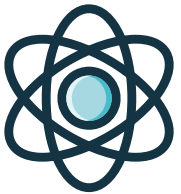
KEY DELIVERABLES



The formation of the entity at UAE, and the activities to carry it out.



Technological practice areas to be invested and strengthened at India subsidiary.



Organization structure of UAE entity and Indian subsidiary.



Governance structures and operational mechanisms between UAE entity and Indian subsidiary.



Financial feasibility, tax and other advantages.