

## **Profile :**

Maptech , a Chennai based company , started in 1998 with a founding philosophy that of sourcing ,representing , distributing and selling cost effective software products and Solutions which with the features people really use and need. Maptech distributes, implements and supports its software products through its direct sales and professional services teams, as well as through authorized sales channel partners.

As a turnkey solutions provider, Maptech and its business partners offer a complete solution around IT Infrastructure solutions including installation, training, systems integration, consulting, help desk and information management services.

## **Organizational Resources:**

1. Employees & Associates : 15 members, 50 Resellers
2. Years in business : 12 (Since 1998)
3. What is in it for Customers?  
Internet Products, Internet Solutions, Domain Registrations, Mail server Solutions and Firewall products, Web designing and Hosting, Payment Gateway, Hosting Solutions, Anti Virus, Anti Spam Remote Admin solutions ,UTM Solutions, Data backup Solutions, Retail Products (PoS and Inventory Mgmt).
4. Regions served : Majorly Chennai and Tamilnadu and other parts of India

## **Promoters Competencies:**

- Ability to run successful practice
- Ability to Build Lasting Relationship with People at Work
- Loyalty in maintaining partnering commitment
- Works from a detailed business plan
- Good communication skills
- Ability to promote in target market segments
- Ability to leverage existing client relationships
- Ability to develop and execute sales process implementation programs as well as training programs
- Ability to recruit other Resellers / channel partners in the region
- Ability to keep abreast with latest technologies
- Big Thinkers
- Want to be a part of something big and grow their business along with.
- Will attract talent and surround themselves with winners
- Want to be the Numero Uno

## **Technical Expertise of Maptech Team:**

1. Support and Service Level Management
2. Development Lifecycle Management

3. Systems and Solution Integration
4. End User Experience Monitoring
5. Network, Internet , Intranet and Security Solutions

### **Maptech's Strengths in Sales:**

#### **"Selling Machine"**

- Constantly prospecting
- Selling "Value " not "Price"
- Driven by revenues and the desire to make a lot of money
- Sells without inhibitions
- Expertise in selling both products and concepts

#### **" Sales Consultancy"**

- Has a successful sales consulting practice
- Know how to uncover client problems and match capabilities to help solve those problems
- Understand how sales process can help sales and marketing organizations
- Comfortable conversing with top level executives

### **Customer Support Strengths of Maptech:**

#### **Pricing**

1. Avoids "Hidden" costs in pricing
2. Clear methods of Invoicing and terms of Business

#### **Onsite Support**

1. Provides installations in a matter of Hours
2. On the field Training

#### **Customer Satisfaction**

1. Flexible in approach and responsive to special requirements
2. Proud to provide support and our support team many times go well "above and beyond" the working hours.
3. Handles problems with courtesy and help customers to understand the problem
4. Ensure prompt Delivery of products and services
5. Takes responsibility for ensuring that customers receive the full benefit of our products & services
6. We make customers believe we have a deep understanding of their business, and we are up-to-date as to how we can help them
7. Our commercial motives are secondary to Customers service

8. Easy to contact the Directors of company
9. Always open to consider new products & services variants
10. Our team is not afraid to check the understanding of customer's requirements
11. Provides End to End Solutions

**Clientele Strengths of Maptech: Glad to Mention** 500+ Happy Customers in India with the below verticals.

Finance & Banking  
Service Industry  
Govt. Organisations  
Associations  
Interior designers  
Educational Institution  
Leather Exports  
Granite Exports  
Logistics  
Pharma Industry  
IT Automation  
Consulates  
Builders  
Hospitals  
Consultants  
NGOs  
Garment Exports  
Clearing & Forwarding  
Hotel Industry  
Engg. Industry

### **Success Stories of Maptech:**

With its direct team and a network of loyal resellers, and over 500 direct customers including most of the leading companies, with more than 1000 software license installations, Maptech has a proven history of meeting the local market needs for software solutions. Such success stories at local branches led to adoption of our solutions and services at corporates and Institution Segments. Customers' loyalty and trust in Maptech's offerings, expertise and support capabilities, generates repeated sales and AMC Sales .within the majority of Maptech customers

### **Maptech 's Business Associations :**

### **PPP Infotech Ltd :**

PPP Infotech Ltd., a Chennai based Product development company develops core software technologies for computer networking, Internet and Intranet. The products developed by PPP has won international acclaim and sold over internet in 80 countries. Maptech recognized the vision of PPP as being a leader in the INTERNET market by providing fresh and absolutely new concepts to the INDIAN CORPORATES AND INSTITUTIONS to simplify their business models to improve the efficiency by cost

effective Communication. Maptech represents PPP Infotech for its Indian operations to provide end to end solutions in Internet, Intranet, Messaging and Web Applications.

## **Maptech-PPP's products in Education Projects**

**NIIT Ltd** : NIIT had promoted our Maptech-PPP's Internet Monitoring and control Software to educational Institutions and it has successfully implemented in 50 Arts and Science Colleges in Tamilnadu and more than 400 schools in Assam.

**CMC Limited** : CMC had promoted Maptech-PPP's Internet Monitoring and control Software to educational Institutions and it has successfully implemented in 200 schools in Assam.

**TEQIP** : The launch of Net Minister - Internet Control, monitoring and web caching Enterprise Product from PPP Infotech has made us to achieve considerable business success. This groundbreaking product took Maptech to showcase its product at Learning Resources Roadshow at Dehradun conducted by National Project Implementation Unit (NPIU) New Delhi and TEQIP. The product is received well by TEQIP funded Engineering colleges.

**AVG** - Maptech has partnered with Grisoft Inc USA as a Sole Indian Reseller to promote Anti Virus Products and solutions in the Sub continent. Founded in 1991, with corporate offices in Europe and the USA, Grisoft is focused on developing software solutions that provide protection from computer viruses. Grisoft's primary focus is to deliver the most comprehensive and proactive protection available on the market. Distributed globally through resellers and through the internet, the AVG Anti-Virus product line supports all major operating systems and platforms. More than 25 million users around the world use Grisoft AVG products to protect their computers and networks.

## **SEE CHANGE Consulting**

Enterprises are increasingly focusing on the need to cultivate and retain key executives and high potential Management talent in their operations. Maptech identified that there is a need for Skillful executive coaching in Corporates to achieve their business objectives. This made us to promote an Idea driven Company , See Change Consulting teamed with Mr Prakash, an avid trainer who had trained thousands of people for more than a decade , pre-dominantly in Selling and Development Skills. See Change Consulting with the training expertise of Mr Prakash and Maptech Sales Skills offers a lot of training programs suited to meet the demanding requirements of Corporates and SMEs.