

Delphi^e Computech[®]

Your Success is our Goal



COMPANY PROFILE

January 2017



CONTENTS:

- ABOUT DELPHI COMPUTECH
- MILESTONES
- MANAGEMENT
- SAP & IT COMPETENCIES
 - TRAINING SERVICES
 - CONSULTING SERVICES
 - RESOURCING SERVICES
- CONTACT DETAILS

Delphi Computech Group

Incorporated in 1998, Delphi Computech Group has reached globally with its IT training services and solutions. The group consists of:

Delphi Computech Pvt. Ltd.



Delphi Skill Development Corporation

In Association with National Skill Development Corporation - NSDC



Delphi Computech Solutions Pvt. Ltd.



Teknologi Bahana Mega, Indonesia

A Partner Company



Valgen ERP

A Partner Company



ITPC- Delphi Consulting LLP

In partnership with A Swiss Company



ABOUT US

1. 19 Years of Committed Service in SAP-ERP & IT Education, Content Development, Consulting, Offshore Support Services & Resourcing
2. Is one of the leading IT/SAP education company:-
 - An Award Winning Education Partner and a Business Partner of SAP India since 2006 (Over 10 Years)
 - More than 25,000 SAP & IT professionals trained/ placed in leading organizations
 - More than 10,000 corporate employees trained on various technologies
3. Had been an authorized training centre for Sun Microsystems' Java, Microsoft certified Technical Education, Microsoft certified Solutions Provider, an authorized Prometric Testing Centre and an authorized training partner of Adobe
4. Has implemented more than 100 SAP/ ERP & IT project assignments across the globe with satisfied customers in Europe & Asia
5. Has a pool of experienced Technical and Industry domain experts, Management bandwidth, necessary Infrastructure; and Relationship with many IT Giants offering services across the globe to handle IT/ SAP - ERP Solutions and Consulting Services



MILESTONES

1998

**Delphi^e
Computech[®]**

Incorporated **Delphi Computech**
focus on IT Training Services



1999

Authorized **Training Partner** for :

- SUN Microsystems
- Microsoft
- Adobe &
- Prometric

2000



IT Training in **South East Asia**

IBM

2003

1st authorized **training partner of IBM**
for project management courses in
Jakarta

2004
2005

SAP
®

Started **SAP ERP Implementation
Practice**

2006

SAP
Partner

SAP Partners :

- For Education
 - For Business
- Commenced 1st eLearning Center of
SAP in India in Nasik



2008

Additional SAP Authorized Training
Centers in Pune, Pimpri - Chinchwad
and Mumbai

2013

N.S.D.C
National
Skill Development
Corporation

Delphi
Skill Development
Corporation

Joined hands with **NSDC** for Skill
Training initiative.
Launched:
**Delphi Skill Development Corporation
Ltd.**

TBM
empowering you

2013

Technical Partner of **Teknologi Bahana
Mega, Indonesia** to support its
Management & IT Training &
consulting business in South East Asia

2016

ITPC
PART OF A PERFECT SYSTEM

Partner of ITPC (A Swiss Group) to
undertake SAP consulting orders
globally under
ITPC-DELPHI Consulting LLP

d
ITPC DELPHI
CONSULTING

MANAGEMENT TEAM



Kishore Sardesai

Chairman & Managing Director

B.Com, LL.B., F.C.A.

Experience of over 36 years in India, and South East Asia

Promoted Delphi Computech group in 1998 with a focus on it service (training & consulting)

Worked with large conglomerates in Indonesia and Hong Kong having varied business interests in Banking, real estate, manufacturing and software fields

Extensive experience in system analysis in Banking and Manufacturing projects



Pradeep Saggam

Executive Director & CEO

B.E. (Mech.), D.B.M

Experience of over 33 years in SAP project management, business development & various functions of manufacturing industry.

Expertise in SAP MM, PP & SD modules. Expert in team management to lead large team size. Expertise in building startup operations.

Vast experience in managing business of IT training & consulting in India & South East Asia.

MANAGEMENT TEAM

Nitin Chikhale

Director – SAP Practice

MFM (MBA-Finance)

Work experience in IT, Operations and, Finance & Accounts for 3 decades at various levels in varied industries – Retail, Entertainment, Information Technology, Engineering, Telecom, Management & IT Consulting, in India, Europe, Iran, Middle East & Indian Sub-Continent.

Good man management and relationship management skills with quick adaptability to work in different cultures and, flair for languages – local and international. Sound leadership qualities with good man management qualities, quick adaptability to work in different cultures with a flair for different languages. Excellent Relationship & Client Management capability at the “C” level.

Radha Sardesai

Director – Finance & HR

B.Com, D.B.M.

Experience of over 32 years in planning, directing and controlling financial, human resources and administrative functions. Provides leadership and direction to Finance and Administration staff to ensure efficient use of human resources.

Madhushree S

Director – Talent Management

B. Com, MBA (Finance)

Experience of 10 years in Talent Acquisition & Management.

Have successfully led team of resourcing and placement personnel to place candidates in deserving positions in SAP technology. Under her leadership, the organization has achieved excellent results in successfully placing its candidates.

MANAGEMENT TEAM

Dr. Subodh Kulkarni

Director - Learning and Development

M. Sc (Solid State Electronics), M.B.A. (Management & Operations), Ph.D. (IT – Technology Integration)

An enterprising senior management professional with a natural ability to build new businesses. Over 30 years of 'hands-on' experience across diverse industries, he offers expertise in Start-ups to perform by adding substantial value to Business Growth. Held leadership positions in the Integrated Projects, Operations and Business Development Function - Contracts/ Sourcing/ Procurement/ Logistics/ Operations at the local in-country level and in the large MNC organizations at both India and Asia Pacific/ Global levels.

Highly experienced in Business Transformation, Transition & Business Process Management, Strategic Business Planning and aligning with goals & Proposed budget, Optimization of Infrastructure & Resources, Business Continuity Planning using Technology, Influencing Management & Stakeholders, Training & Development for Internal Customers, Service Delivery & Customer Satisfaction, Effective Communication Skills, Human Resource Management (Data Bank to Post Exit)

Chaitrali S

Director - Communication

B. Com, Masters in Mass Communications

Experience of over 7 years in Corporate Communications & Digital Marketing.

Have successfully set company website, Social Media Presence, Print media & corporate communication for the organization.

Has taken initiative and developed social media presence for the organization with remarkable results.

SERVICES OFFERED



TRAINING SERVICES

CONSULTING SERVICES



RESOURCING SERVICES

SERVICES OFFERED



TRAINING SERVICES

CURRENT TRAINING EXPERTISE

- Delphi Computech is an **award winning SAP Education Partner in India since 2006 (over 10 years)**. It has a professional network to cater to education and career needs of aspiring and experienced SAP & IT Professionals.
- **SAP Training and Certification** at Delphi Computech SAP Academy is an excellent experience for the students. Delphi offers extensive support to its students with the help of various guidance sessions conducted regularly by industry experts.
- Delphi has also **joined hands with NSDC to form the Delphi Skill Development Corporation to bridge the skill gaps** in IT – ITeS, BFSI, Electronics & Hardware, Logistics and Retail sector.
- Delphi develops and designs various IT & Management courses and provides **content development service to Teknologi Bahana Mega (Indonesia)**
- Delphi has strong association with subject matter experts and industry experts to cater to the **growth and development of education sector with rich knowledge delivery**
- Helps colleges & corporate sector for SAP ERP Training

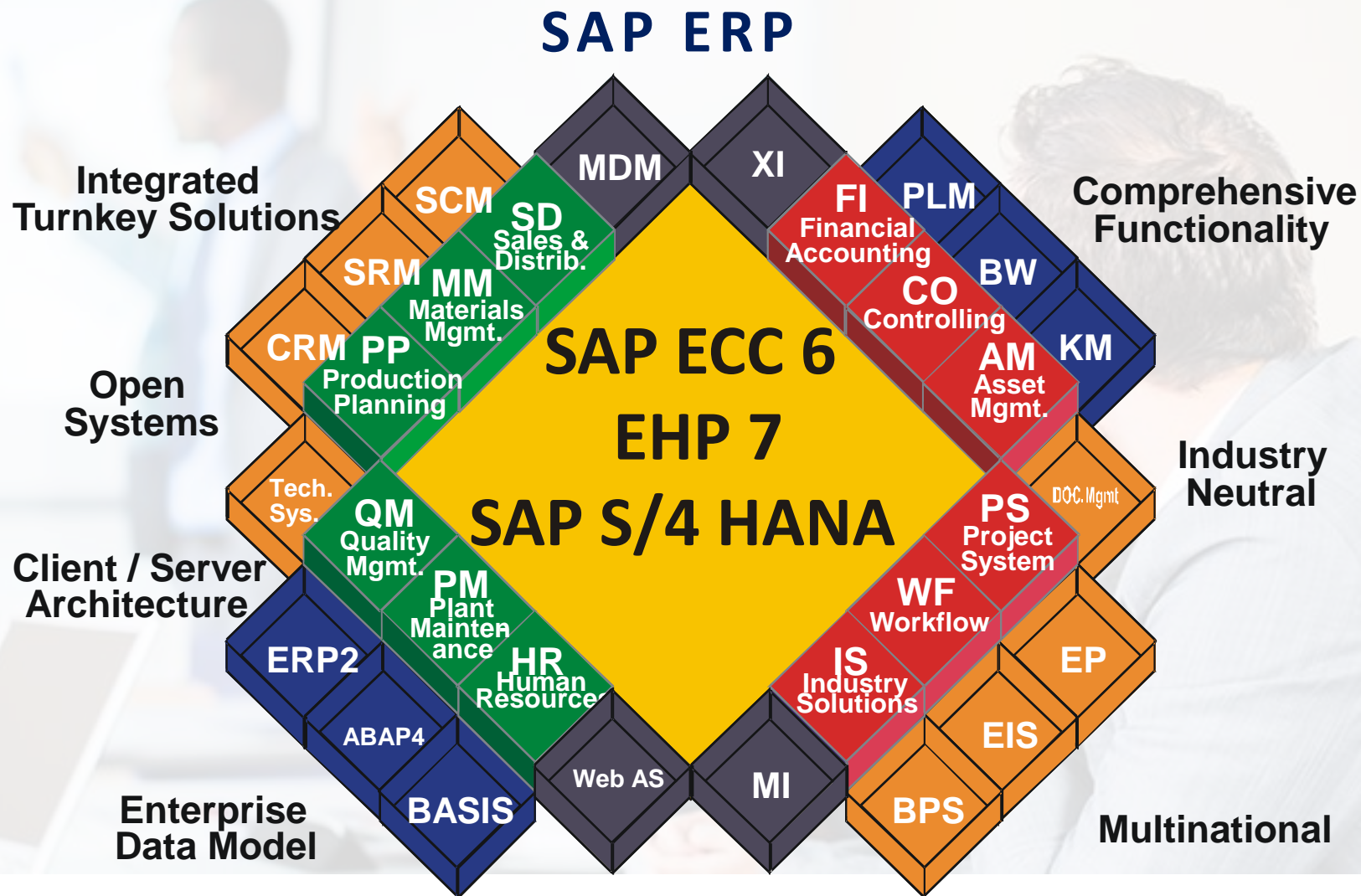
CORPORATE/ COLLEGE TRAINING

- For over 19 years we have been delivering high quality, consultative, results-driven training to organizations and individuals across India and abroad.
- Have developed and delivered training workshops for IT & Professionals skills viz. SAP, ERP, CRM, BI, Banking & Finance, Digital Marketing, Logistics, SCM, etc. needed to maximize performance in a short time
- Highly skilled pool of trainers having practical experience and strong educational background.
- Focus on high-quality training structured to suit the industry needs
- Training programs range from Induction level programs for the fresh recruits to customized project specific programs to the team leads and project managers.
- Some of the salient features of our delivery are
 - Experienced trainers and consultants
 - Wide spectrum of technologies and domains to cater to the varied needs of our customers
 - Multi location support across the globe
 - Well defined course content and course material
 - Well planned practical sessions and assignments for most of the programs
 - Availability of latest and advanced tools for Embedded systems and VLSI design
- Training resources availability across the globe

COURSES OFFERED



COURSES OFFERED - SAP



COURSES OFFERED – ERP/SAP

AREAS	COURSES AVAILABLE IN FOLLOWING AREAS:					
ANALYTICS	Strategic Enterprise Management	Financial Analytics	Operations Analytics	Workforce Analytics		
Financials	Financial Accounting	Management Accounting	Financial Supply Chgain Management	Corporate Governance		
Human Capital Management	Employee Relationship Management	Employee Lifecycle Management	Employee transaction Management	Workforce Deployment		
Operations: Value Generation	Purchasing	Inventory Management	Manufacturing	Distribution	Sales order Management	Service Order Management
Operations Support	Product Structure Management	Project Management	Quality Management	Asset Management		
Corporate Services	Travel Management	Environment, Health & Safety	Incentive & Commission Management	Real Estate Management		
Solution & Integration Platform	People Integration	Information Integration	Process Integration	Application Platform		

COURSES OFFERED - IT

1. IT Certification Courses

1. CISA - Certified Information Systems Auditor
2. CISM - Certified Information Security Manager
3. CGEIT - Certified in the Governance of Enterprise IT
4. CRISC - Certified in Risk and Information Systems Control
5. Certified Information Systems Security Professional - CISSP
6. Certified Secure Software Lifecycle Professional – CSSLP
7. Certified Cyber Forensics Professional - CCFP
8. Systems Security Certified Practitioner - SSCP
9. Certified Authorization Professional - CAP
10. Associate of (ISC)²

2. IT Security

1. SECURITY IN ELECTRONIC TRANSACTIONS
2. CISA
3. COBIT
4. ITIL Foundation
5. CISCO ROUTERS & SWITCH CONFIGURATION
6. UNIX
7. CHECKPOINT FIREWALL
8. PIX FIREWALL
9. AS400

3. ORACLE

4. MICROSOFT

1. Sharepoint – Developer, Administrator, End User
2. System centre, Exchange Server, SQL Server,
3. MCSE, MCSA, MCTS, MCITP, MCSD

6. Other Technical Courses

1. .NET
2. JAVA
3. Salesforce

7. Information Systems Management

8. Business Continuity Planning And Disaster Recovery Planning\

9. Fraud Management

1. Cyber Crime
2. Electronic transaction
3. Cyber laws & regulatory compliance
4. eSecurity & Cyber law
5. Financial Services Security
6. Info Security Technology
7. Cyber Security
8. Advance Fraud Filtering
9. Credit Management Corporate & Project Finance

COURSES OFFERED – MANAGEMENT & SOFT SKILLS

- 
- Three Dimensional Workplace
 - Smart CSI - Crime Scientific Investigation
 - Lie Detection
 - Investigation Skills
 - Customer & Criminal Mind
 - Hypnosis & Hypnotherapy
 - Customer service
 - Spot the deceptive customers
 - Understanding Micro Expression
 - NLP sales
 - Lifestyle Management including anger/fear management
 - Smart Financial Planning
 - Smart Recruitment Skills
 - Mind & Brain Management
 - Self and Relation Management
 - Smart Leadership
 - Smart Operational
 - Problem Analysis & Creative Thinking
 - Internal Audit & SOP
 - Digital Marketing
 - Six Sigma
 - Leadership Development
 - Power & Responsibility
 - Motivate your team
 - Change Management
 - Success & Goal
 - Proactive Approach
 - Conflict Management
 - Winning with the People
 - Building World Class Organization
 - Coaching & Mentoring Skills
 - Marketing Strategies
 - Winning Sales Techniques
 - Negotiation skills
 - Customer Centric Approach
 - Leveraging Data Analytics
 - Dealing with the Competition
 - Excellence in Customer Service
 - Relationship Management
 - Network Building / Development
 - Creating Customer Delight
 - Talent Management
 - Performance Management
 - Stress & Life Management
 - Time Management
 - Memory Development
 - Personality Development
 - Business Etiquette
 - Emotional Intelligence
 - Team Building & Team Work
 - Team Management
 - Working in Multi Cultural Team
 - Motivate your Team
 - Innovative Team
 - Stay Positive & Focused
 - Workplace Wellness
 - Psychology at Workplace
 - Communication Skills
 - Presentation Skills
 - Public Speaking
 - Positive Influence Skills

FEW CLIENTS – CORPORATE

- IBM
- Deloitte
- Infosys
- Tata Technologies Ltd.
- Capgemini
- Cognizant Technologies
- KPMG
- KPIT
- Satyam Computer System
- BMC
- Piaggio
- ABM Knowledge Ware
- Crompton Greaves
- Mahindra Group
- TTSL
- BMC
- Bridgestone
- Holcim
- Reliance
- Kirloskar Brothers
- Kirloskar Electric
- Zensar
- PALL
- ANB Consultant
- Indus Software
- Aditya Birla
- General Electric
- Godrej Agrovet
- Sira Technologies
- Veritas Software
- Thermax Systems Software
- Kanbay
- System Plus
- iGATE Patni
- CAPITA
- Maresk Line
- Jindal Power Ltd
- Aramacell India
- Mastek Ltd.
- Birla Minac
- IndiaBulls
- Hygienic Research
- Genmills
- ICWA Chapter
- Jindal Steel
- Mundra Port
- LinoBridge
- Mettler-Toledo India
- Wipro
- Tieto
- Hewitt
- GE Energy Services

FEW CLIENTS – COLLEGE

- **SINHGAD GROUP OF COLLEGES WITH 2000+ STUDENTS**

- COEP
- CIMR
- D. Y. Patil Group of Institutes
- Symbiosys university and group of institutes
- Naralkar Institute
- SEMCOM
- Indira Group Of Education
- Tilak Maharashtra Vidyapeeth
- Bharati Vidyapeeth
- Kolhapur Institute of Technology
- Progressive Education Society
- Deccan Education Society
- RIT, Islampur
- Navsahyadri
- SIT, Ichalkaranji
- Poona School Of Business
- Balaji Group – IIMM
- IleBM
- Vishwakarma Institute of Technology
- Lotus School of Business
- North Maharashtra University
- I2IT
- And many more



Delphi with its expertise and association with the best industry experts has expanded its range of IT education and consulting services. **Delphi Skill Development Corporation (DSDC)** is one of the initiatives undertaken by Delphi Computech.

The board of DSDC consists of prominent international professionals and CXO level dignitaries.

Considering the known fact of India's Skill gaps and growing population, with a lack of education/ skills and lack of guidance for improved living, Delphi has decided to now reach the mass population of India.

Current areas of operation:

Delphi shall offer various levels of training programs in the areas of skills identified by NSDC under following sectors:

- **IT-ITeS:** We have been in IT & ITeS sector since 19 years and have trained more than 25000 candidates in various technologies
- **Electronics & IT Hardware:** We have a considerable experience in this sector.
- **BFSI:** We have a good customer base and we are well connected in this sector
- **Logistics:** Efficient Logistics and SCM is the nations need today. We have experts of this sector in our association.
- **Retail:** Retail sector is the most dynamic and fast-paced industries due to the entry of several new players.

Courses offered - IT-ITES Sector



Software Engineering / IT for Non Engineers - .NET/ JAVA Elective



BPO _ Domestic/ International



Certificate course in ERP

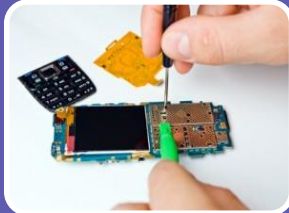


Android App Development

Rationale for Electronics & IT Hardware Sector



Electronics & IT Hardware
Repairing



Mobile Repairing



Computer Hardware & Networking



Electronics & IT Hardware
Marketing & Sales

Rationale for BFSI Sector



Banking operations



Banking Sales & Customer Support



Banking Collections & Recovery



Industrial Accounting

Rationale for Logistics Sector



Technology for Logistics



Warehousing Operations



Transportation Operations



Packaging

Rationale for Retail Sector



Sales & Marketing in Retail Sector



Logistics & Merchandising



Purchasing & Stores



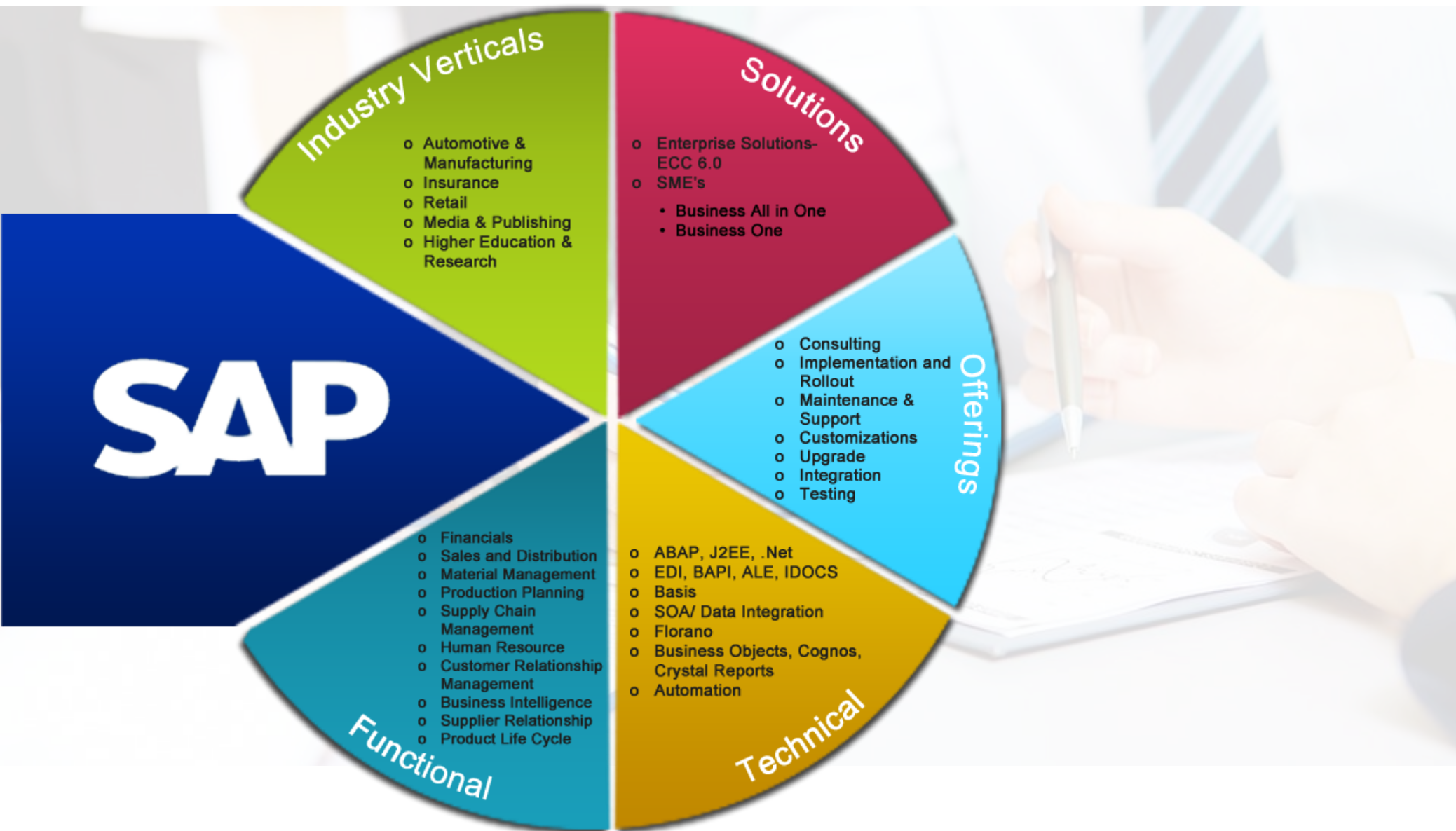
Billing & Customer Service

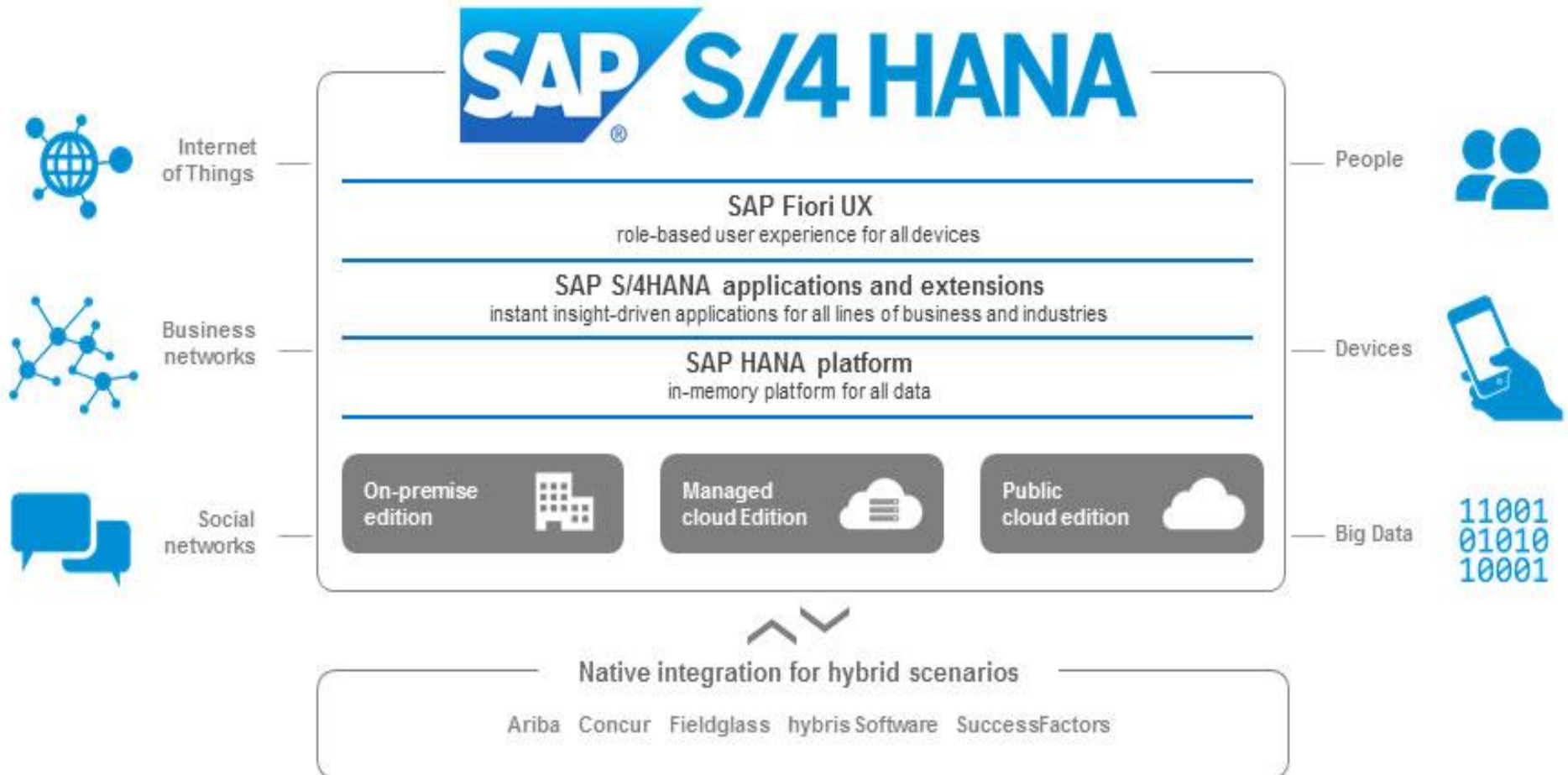
SERVICES OFFERED

CONSULTING SERVICES



CONSULTING SERVICE - SAP





ABOUT ITPC – DELPHI CONSULTING LLP

- In India, ITPC and Delphi Computech has entered into a strategic partnership to leverage its skills sets and its more than 2 decades of experience in SAP/IT sector, and has brought the **“ITPC-DELPHI Consulting LLP”** into existence.
- ITPC was founded in 2006 and has a fully owned subsidiary in India since 2010 with branch Offices in United Kingdom and Japan. Today, the group employs over 50 staff and is working together with trusted partners selectively on a project-by-project basis.
- Together both the companies brings up their strengths in SAP Functional and technology consulting, operation and hosting of SAP system landscapes and has a portfolio of 50+ companies. With this partnership group now employs more than 140+ functional, technical and ABAP consultants.
- As a Swiss consulting company, we offer our customers SAP Implementation, Functional and Technology services (projects, support and operation) at very fair and very attractive conditions with guaranteed Swiss quality. Together with our customers, we put the setup of the project team together individually.

ABOUT ITPC – DELPHI CONSULTING LLP



ITPC Group Companies

- ITPC AG, Zürich (Switzerland)
- ITPC India Pvt. Ltd, Pune (India)
- ITPC Consultancy Services Ltd, (UK)
- Value Consulting Services Ltd. (Japan)
- ITPC – Delphi Consulting LLP



SAP Infrastructure and Technology Services

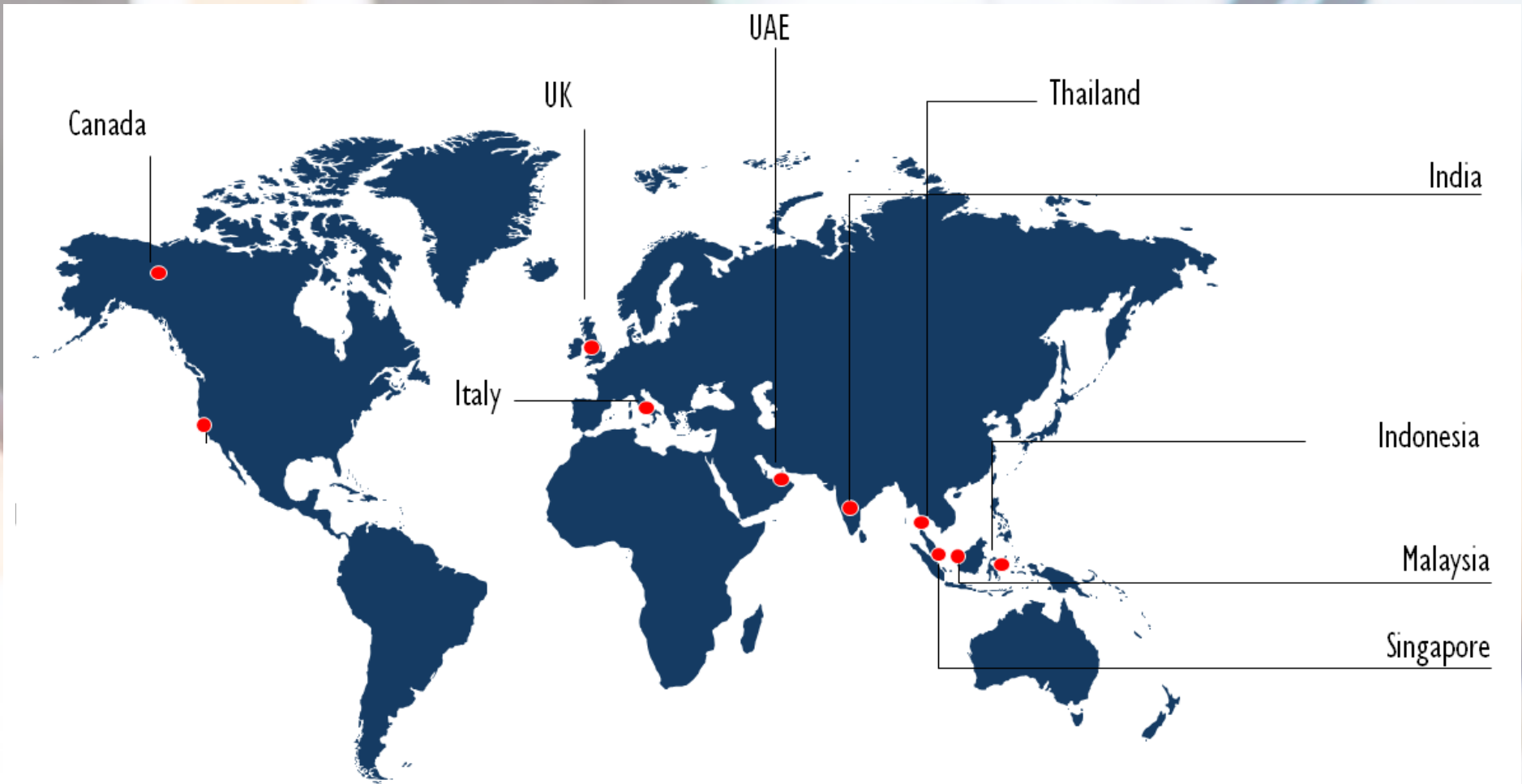
- SAP Technology & Functional Consulting
- Managed Services (AMS and Basis)
- SAP on Microsoft Azure
- SAP Hosting
- Mobility Solutions
- SAP Analytics

Services:

- SAP S4 HANA New Implementation
- SAP S4 HANA Migration (OS-DB migration)
- SAP Application Managed Services
- SAP Managed Service (Basis)
- Project Management
- Enterprise Mobility
- SAP Lab – Evaluation and Innovation Centre (ECC, BW, S/4 HANA, HANA)

GLOBAL FOOTPRINT

Our Multiple implementation, rollout and support projects handled in parallel across various locations



SERVICES OFFERED



RESOURCING SERVICES

IT RESOURCING SERVICES

The following services are offered by us in :

1. IT Resources on Time & Material basis
2. SAP Professional Services for:
 - Technical Modules – ABAP, Workflow, WebDynpro, BASIS, BI etc.
 - Functional Modules – FI, CO, SD, PP, MM, QM, PM, PS, HR etc.
3. IT Resourcing (One time placement)
4. Certified Resources on Internship
5. Fresher Hiring (FREE Offering)
6. Fresher Contract to Hire
7. Job Fair
8. Agency Specific Drives

IT RESOURCING PROFICIENCY

- We have a strong team of Functional and Technical consultants to take up any challenge.
- Apart from our own projects, we provide competent consultants/ professionals to variety of clients on project basis.
- We have successfully completed Resourcing assignments in UK, Asia Pacific and Canada of various platforms.
- We believe that customer satisfaction is the number one priority.
- Our focus is to develop ongoing relationships whereby both parties enjoy the success that strong business alliances can create.
- We are committed to providing excellent customer service and working with our clients to ensure they obtain advantages that new technologies afford.
- We make it our priority to stay abreast of new technologies and how they may best benefit various organizations. With this in mind, we are well placed to advise your organization with all ventures and would welcome the opportunity to discuss your manpower requirements.

RESOURCING - SELECT CLIENTS

Our Clients



* All the company names and logos which appear herein, are the property of their respective owners.

Delphi^e Computech[®]

Your Success is our Goal

Delphi Computech Group

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