

# Persistent Systems Private Ltd.

Bhageerath, 402 Senapati Bapat Road, Pune 411016 INDIA

Revenues  
\$ 11 million



Exports  
\$ 11 million



Employees  
535 FTEs



Projects  
33



## Summary

Persistent Systems Private, Ltd., established in 1990, provides complete lifecycle services for offshore software product development and solutions to global corporations. During its thirteen years of operation, Persistent has established an excellent track record of being an innovation partner and has contributed to product R&D, development, testing, support, and deployment efforts of many leading software companies and technology organizations, including Microsoft, IBM, HP, Intel, Agilent Technologies, Washington University School of Medicine, MIT's Whitehead Laboratories, Bridgestone, Openwave, Oblix, CriticalPath, Covad, and I2 Technologies.

Persistent's work for the above clients includes the following technology areas: databases and DB internals, data warehousing, business intelligence, identity management, enterprise application integration, network management, content management, application migration, RFID, mobile solutions, and e-mail and messaging. The company has developed expertise in several industry verticals including information pharmaceutical manufacturing telecommunications.

Located in Pune, India, the company employs top computer science talent and has built an impressive facility in the heart of the city. Persistent has a highly skilled team of over 800 people, of which 90% are computer science graduates. The professional staff has several PhDs and a large number of people with software development experience in the U.S.

Persistent Systems is privately held with an equity investment from the Intel-64 Fund. The Company has been profitable every quarter since inception.



## Company Snapshot 2002

Headquarters: **Pune**  
 Founded: **May, 1990**  
 Type: **Private**  
 Total revenues: **\$11 million**  
 Total export revenues: **\$11 million (100%)**  
 Number of customers: **33**  
 Number of projects: **33**  
 Average project size (man hours): **477,167**  
 Total employees (FTEs, on 12/31): **535**  
 No. of software development employees (FTEs): **390**

### Development Centers

- Pune India (3)
- Nagpur, India

### Sales Offices

- Austin, USA
- Pune, India
- Santa Clara, USA
- Waltham, USA

### Hardware and Software Alliances

- IBM
- Microsoft
- Oracle
- Sun Microsystems

### Marketing Alliances

- Darnis Informatic, France
- Eucalypt Software Pty Ltd, Australia
- Logic Trends, USA

### Affiliations

- CII
- CSI
- MCCIA
- NASSCOM

## Project Highlights 2002

### Agilent Technologies

Waldbronn, Germany

Persistent has worked with Agilent for seven years on numerous projects spanning software development, quality engineering, customer support, porting, and optimization.

Total effort: n/a; Project duration: 52 weeks

### Openwave Systems

Redwood City, CA, U.S.A

Persistent provided product software development services and product support services to Openwave.

Total effort: n/a; Project duration: 52 weeks

### Oblix

Cupertino, CA, USA

Persistent has provided product software development services to Oblix.

Total effort: n/a; Project duration: n/a

### Critical Path

Toronto, Canada, U.S.A

Persistent has provided software engineering services to Critical Path.

Total effort: 2,016 man hours; Project duration: n/a

### IBM

Irvine, CA, U.S.A

Persistent has provided software development services to IBM.

Total effort: n/a; Project duration: 52 weeks

## Project Management

During 2002 Persistent Systems Private Limited completed 33 software development projects. The company currently has 67 project managers. The average experience in years for project managers is 9.

### Certifications

- None

### Methodology

- Microsoft Project is used to track projects

Percentage of projects formally planned and estimated: 100

Percentage of projects formally tracked using software management applications: 100

## Quality Management

### Certifications

- 2 certified software quality analysts

### Methodology

- n/a

### Quality Objectives:

- Reducing the defects and rework costs through rapid detection of waste and faults.
- Improving the translation of customer needs to functional requirements
- Improving product Integration Service.
- Improving product reliability in terms of performance and service life.
- Lower the number of late-stage requirements changes.
- Reducing the Inspection costs

## Executives

**Mr Anand Deshpande**, CEO, earned his B.Tech. (Hons.), Computer Science and Engineering from IIT, Kharagpur, in 1984. In 1989, he completed his Ph.D degree in Computer Science from Indiana University, where he worked on implementations of nested relational databases. He was a member of the technical staff at Hewlett-Packard Laboratories in Palo Alto in 1989-90, after which he returned to India to found Persistent Systems in 1990. He has been the Managing Director of Persistent Systems since inception.

**Mr Ajay Dubey**, COO, is a senior executive with over 22 years of experience in the IT industry. Prior to joining Persistent Systems, Ajay spent the last 10 years in senior management positions at Infosys Technologies Ltd. Ajay was Vice President and a member of the management council at Infosys. He also was the head of delivery for Europe and was responsible for several major customers, including Visa International, American Express Bank, Caltex Trading and Nestle. He is a graduate of IIT Kanpur.

## Infrastructure

Persistent operates three development centers in Pune and one in Nagpur in India. The company has invested heavily in technology and has approximately 1.24 workstations per FTE. The company also owns an above average number of notebooks per FTE. The company has a total of 80 servers: 50 servers for software development and 30 servers for testing. Persistent has three leased lines for internet connections:- 3x2 MB/sec, 1x 512 MB/sec and ISDN. The servers are protected with firewalls and VPNs. Persistent have round the clock monitoring of their facilities by security personnel and fire protection systems. They also have uninterrupted power supplies for their PCs and servers.

Persistent use their own facilities for their disaster recovery site and they are one of the few companies having BS7799 Compliance of their Disaster Recovery Plan.

## Portfolio Analysis 2002

INDUSTRY SECTOR	100% = \$11 million percent
Durables	0
Energy	0
Financials	0
Government	0
Health	0
Industrials	0
Retail	0
Services	0
Staples	0
Technology	100
Utilities	0

PROJECT TYPE	100% = \$ 11 million percent
Custom software development	5
Package implementation	0
Business process outsourcing	0
Legacy systems support/outourcing	0
Maintenance	11
Other	84

CUSTOMER SIZE	Total = 32 customers number of companies (based on annual revenues)
Greater than \$20 billion	2
Between \$5-19.9 billion	1
Between \$1-4.9 billion	4
Between \$500-999 million	4
Between \$100-499 million	4
Between \$50-100 million	11
Less than \$50 million	10

CUSTOMER LOCATION	Total = 33 customers number of companies
United States	28
Other North America	0
Central and South America	0
Europe	2
Africa and the Middle East	0
India	3
Japan	0
Australia	0
Other Asia	0

## Contact Information

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