



Varna Technologies is an Integrated Technology, Consultancy, Software Services Company providing e-Business Solutions, Infrastructure Management, Web Development and Managed Hosting. Targeting small and mid-market companies, Varna helps businesses improve their operational efficiencies and lower total cost of ownership thereby leveling the playing field with their larger rivals.

Management:

The Varna leadership team has over 30 years of combined experience in IT Services and more than a decade of experience in network security system design.

Vagdevi Cherukuri: (CEO)

Under her direction, Varna Technologies has aggressively climbed up the IT value-chain and entered into areas such as Managed Infrastructure services, business framework development, SaaS and emerging software trends.

Before forming Varna Technologies in 2006, Vagdevi Cherukuri lead a database team at Cap-Gemini working for various clients deploying mission-critical applications and real-time support systems.

Krishna Daggubati: (COO)

His responsibilities include establishing the strategic direction of the company, as well as managing the operations of the product development and projects groups.

Prior to forming Varna Technologies, Krishna worked at NCR, a market leading self-service solutions provider, for more than 8 years successfully implementing various solutions for their Product Lifecycle Management systems.

Services:

Enterprise Solutions

Our proprietary in-house developed "OnTime Framework" helps clients to achieve shorter development lifecycles and to lower costs of ownership by providing best-of-class scalable true Enterprise Solutions. By being able to "visually model" the requirements and definitions, the framework can quickly be turned in to a full fledged enterprise solution with a cutting edge technology.

This unique approach brings with it a lot of benefits that include

- ◆ Shorter Development Lifecycle
- ◆ Code structured in a definite format thus reducing time required to support the application and overall reduction in support costs
- ◆ A Service Oriented Architecture allows for seamless integration of both internal and external software required by any organization
- ◆ Bleeding Edge Technology with seamless future upgrades and scalability without impact to Business processes.

On-Demand Solutions

On Demand, Software as a Service (SaaS) is another key to Varna's strategy for Small to Medium businesses. A software-as-a-service model providing everything from application hosting to network security services, Varna On Demand delivers predictable IT costs, minimizes upfront investment, and drives significant savings in annual IT staffing.

References: <http://www.ontimecafe.com>

Web Solutions

Working closely with clients, we provide prompt and timely answers to their specific requirements. Quick turnaround, mission specific solutions and a clearly defined workflow help us deliver the very best at all times.

Our Web solutions include

- E-Business
- Front-end/Graphics Design
- Application Development
- Managed Hosting.

Web Hosting Solutions are characterized by client friendly packages that come without any fine print, but with a very prompt, proactive and personalized approach to customer support. We understand the importance of uninterrupted online presence and we ensure that through our customized solutions that include:

- ◆ Linux, Windows Hosting
- ◆ Clear and Simple Plans
- ◆ Highly personalized Customer Support

Web Development focuses on thrust areas like development of applications, databases and building of e-commerce gateways with web integration, and includes:

- ◆ e-Commerce
- ◆ Application Development
- ◆ Database Development

Managed Infrastructure Services

For Small and Medium businesses, an always available computer and network infrastructure is increasingly becoming essential. However, many businesses cannot afford a talented team of IT professionals to manage daily operations and most importantly to handle emergencies. Such services include reliable data services, network operation and availability, and hardware and software maintenance. Varna Technologies plans to extend its customer-friendly and quality-first approach to IT services to provide infrastructure management services in the near future.

Network and System security is another important service that any IT installation needs to address on an ongoing basis as well as in response to new attack vectors. Varna Technologies plans an organic approach to develop expertise in house and offer network security management and rapid response services to our customers, and enable them to do their business without disruptions even in the face of virus or worm propagation elsewhere in the Internet. Our services shall include patch management, employment of best practices in network monitoring and traffic control and policing, and virus or worm damage control.

Clients/Projects

Varna's Technology and Domain expertise has helped several customers develop and deploy value returning solutions. Using our Business Framework our team is also developing vertical solutions for various industries including Healthcare, Retail, Infrastructure, HR, Education etc. A partial list of reputed clients include

GMR Group, a \$100 million company is one of the fastest growing infrastructure organisations in the country with interests in Airports, Energy, Highways and Urban Infrastructure. Not having the ability to know the value of Work in Progress of their infrastructure projects, real-time, their Finance department and Project Managers faced various problems. Varna Technologies stepped in with its "Business Framework". Gathering specific requirements, the framework was quickly turned into a Project Management System and deployed within 8 weeks.

LGS, a part of a \$500 million diversified conglomerate (LANCO Group), is a global IT Services Provider focusing on strategic initiatives of customers, and delivering customized business solutions that help address their needs. Headquartered in Hyderabad, India, LGS has a global clientele that includes Fortune 500 companies and Government Agencies. Using its "Business Framework", Varna Technologies developed an advanced Web-based Solution for LGS to track its Employee's performance along with an Intuitive Billing system for their Professional Services division to help achieve increase in productivity from company resources.

Reliable IP Phone is one of the fastest growing Broadband Phone Service providers headquartered in Virginia, USA. Varna Technologies has provided services to implement an Online Web Customer Portal and Back-end Billing application.

Idlebrain.com, one of the most popular online web portal covering entertainment news. The website is currently ranked in top 100 list from India and in top 1000 websites in the world. Right from the Portal Development to Server Maintenance, Varna Technologies provides end-to-end Technology services.

Shri Vishnu Educational Society was established in the year 1992 with a long cherished ambition to promote and disseminate knowledge and serve the cause of education, in general and technical education, in particular. The society has more than half-a-dozen educational institutes in various domains. Varna Technologies provides various IT services and custom solutions for in-house processes. The applications are hosted in our environment to provide Enterprise level support and uptime.

Global IT inc, started as a staff augmentation company in Dallas, Texas, Global IT soon diversified into a full service \$25 million company providing full life cycle IT solutions and services that address needs of clients across the value chain. Using its "Business Framework", Varna Technologies developed an advanced Solution to track its Employee's performance along with an Intuitive Billing system for their Professional Services division. The solution is Web-Based in a Hosted environment and maintained by Varna Technologies.

Established in 1947, **Andhra Sugars** is one of the oldest Public limited companies in the country with an annual revenue of USD 150 million; It manufactures Sugar, Organic and Inorganic Chemicals from its various plants located throughout the country. Varna Technologies with its "Business Framework" is developing a custom Web-enabled solution to replace their existing legacy ERP application. The advantages of developing a quick turnaround Enterprise application with our Framework was considered as one of the top criteria for acceptance of our proposal.

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