



Helping YOU  
to GROW

## **SPIC IT Incubation Centre**

*Journey of Success*

SPIC - Centre of Excellence  
PEC University of Technology Campus

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# SPIC IT Incubation Centre

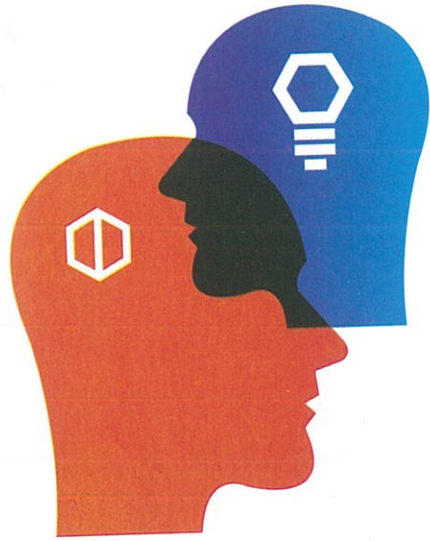
## *A Concept*

The SPIC Incubation Centre was set up by the administration to be pre eminent in nurturing entrepreneurship directed towards the development of economies and societies. SPIC plays a vital role in developing the entrepreneurial ecosystems in young professionals of this region by promoting small IT/ITES companies in setting up their facilities. The vision of INNOCUBE is to promote entrepreneurial spirit for creation of

successful business organizations towards employment for economic benefits of the state by helping the novice companies to endure and grow during the start up period. SPIC IT incubation Centre was established in Punjab Engineering College, Sector - 12 in March 6, 2002, to foster entrepreneurial activities in technology-based areas. SPIC provides a platform to start-ups, prospective entrepreneurs and intrapreneurs to convert their innovative ideas into commercially viable products and enhancing software exports from Chandigarh. The SPIC IT Incubation Centre strives to:

- Nurture entrepreneurship among people who have a passion for knowledge generation and mentoring.
- Make entrepreneurially - driven communication initiatives recognizable as vital for supporting the sustainability of indigenous enterprises.

This Incubation Centre was set up in an effort to encourage IT companies to set up their facilities in Chandigarh. Start up IT companies are provided space on lease initially for 3 years and once the startup gets on its own feet they shift to other locations. It has a built up space of more than 7000 square feet where shell space is provided to small and start up IT/ ITES companies and they have been provided internet bandwidth connectivity by STPI for software exports. SPIC acts as single window system to facilitate IT companies at Incubation Center by providing assistance in business basics, networking activities, recruitment of IT manpower as well as creating conducive environment for conducting IT business.





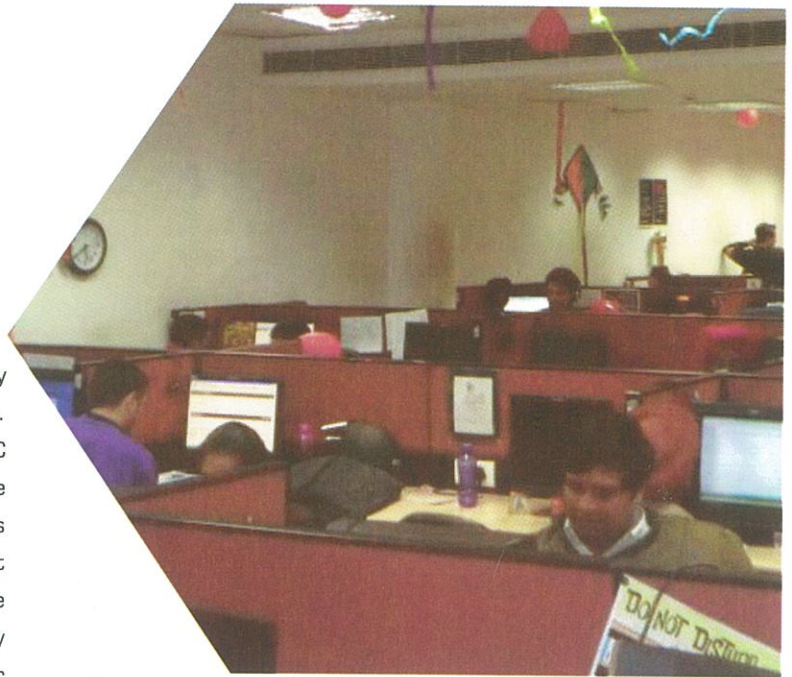
# SPIC IT Incubation Centre

## Success Stories

If you've heard of Net Solutions, Winshuttle, Seasia, Outline Systems & IPCOS then you must know that these ventures came into existence because they were nurtured and incubated by SPIC. Incubation Centre at SPIC had been the first home of these companies who later made their mark in IT industry.

### NET SOLUTIONS net solutions

Net Solutions promoted by Mr. Sameer Jain started low and slow. They began their business from SPIC IT incubation Centre as a web service provider in year 2002 and continues to do so today. They work with start ups and large firms in the US in the technology and mobile space. They are into making strong consumer focused products for the internet and mobile solutions. The location in the heart of the city helped Net Solution draw great talent from all around India. By the time they left SPIC, this company doubled in size and quadrupled in revenue. Net Solutions is now a team of over 200 which currently handles web



Present Office at DLF Building, RGCTP

development as well a mobile app development for iOS and Android operating systems along with apps for Facebook too. Net Solutions offer end-to-end B2C and B2B based applications and solution development services for an extensive variety of needs and catering to range of audiences. Net Solutions has matured to clock revenues of 15 crore in the last financial year & they are all set to move into their own campus at RGCTP.

“I am glad we chose the SPIC Incubation Centre at the PEC Campus, when we decided to move our business to Chandigarh. We not only had an office in the middle of a great campus, the cost and facilities that were offered were exactly what any start-up would be looking for. Any issues we had during our stay were quickly addressed and the Chandigarh Administration did a sterling job of maintaining the facility. I wouldn't hesitate to say that the time we spent at the SPIC Incubation Centre truly planted us on the way to success.”



Sameer Jain  
Chief Executive Officer, Net Solutions



Old Office at SPIC IT Incubation Centre







Present Office at DLF Building, RGCTP

Winshuttle is an enterprise software product company started in 2003 in Seattle, USA. From the very beginning, they were doing product engineering from Chandigarh, India. After working from the co-founder, Vishal Chalana's home for a couple of years, in 2005, they moved to the incubation centre in SPIC inside the PEC campus. It was a small space of around 500 sqft which was built for around 10 people. At the point of moving, they were 4. Being inside a university campus, it was an ideal location for a young company like them. After about one & a half years in SPIC, they needed more space & started searching. Chandigarh IT park had just started and space was available in the DLF buildings for lease. They took the smallest possible area of 3000 sqft there which seemed really large at that point of time. But they were growing rapidly & soon outgrew that space as well.

They then took up another office of around 6000 sqft retaining the earlier one. With 9000 sqft space and a seating capacity of around 75 people, they thought they were good for 2-3 years. However, their growth continued and now they have around 15000 sqft office with a capacity of 125 people. They are already around 100 people so they might have to continue with space hunting again. Now Winshuttle Inc is the leading provider of user-enabled data management applications for use with ERP systems. Ranked one of the fastest growing SAP solution providers by Inc. magazine in 2007. They develop solutions which are simple to learn, simple to use and simple to deploy without any programming & without utilizing IT resources. Winshuttle bagged the Fast tracker award for the year 2007-08 from STPI.



Old Office at SPIC IT Incubation Centre

“SPIC provided good infrastructure in terms of connectivity, security, housekeeping etc. We were able to hire good talent while in this office and soon outgrew the space.”



Mr. Vishal Chalana  
Co-Founder, Winshuttle

**SEASIA CONSULTING**



Seasia started with 5 people from SPIC incubation centre at PEC Campus promoted by Col. Khanna in year 2002. They use to do software development based on oracle and now this company has graduated to Seasia Consulting which is an ISO 9001:2000 Certified Offshore Development Center for Saber Corporation, Protland, USA (www.sabercorp.com). With over 10+ years of successful track record with annual turnover of INR 170 million, Seasia has a strong workforce of over



Present Office at Seasia Consulting Campus

500 technologists who are dedicated to provide complete Offshore development to Saber/Fortune 500 Customers like Canon, NEC, Kerr-McGee etc. Seasia Infotech is a CMMI Level 3 multinational software



Old Office at SPIC IT Incubation Centre

development company, leading in delivering Software Development Solutions, Mobile Application and Digital Marketing Solutions to businesses around the globe. They have offices and development centers in United States, India, Netherland, Canada and UK. Seasia Consulting bagged the highest exports awards for software development in SME sector category for the year 2007- 08 from STPI.



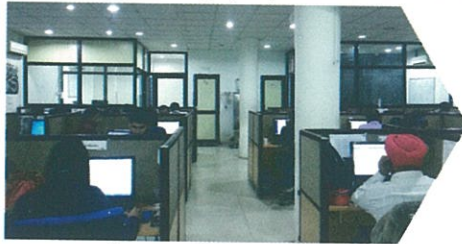


## OUTLINE SYSTEMS



Outline Systems, Inc. (Outline) started their operations from Chandigarh at SPIC incubation Center in 2006 on a small scale with team of 4-5 professionals primarily focusing on enterprise software development and services. Being a CMMI Level-3 company, Outline is an IT solutions and services provider mainly for the insurance industry in US. Their team of domain experts along with ready to deploy techno-functional components presents a unique value proposition to our clients. Their client-centric philosophy, commitment to service excellence, and mature Global Delivery Model enables our clients to succeed in today's global digital economy. Today, Outline has knowledge base, processes and experience of a large company with flexibility, responsiveness and cost of a small company.

Outline is also providing IT recruitment services to various Federal, State and commercial clients in US. Having a team of highly experienced technical



Present Office Campus

IPCOS Engineering Solutions Private Limited began its journey as Aptitude Engineering Solutions Private Limited in 2006 by providing software and service support to Aptitude Limited in the U.K. for its primary business of Advance Process Control [APC] Consultancy to the oil refining and petrochemical industry. Aptitude in India had a humble beginning by renting space in the basement of a showroom in Sector-8, Chandigarh with minimal infrastructure. Within a short span of commencing operations, they came to know about the SPIC Incubation Center in PEC, Chandigarh, for providing relevant infrastructure support to fledgling enterprises in the Information Technology Space. Aptitude promptly applied for and got a cabin allotted to them with all necessary backup which an IT firm requires. The support provided by the Incubation Centre in terms of infrastructure enabled Aptitude to focus on its core business without any obstacles.

In 2007-2008, Aptitude Limited U.K. was acquired by one of the largest companies in the world in APC, who wanted to strengthen their offerings in the oil refining, petrochemical and gas space. In the process Aptitude in India was brought under the fold of Aptitude U.K. who acquired the majority of its shareholding. The Indian entity has now been rechristened IPCOS Engineering Solutions Private Limited to ultimately align with their parent company, namely, IPCOS NV, Belgium. Beginning

recruiters and data miners, they provide excellent services to their clients providing highly skilled and experienced consultants to meet their requirements. They focus on positions from professional and technical staff to all levels of management including executive management. They operate as an extension of their client's human resources department to help their hiring process progress effectively to achieve successful results.

At present, Outline, having its corporate office in New Jersey US, has more than 120 employees in Chandigarh office in different departments to meet their business demands.

“ We were provided excellent working facilities in the SPIC Incubation Centre at PEC Campus when we initially started the company in the city. All the necessary support was provided by SPIC with complete satisfaction and with minimum impact to our budget. It was great experience while we operated from the SPIC Incubation Centre and it indeed was a big factor in our growth and achieving what we had envisioned.”



Mr. Sunil Vashist  
Director - Operations

## IPCOS



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Old Office at SPIC IT Incubation Centre

with only software and service support to Aptitude U.K. in 2006, now in 2013, IPCOS India has grown to providing software and service support to all the locations of IPCOS worldwide and catering to all the industries serviced by its parent Company, specifically to oil refining, petrochemicals, glass, batch, etc. Today, under the aegis of IPCOS NV, we in India are providing services to the global Fortune 500 Companies.

They have outgrown their single cabin format at Spic and have moved on to bigger premises in Chandigarh.





## VISIONS

Visions was started by Navpreet Singh Aujla, in, 1993 when he returned to India after completing his M. Sc. Digital Electronics from Kings College, University of London. Initially Visions was a design studio handling high end design for print media and also animations and special effects for films.

In the year 2000 the first software development work was started at Visions, and with in the first year the potential of this work became apparent. The design studio part of the work was stopped

and software development work became the focus. They started their operations from SPIC IT Incubation center in 2008 since then they have been developing customized software solutions majorly for clients in USA and UK. Visions has built a reputation for itself for delivering quality work and also for the capability to adopt new technologies. Visions also provides remote network management services for clients all over the world, managing their servers, backups, client machines and disaster recoveries.

With support from SPIC in their nascent years, they took small space at Incubation Centre but managed to outgrow that space and needed more space for their expanding business. Finally they moved to Rajiv Gandhi Chandigarh Technology Park and at present they are focusing on ramping up their capacity in terms of infrastructure and manpower.

“Since Visions moved into the SPIC IT Centre, there has been a huge growth in terms of the work done and the turnover of the company. The turnover for the year 2013-2014 is expected to cross the 1 Crore mark.”



Mr. Navpreet Singh Aujla  
Managing Director, Visions



Present Office at SPIC IT Incubation Centre

## Companies @ SPIC IT Incubation Centre

### KAYS TECHNOLOGIES



In the winters of 2011, 3 young and passionate individuals embarked on a journey of entrepreneurship. That is when Kays Technologies was born with a commitment to build cutting edge IT solutions.

Kays Technologies is now an IT consulting and technology services company with expertise into complete SDLC of application and products development. Kays differentiates itself by partnering with the clients to help them increase their bottom lines, generate new businesses by enabling IT as a tool to maintain deep focus and specializations into their domains.

Kays specializes into healthcare informatics domain. Passionate and dedicated about taking-on opportunities, challenges, and developing solutions that deliver lasting value to the clients, Kays has become a preferred service provider into healthcare informatics outsourcing space. By delivering constant project success and measurable business



Office at SPIC IT Incubation Centre







value, Kays has been able to establish lasting relationships with the clients in US and European markets.

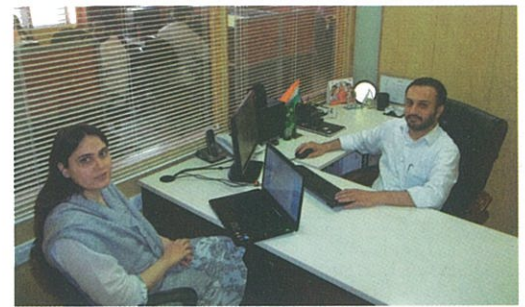
During the early days of startup, acquiring right talent and increasing company's visibility was a key challenge. In Jan'2012, Society for Promotion of Information & Technology (SPIC) accepted Kays' application for starting their operations in SPIC premises. Since then, SPIC has been instrumental in taking care of Kays infrastructural requirements under one roof, creating a vibrant operational environment enabling attraction of bright talent and increasing company's visibility.

After Kays started its operations in SPIC, in a period of just one year, Kays out ran its existing facility and expressed its desire to expand further within SPIC premises. While the company is on expansion spree, it has upscaled from a partnership firm to a private limited firm with the name Kays Harbor Technologies Private Limited. (Harbor signifies safe anchorage of Kays).

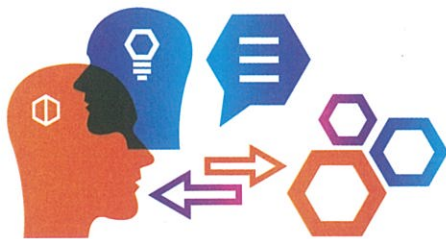


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"Special acknowledgment goes out to SPIC for their immense support, encouragement and efforts in nurturing Kays' expression of innovation."



Manisha, Satya P. Kathooria & Vikas Kapuria  
Directors, Kays Technologies, Chandigarh, India



## NAMA SOLUTIONS



Nama Solutions is a professional service provider that offers cost effective solutions for small and medium companies. Working out of SPIC since mid 2011, Nama Solutions sets itself apart from other service providers through its high quality standards, well-trained project management, affordable price and timely service; that assure utmost customer satisfaction.

Nama Solutions offers various services including Website Design & Programming (with specific focus on eCommerce), Graphics & Multimedia, Foreign Language Typesetting and Translation. The recent work of Nama Solutions in the eCommerce industry for golfessentials reflects the quality standards maintained by them.

Nama Solutions Works with a wide range of softwares including Abode, CoreIDRAW, Free Hand, Macromedia, Microsoft, Passolo, QuarkXpress, Trados, amongst others. Company is now well equipped to handle most requests from clients.

Kevin Singh, founder of Nama Solutions shares their aim of an annual growth rate of 15 percent since its inception. Their endeavour is to win over clients by quality work and timely turnarounds. They strive to keep their business growing by ensuring that the present clients' testimonials help bring new clients.

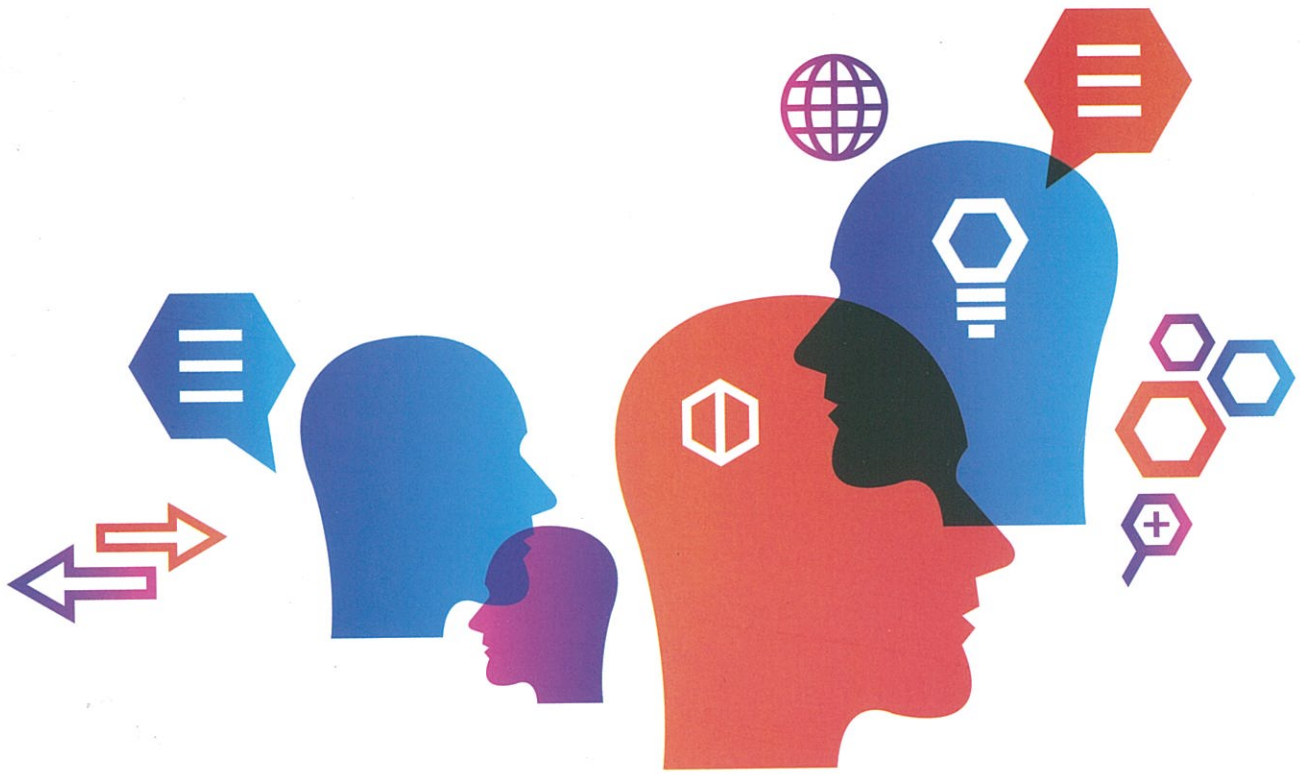


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"SPIC has enabled us to work towards our goal by not only providing a highly conducive environment, but also providing us with knowledgeable workforce who have been trained in-house."



Mr. Kevin Singh,  
Founder, Nama Solutions



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