Softbyte

Computer Solutions For A Better Tomorrow

Softbyte Systems

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"Agile, efficient, and cost-effective technology infrastructure can be the differentiator that separates great companies from the good ones. We are the technology partners of choice for organizations looking to strategically transform, grow, and lead in today's challenging environment. Distinctive amongst our peers for our known commitments to bring together best practices from around the globe and deploying 'best - of - the – breed' technology platform to achieve business goals of our customers."

- Shamsunder Bhandari, Proprietor

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Softbyte Systems is a pioneer in the computer hardware industry based from Pune, Maharashtra leading the market in Information Technology Consulting, Distribution of IT and Surveillance Products, Service Delivery, and Infrastructure Management Services. Established since 1988, Softbyte has been evaluating, planning, implementing, managing, and optimizing the entire gamut of information technology platform to help customers achieve better business results.

With an experience of over 30 years, Softbyte offers a consulting driven integrated portfolio of facility management services, distribution of IT products, security & surveillance solutions, networking and other aligned services along with resource outsourcing, software development and data analytics.

Vision

Computer solutions for a better tomorrow.

Mission

Softbyte strives for continuous betterment to bring out the best in its employees for an advantageous customer experience.

Core Values

- **Integrity:** Integrity is at the heart of everything we do.
- **Innovation:** We constantly look for creative ways to find solutions for customer satisfaction.
- **Excellence:** We encourage an environment of excellence providing the best of the breed solutions to our clients.
- **Accountability:** We accept individual responsibility and expect to be accountable for results.

Management and People

The team comprises of domain masters from as diverse a field as manufacturing, finance, consulting and technology.

We have adequate technical staff to cater to the ever-growing technical needs of the industry, a team of technology consultants and implementers. Our people are continuously updated & trained on emerging trends, technologies and platforms so as to be able to provide the 'leading edge' to our customers.

Softbyte 360

We established Softbyte 360 service policy for a streamlined and hassle-free one stop solution for our clients. This along with our partnerships with the best of the breed technology from global leaders has proved prudent in creating, state of the art IT set up such as Data Centre, Intelligent Network, e-Office, Secured Gateways and Networks for our clients in a very efficient and short timeline.

DATA CENTRE INTEGRATION
FACILITY I.T.
INFRASTRUCTURE
DATA STORAGE & SECURITY
END POINT PRODUCT
ENTERPRISE SOFTWARE

SOLUTION CONSULTING & ENGINEERING

CLOUD COMPUTING
E.R.P.
I.o.T.
NETWORKING
SURVEILLANCE & BIOMETRIC
VIRTUAL CONFERENCING

MAINTENANCE

SYSTEM INTEGRATION

ENTERPRISE SOFTWARE

Microsoft · aws · Azure · vmware · Red Hat · AUTODESK

END POINT PRODUCTS

Lenovo · DELL · hp · Apple · intel NUC · ASUS · acer · Canon · EPSON

NETWORKING

Ruckus WIRELESS · aruba · CISCO

DATA SECURITY

SONICWALL · Symantec · Cyberoam · Quick Heal

DATA STORAGE

DELL EMC · SEAGATE · WD

SURVEILLANCE & BIOMETRIC

HIKVISION · D-Link · eSSL

Regional Distributor (Maharashtra) & Enterprise Partner

Apart from our strategic partnerships with the pre-eminent technology leaders, Softbyte is also the proud authorized Regional Distributor (Maharashtra) & Enterprise Partner for,
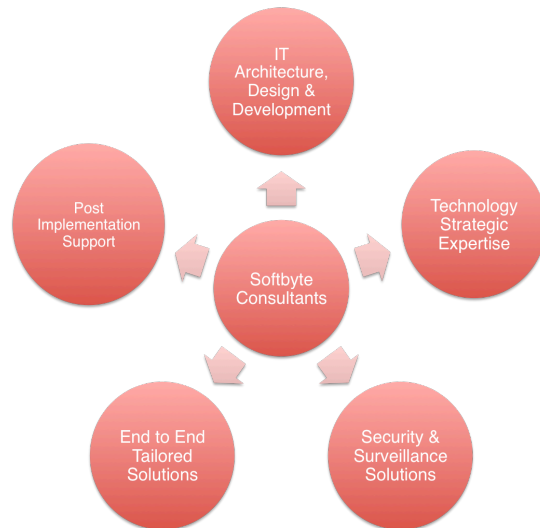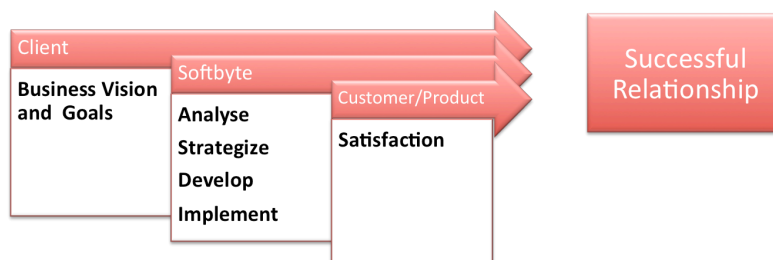
- Lenovo
- Dell

Products and Services Portfolio

- **IT Solution Consulting**

IT is an enabler of any business vision. Our approach is to understand your business vision and goals and ensure that your IT set up is fully and practically aligned to those goals. Up to 65% of the new initiative, fail to take off due to lack of optimized IT infrastructure.
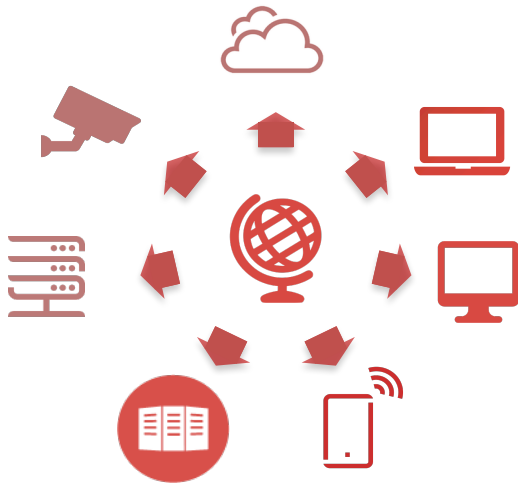

Consultants at Softbyte will work with your team and management to create short-term, medium-term and long –term technology roadmap and action plan to keep in view your own existing capabilities. They will not only provide you consultancy and roadmap but shall also custom build the application based on your budget, functionality, scalability, current infrastructure, resource quality and also provide hand holding till you internalize the product.

- **IT Systems Integration**

System Integration is a specialized process, where various component subsystems are brought together in unity for improving the functional needs of an organization.

Softbyte brings together best in class technology from Global Leaders like Dell, Lenovo, Apple, LG, HP, IBM, Intel, Cisco, Polycom, Oracle, VMware, Microsoft, Red Hat, Symantec, APC, Thecus, QNAP, EMC, Seagate, Fusion Store, Sonicwall, Cyberoam to create state of the art IT setups like Data Centre, Intelligent Network, e-Office, Secured Networks and Gateways. We procure, integrate and manage the entire spectrum of products and services like Desktops, Laptops, Servers, Firewalls, Storage, End Point Management, Network Security.

- **Security and Surveillance Solutions**

Closed-Circuit Television (CCTV) Surveillance Technology has become the need of the hour in recent times. It is very useful in helping law enforcement departments to maintain social control, recognize and monitor threats to prevent criminal activities. With the advent of technologies such as high-speed surveillance IP-cameras, Biometric Equipment, and Video Management Software, this sector now possesses an unprecedented ability to monitor and control the activities of their subjects.

Softbyte is a significant player in providing embellished Security & Surveillance Solutions based on CCTV and Video Analytics including setting up of command and control centers. Our team is capable to design, engineer, develop, operate and maintain the IP based video surveillance system having the end to end security solution with complete integration of all the security subsystems such as CCTV, Access 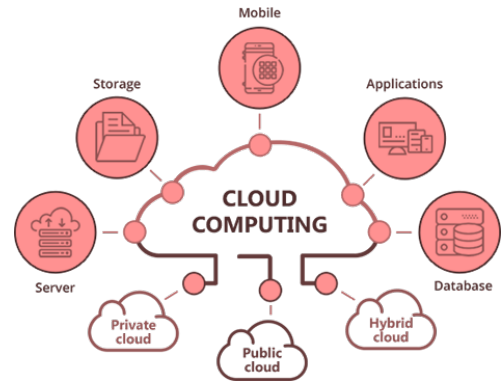Control & Preventions System, Turnstiles, Boom Barriers and Public Address System to secure the mission critical installations. We develop the security concept aligned to customer's risk requirements and adhering to industry best- practices.
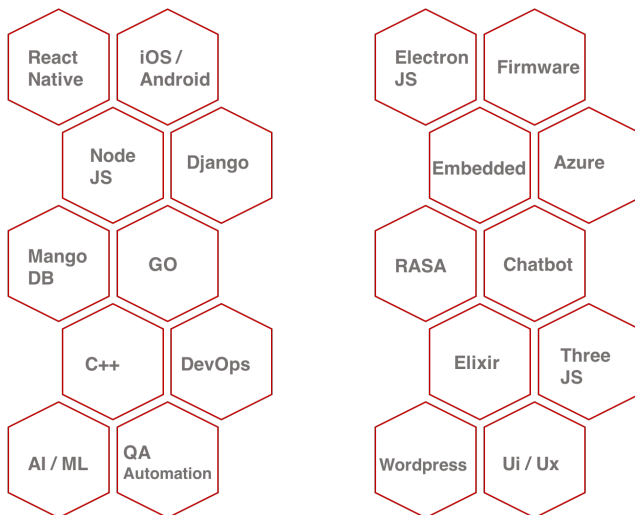
▪ Cloud Computing Services

Strategic partnerships with industry leaders such as Microsoft Azure and Amazon Web Services, enables Softbyte to help take your business on cloud in a faster and a simpler way.

Simplified Cloud Solutions for Businesses:

1. Ready-to-use solution packs. Instantly!
2. Free implementation and provisioning
3. Proactive monitoring and auto alert support
4. Predictable spend on cloud infrastructure

▪ Software Development Services

Softbyte follows a planned and structured process that includes all that is involved between the conception of the desired software through to its final manifestation.

Built to suit models for efficient working,

– Development Contract
– Full time Resource Outsourcing
– Collaborative Working Contract

▪ Data Analytics Services

We provide analytics solutions that leverages artificial intelligence to convert data into actionable insights enhancing our customers' business value. Our services improve time per insight and also optimizes cost per insight with a design thinking approach, data engineering and automation.

- **Network Management Solutions**

Many organizations are challenged with enabling their associates to be productive by providing access to company assets in a secure way across multiple devices in and out of the office. Employees expect the same experience level regardless of device, location or applications and it is this expectation that many organizations are challenged to meet let alone exceed. Softbyte offers numerous solutions that enable organizations to access company assets in a secure way,

1. Advanced Persistent Threat Mitigation Solutions
2. Application Delivery Acceleration
3. DNS/ DHCP Management
4. Email Security
5. Network Access Controls
6. Remote Identity Access Management
7. Routing and Switching
8. Web Content Filtering
9. Wireless Access

- **Facility Management Services**

Facility management is a collaboration of people & services to enhance the efficiency and efficacy of the given space and work environment including ambiance, equipment and the people who operate within.

Softbyte delivers the support and services to upkeep & modernize your IT environment saving you from the heavy rip and replaced cost while ensuring that you maintain the highest level of uptime and productivity.

Business Operations

- Strategic tailored IT consultancy
- Comprehensive total infrastructure management solutions
- Service Level Agreements to reduce support requirements
- Flexible hybrid commercial models available by combining pay per use and shared services
- On-shore, offshore, and multi-shore service models
- Single point contact with one contract

Awards

- **2002: President, Computers Media Dealers Association**

- **Since, 2003: Advisory Member, Computers Media Dealers Association**

- **Since, 2004: Inner Circle Partner, LG Electronics**

- **2005: Certificate of Excellence, L.G. Business**

- **2007: Significant Contributor, LG X-Note Business**

- **Since, 2008: Solution Provider, Microsoft**

- **2009: Best Performer, Dell Business**

- **2010: S.M.B. Business Specialist, IBM**

- **Since, 2011: System Integrator, Cisco**

- **2012: Best Performer, Dell**

- **2012: Silver Person, Computers Media Dealers Association**

- **2013: Solution Specialist, Dell**

- **2014: Best Performer, Lenovo**

- **2014: Solution Provider, Microsoft**

- **2015: Best Performer, Dell**

- **2015: S.M.B. Business Specialist, IBM**

- **2015: Solution Provider, Microsoft**

- **2015: System Integrator, Cisco**

- **2016: Best Performer, Lenovo**

- **2017: S.M.B. Business Specialist, Lenovo**

- **2017: System Integrator, D-Link**

- **2017: Best Performer, Lenovo**

- **2017: Solution Specialist, Dell**

- **2018: Best Performer, Lenovo**

- **2018: Cloud Solution Silver Person**

Clientele

SOFTBYTE GROUP

I.T. INFRASTRUCTURE

RENEWABLE ENERGY

EDU-TECH