Dear Readers,

It gives us immense pleasure to report on GCR’s achievement for Jan-Mar 2019 in this Vol. 5 edition of ‘GCR Connect’. We thank all our stakeholders including customers, partners, and employees for the strong support throughout our journey till now. Customer engagement and partnership continued to be our top priority and our entire team is committed to constantly upgrade skill sets and keep up with the technological changes as well as market trends.

GCR offers a wide range of digital tools for business transformation. These tools help our customer in increasing revenue & profitability, improving efficiencies, reducing costs and achieving customer satisfaction and retention.

Your constant support and suggestions will motivate us to grow our engagement with you for a win-win situation. We will continue to keep you abreast on the development at GCR on an ongoing basis through GCR Connect - a bimonthly newsletter.

Enjoy the Vol 5 edition of Connect...

Announcement

GCR India CPSP “a revolutionary platform that bridges the gap between solution providers and global channel partners providing IoT solutions and cloud services” is ready with INR integration, and will be launched in April 2019.
What's New: Products & Solutions

We have a wide range of products and solutions on our platform and keeping in mind your needs and requirements; we keep on updating our list for you to choose from. Some of the product/solution lists which we have upgraded recently are:

1. IT Asset Management
   Cloud SaaS-based platform offers:
   - IT Service Desk for Incident Management
   - IT Service Management
   - IT Asset Management
   - IT Project Management
   - Reporting

   [For more details click here](#)

2. Fleet Tracking
   GCR Fleet monitoring sensors help to track the location, condition, and operation of vehicles. It can also alert for the unauthorized or mishandled usage of Vehicle like idling, over speeding using Cloud analytics platform which provides dashboard or alerts right on vehicle owners mobile or computer.

   [For more details click here](#)

3. Digital Noticeboard
   Digital Signage applicability for the education institutes. Solution can be deployed on premise or cloud base.

   [For more details click here](#)

4. In Premise Asset Tracking
   Asset tracking solution for inside premise and stationed assets. BLE based solution offers virtual zoning and mobile base app guide the user for locating assets.

   [For more details click here](#)

5. Visitor Management System
   The era of the logbook is over. The kiosk-based visitor management system that notifies the hosts and
print visitor badges all through one sleek check-in terminal. Enhance security and corporate image.

Capture detailed visitor information quickly and accurately to identify, badge and track who is in visiting and why. Presents a more professional, security-conscious image to visitors and make visitors and employees feel safer.

Our Cloud-enabled, web-based visitor management system is secure, easy to install, implement and maintain, reducing costs and dependence on complicated costly IT infrastructure and personnel.

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**GCR Knowledge Centre**

Introducing a new segment “GCR Knowledge Centre”. It will feature webinars, solution documents, blogs, and infographics for our offerings and trends in the industry. We are sure that these creations will help partners and end customers for upgrading the knowledge on various technologies as well as these can be used for marketing purpose.

The videos and webinars are also uploaded on our YouTube page “GCR India”, for your quick access. Do share the content among your vendors, partners, and customers. Links are also shared on our Facebook & LinkedIn page.

New webinars & Videos uploaded:

**Asset Tracking Solutions - GCR India**
Overview of our offerings under Asset Tracking.

**GCR’s Asset Tracking Solutions: What is Asset Tracking | Part 1**
Informative session on what is Asset Tracking
GCR Asset tracking solutions: New trends in Asset Tracking Technologies | Part 2
Informative session on various asset tracking technologies and comparatives

GCR Asset tracking Technology Offerings

GCR Asset tracking Technology Offerings

GCR’s Asset Tracking Solutions: Technology Variants | Part 3
GCR Asset tracking Technology Offerings

In Premise Asset Tracking

GCR’s Asset Tracking Solutions: How In-Premise Asset Tracking Solution Works & Benefits | Part 4
Overview of Our BLE base In Premise Asset Tracking solution

Market Penetration

1) SurePrep India Pvt. Ltd.
About Customer:
Founded in 2002, SurePrep is the leader in 1040 tax automation for CPA firms. Provides innovative, comprehensive, and productive 1040 tax automation solutions that include scan and populate with an optional OCR verification service, outsourcing and a two-time award-winning mobile solution that eliminates the paper organizer. Solutions are utilized by nearly 20,000 tax professionals at CPA firms large and small, ranging across the spectrum from Big 4 firms to sole practitioners.

Case Description:
Office shifted to a new premise with three floors where they wanted to display corporate videos, images and scrolling text as priority type of contents. The requirement was for three digital displays however, the trick was completing the demo and installation before inauguration which was due in 3 days. The demo was successful and deployment completed by GCR within timelines for 40-inch, 47-inch, and 55-inch TV displays.

2) Thomas Cook (India) Limited
company, offering a broad spectrum of services that include Foreign Exchange, Corporate Travel, MICE, Leisure Travel, Insurance, Visa & Passport services, and E-Business. The company set up its first office in India in 1881.

The Thomas Cook India Group spanning 21 countries across 4 continents, a team of over 198,500 and a combined revenue in excess of INR 8700 cr. (over $ 1.34 billion), operates leading B2C and B2B brands including, Thomas Cook, SOTC, TCI, Sita, Asian Trails, Allied T Pro, Australian Tours Management, Desert Adventures, Travel Circle International Limited, Private Safaris East & South Africa. The Group is today one of the largest travel service provider networks headquartered in the Asia-Pacific region.

Case Description:
The customer was looking for a digital signage in which content can be centrally managed, monitored, logs, reports, schedule and support scale up. Initial implementation across 200+ outlets which comprises leisure and forex. GCR offered a comprehensive digital signage solution which is Android OS based (easy to use), centrally managed (Cloud-based) with several options of content types like image, videos, tickers, RSS feeds, widgets & integration with social media sites. As per customer projection, there will be around 7-10 new outlets every month, where GCR solution meets the requirement on scalability. Our application also provides a log of third-party content displayed information on which marketing team of Thomas Cook appreciated and well accepted our solution right away!

3)   **Win Group**  
**About Customer:**  
Service Provider of urethane buffer, networking service & internet service in Mumbai, Maharashtra.

**Case Description:**  
GCR supplied Edge core EWS100 Wireless Controller specifically designed for Mid-Sized Hotels to do Wi-Fi Monetization. The intention from ISP Win is to use it across Mid-Sized hotels in Khar-Bandra-Santacruz area (Mumbai) & do Wi-Fi Monetization in Hospitality domain for SMB/ SMB Enterprise of their connects.

4)   **BNI**  
**About Customer:**  
Business Network International (BNI) is an American franchised networking organization with around 233,000 members in 8,399 local chapters worldwide. Members meet weekly to discuss business and support each other’s businesses by sharing referrals. It claims to be the world’s leading referral organization.

**Case Description:**  
Software AV Conference Tool for ten user participants (Wooble) is used to connect users over a link to save Individual Travel time & expand Business.

5)   **Madhus Garage Equipment Pvt. Ltd.**  
**About Customer:**  
Twenty-eight years old in garage equipment business in India. Started with Wheel service equipment - Wheel Balancers, Wheel Aligners, and Tyre Changers - and earned a reputable name through dedicated after-sales-service to our customers.

**Case Description:**  
GCR has currently implemented a POC for Field force management for their sales team across India.

6)   **Surround Networks Pvt Ltd.**  
**About Customer:**  
Surround networks is a part of Chaitanya group of companies established in 2005 and have rich experience in telecom data services. Surround networks is a company built to operate integrated telecom operations such as cable TV, internet service, voice service, video on demand, movie on demand. Pioneers in building campus wired and wireless networks with AAA authentication and secured
Case Description:
Surround Networks selected Edgecore Switch (ECS2100-10P) after testing it extensively for a CCTV deployment for one of their clients which is a medium sized manufacturing company.

Our Partnership

1. Symmetrix Computer Systems Pvt Ltd:
Symmetrix is a leading IT Solutions & Services company backed up by three decades of expertise with core competency in providing customised solutions specific to customer requirements in the area of networking solutions, personal computing, IT Consulting, Enterprise solutions, Cloud computing & security solutions.

GCR with its premium partner Symmetrix jointly offers SaaS connected IoT & Networking & Infrastructure solutions:
Asset Tracking, Campus Tracking, Field Force Tracking, Digital Signage & Content Management, Interactive Smart Board Device, Retail Analytics, Restaurant Inventory Management, ERP for Institutes, Rapid Micro e-learning, and Networking & Infrastructure Solutions.

For various verticals: Education, Hospitality, Manufacturing, Retail, Logistics, Healthcare, BFSI and many more. Explore the new era of digital business transformation by adopting our best-of-class solutions for all your technology requirements across all industries.

2. Wizertech Informatics:
ISO9001:2008 certified IT Infrastructure Consultancy & System Integration company headquartered in Kolkata, India, with a strong presence in more than a dozen key cities of India. As a true end-to-end IT infrastructure solution provider, they have been able to serve our clients not only across the spectrum of ICT (Information and Communications Technology) related products and solutions but also across the length and breadth of India.

3. GCR recognizes and strengthens the existing relationship with partners:
Partners Speak

Mr. Amul Mahale - Micropoint Computers Pvt Ltd

News

GCR Declares India as Home-Market for GCR’s Global Business Strategy

Tony Tsao, Founder, GCR, commenting on this company’s globalisation initiatives said, “We decided to make India as the home-market for GCR as more than 43% of successful IoT solution providers are incubated from India and in the past couple of years, India is globally leading in advanced technologies revolving around IoT, AI, and mobility.

Read full news here

• GCR Launches New Brand Identity, Declares India as Home-Market, Rearticulates its brand value committed to digitally transform technology service industry in India

Global Channel Resources (GCR) India Pvt. Ltd. is serving Industry 4.0, smart city, smart healthcare and other segments with its consulting, Platform as a Service (PaaS), end-to-end development and integration services. Tony Tsao, Founder, GCR, in an interaction with EFY bureau, shares about the future of IoT, deployment of IoT in India, role of standards in IoT and much more.
Businesses have been inventing and reinventing themselves from time immemorial to come up with new aspects in the field of business. Transformation in any aspect is profound for businesses, organizational activities, competencies, processes as well as a number of models to fully leverage changes and opportunities in their respective fields.

Enterprises with a significant amount of field workforce are always on the lookout for the perfect solution to manage them effectively and increase their productivity. In the Indian market, where such solutions are still in nascent stages, there is a clear requirement of a certain sense of discipline and streamlining of field operations.

Focusing on the customer experience is our top priority, personalisation, therefore, plays a key role as top organisations strive to make experiences as compelling as possible with the integration of Artificial Intelligence and Cloud-based Technology.

GCR has undergone a makeover bringing in a new brand identity which would indicate a higher level of engagement with clients/partners and brand evolution that would leverage GCR’s expertise to address their business requirements.

As we move forward, we will keep you updated on the developments at GCR India on an ongoing basis. Your support has been invaluable to us over the times and we look forward to it in the future. We thank all our stakeholders, including our integration partners and solution partners, customers, and employees for the confidence reposed in us.

If you have any questions or need any further clarifications, please feel free to write to us at communication@gcrcloud.com, marketing.india@gcrcloud.com, or call us on 022 25501007.
Disclaimer:
Except for the historical information contained herein, statements in this release, which contain words or phrases such as 'will', 'would', 'expect', 'believe', and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of our principal international markets, the performance of the industry sectors in which our partners/clients are based, the performance of the information technology industry sector world-wide, competition, our ability to obtain statutory and regulatory approvals and to success! fully implement our strategy, future levels of our growth and expansion in business, technological implementation, changes, advancements, and redundancies, the actual demand for software products and services, or the future potential or feasibility thereof, changes in revenue, income or cash flows, our market preferences and our exposure to market risks, as well as other risks. Global Channel Resources India Pvt. Ltd. (GCR India) undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.