



## Press Release

### Zensar signs significant deals of near 100 crores

#### US and Europe markets set for significant growth

**Pune, India— Mar 18, 2014:** Zensar Technologies, a leading software services and infrastructure provider has reported significant new multimillion dollar wins in the United States and Europe.

Dr Ganesh Natarajan, Vice Chairman and CEO, Zensar Technologies said, "Zensar's business in our key markets of USA, UK, Europe and Africa continues to be robust with new wins in these territories in both our core businesses, enterprise application services and infrastructure management."

The Company has signed a major deal with a large multibillion dollar American enterprise that designs and builds specialty trucks and military vehicles, and that operates as a leader in every market in which it competes. The company is a Fortune 500 organization with manufacturing operations in the Americas, Europe, Asia, and Australia. This large deal with the client involves a full-featured team in select areas, to scale with demand over a two-year period. The strategic nature of this project positions Zensar well with the client and also has the company poised for additional opportunities in the near future. Currently, Zensar is building critical enterprise wide systems for the client's supplier network.

It has also signed its largest deal to date in the dual shore IM space with an existing American client. Another significant deal has been closed with a specialty insurance and reinsurance company which operates underwriting hubs worldwide and operates more than 50 offices worldwide, expanding Zensar's existing reach from the company's UK operations into the US as well.

Nitin Parab, Chief Executive and Head, Enterprise Transformation Business, Zensar said, "Our strategies for new client acquisition, and for supersizing deals in the US region have begun to show significant traction helping provide the necessary boost to sales. The client acquisition in the US has shown optimistic trends in core verticals that we are focusing on. The order book for the year ahead looks strong and we hope to close some significant deals in the pipeline in the coming months."



**About Zensar Technologies ([www.zensar.com](http://www.zensar.com))**

Zensar Technologies is among the top 20 software services providers from India. The world's first enterprise-wide SEI CMM Level 5 Company and later certified as a CMMI Level 3 Company, Zensar has industry expertise that spans Manufacturing, Retail, Healthcare, Banking Financial Services and Insurance. An RPG Group company, Zensar has near 7000 employees with sales and operations presence across US, UK, Europe, Middle East, South Africa, Singapore, China, Australia and Japan. The Company delivers comprehensive services for mission-critical applications, enterprise applications, business intelligence and analytics, CRM and Business Process Management. Zensar also provides innovative Infrastructure Management solutions that enable leading companies worldwide to optimize, secure, manage and support their mission-critical infrastructure. Using its multi-shore capabilities, Zensar combines expert consulting, integration and support services with world-class customer service to help IT organizations reduce costs, increase efficiencies and manage risk better. The Company has developed tools and methodologies, including the proprietary Solution Blueprint (SBP), which enables its clients with innovative business solutions and a rapid 'go-to-market' capability. The Company supports Fortune 500 clients with software business solutions that help them compete in the digital economy.

**About RPG Enterprises ([www.rpg.com](http://www.rpg.com))**

RPG Enterprises is one of India's largest industrial conglomerates. With over 16 companies in its fold, the group has a strong presence in 8 business sectors. Established in 1979, RPG Enterprises is one of India's fastest growing business groups with a turnover touching Rs. 17,000 cr. The group has more than sixteen companies managing diverse business interests in the areas of Power, Tyre, Infrastructure, IT, Retail, Entertainment, Carbon Black and Specialty.



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Certain statements in this release concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

