



## **Company Profile**

### **About Trianz**

Trianz is a global management consulting and technology services firm founded in 2000 in Silicon Valley, California, by veterans from the consulting industry. The firm has grown to over 700 employees, working from offices in the USA, India, UK, Europe, Japan and Singapore.

Trianz is increasingly known as a firm with a very different perspective from that of traditional consulting firms. It is seen as a firm where 'Execution' of every client engagement delivers tangible measurable results. In other words, Trianz executes to achieve top management objectives. Be it a consulting assignment, outsourcing or an engineering engagement, a crisis, a short or a complex initiative or simply to get some advice, clients have come to rely on Trianz as a partner that always delivers results and as the partner of choice - When Execution Matters.

In early 2007, Trianz announced its partnership with the New York Life Investment Management India Fund (FVCI II), LLC ("NYLIM India Fund"), a Mauritius based foreign venture capital investor. Trianz will use the funds towards expansion of its business lines as well as grow its international presence. Future plans include tapping new geographies and service segments in the United States, Europe, India and Asia-Pacific through both the organic and inorganic routes.

### **Our Service Lines**

The firm serves blue chip clients in industries such as high technology, communications & media, banking & financial. Leveraging its uniquely integrated combination of business consulting and technology development, the firm offers solutions through four solution portfolios, each having focus on value chain segments and strategic metrics such as top-line growth, profitability, efficiencies and agility that impact business results and shareholder value. Trianz clients are result-focused executives and leaders in a range of marquee organizations from Fortune 1000 corporations to emerging, rapid-growth companies. The firm's service offerings focus on the following areas:

Operations Consulting - This practice works with clients on critical initiatives across several core business functions. Specific areas of domain expertise include Sales, Channel and Partner Management, Finance Operations, Service Management, and Supply Chain Management. These solutions can be either incremental or transformational in nature, but they are always focused on delivering measurable results.

Enterprise Applications Services - This EAS practice is dedicated to ensuring that the clients' business needs are fully met by the strategic deployment of technology solutions. Trianz leverages its expertise in packaged and custom application platforms to provide business systems strategy, implementation, integration and application management solutions that achieve targeted business results.

Transformational Outsourcing - Transformational Outsourcing offers strategic partnerships that manage and carry out business operations for clients. This not only optimize costs and achieve global economies of scale, but enable clients to refocus internal resources on functions that deliver higher value for their organizations.

Product Engineering Services - Trianz Software Product Engineering practice focuses on the needs of product-engineering functions in large or emerging organizations. Trianz works as an extended collaborative partner to help our clients build, sustain and grow their products and services.

At Trianz, everything is viewed from the perspective of the clients' top management and the expectations that they have on the overall business value that is to be provided at a firm-wide level, rather than at a functional or SBU level. The success of this approach can be measured by the fact that Trianz has never lost a client nor unsuccessfully closed an engagement.

### **Our Clients**

The firm serves blue chip clients in industries such as high technology, communications & media, banking & financial services, and consumer products & retail industries across the United States, Japan, Singapore, India, South Africa and Europe. We partner clients who are global and provide interesting challenges. Cisco Systems, Hewlett Packard, Mitsubishi Corporation, Equinix, Fujitsu, Infineon, ST Micro, Entrust, Microsoft, Oberthur, Daifuku, Clorox, Gemplus, Symmetricom. The list of prestigious global clients engaging Trianz for an engagement continues to grow every year. The firm has been and shall continue to be highly focused on being synchronized with client's needs. It is this market facing and client oriented approach that has been instrumental in the remarkable growth of the firm year on year. Everything is viewed from the perspective of the clients' top management and the expectations that they have on the overall business value that is to be provided at a firm-wide level, rather than at a functional or SBU level. The success of this approach can be measured by the fact that Trianz has never lost a client nor unsuccessfully closed an engagement.