

Corporate Overview

We enable organizations to drive digital transformation through innovative products and services.

Outcome-based business models

IP-led Products

Solution Accelerators

3000+
Associates

\$270 M+
Revenue

1000+
Customers

3500+
SMEs

475+
Universities

Delivered solutions in

20
Countries

4
Continents

Vertical Focus



Technology Partnerships



IP-led Digital Transformation



Digital
Journey
Management

 **CUETRANS**

 cloudleaf



Predictive
Analytics

 **RETINA**

 **ASYMMETRIX**



Digital
Experience



drophought



 **CUETRACK**



Patent Pending

Extensive R&D

Domain Expertise

Award-Winning

Proven

Our Evolution and Growth



9/11 & .com bust

- BCT Founded
- Partnership with Oracle
- Launched first Cuecent Product

1999 – '02
\$ 3M



- Infoline Formed - An innovative Joint Venture between BCT, Omantel & PEIE

2002 – '05
\$ 36M



- Assessed @ CMMi Level 5
- 'Bahwan – DHL' JV formed

2005 – '07
\$ 50M



Subprime Crisis

- BCT IT Park inaugurated
- Prof Mohanbir Sawhney joins BCT Board as Director

2007 – '09
\$ 86M

- Oracle Platinum & SOA Pillar Partner
- Energy & Utilities Practice launched

2009 – '10
\$ 94M

- Cuecent BPMS iLM Lab in Brunei
- OPN Specializations

2011
\$ 106M



COMQUEST

- AU-BCT Kalam CoE Chennai
- Cuecent RETINA Launch
- SEI CMMI Level 5 Ver 1.3
- Comquest Launch

2012-13
\$ 124M

- Launched Cuecent BPMS GoCloud
- Partnership with SAP
- ISO 9001:2008 Certification

2013-14
\$ 117M

- Comquest wins 'Contact Center World' Awards
- Cuecent in NASSCOM product Excellence Matrix
- BCT acquired Cuecent Pulse
- Launched CueTrans
- Community Choice Award
- IoT Rising Star Award - IWEF

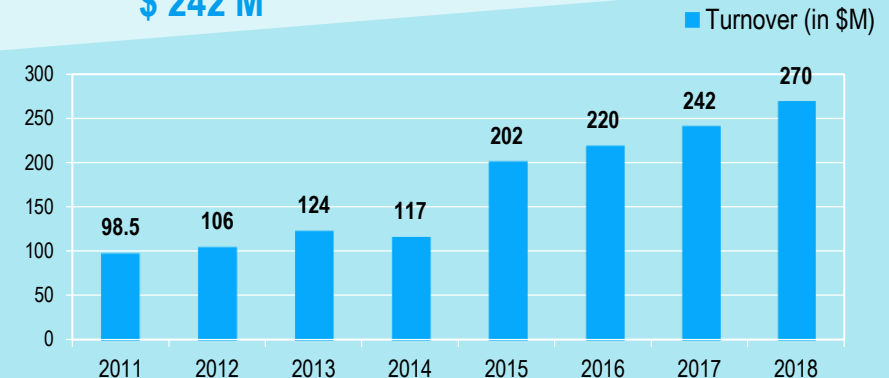
2014 – '15
\$ 220 M

- Acquires DropThought – Feedback Analytics product
- Acquires Asymmetrix – Risk Analytics
- CEO of the Year
- Big Data Analytics Company of the Year - IWEF
- Supply Chain And Logistics Excellence (SCALE) Award

2016 – '17
\$ 242 M

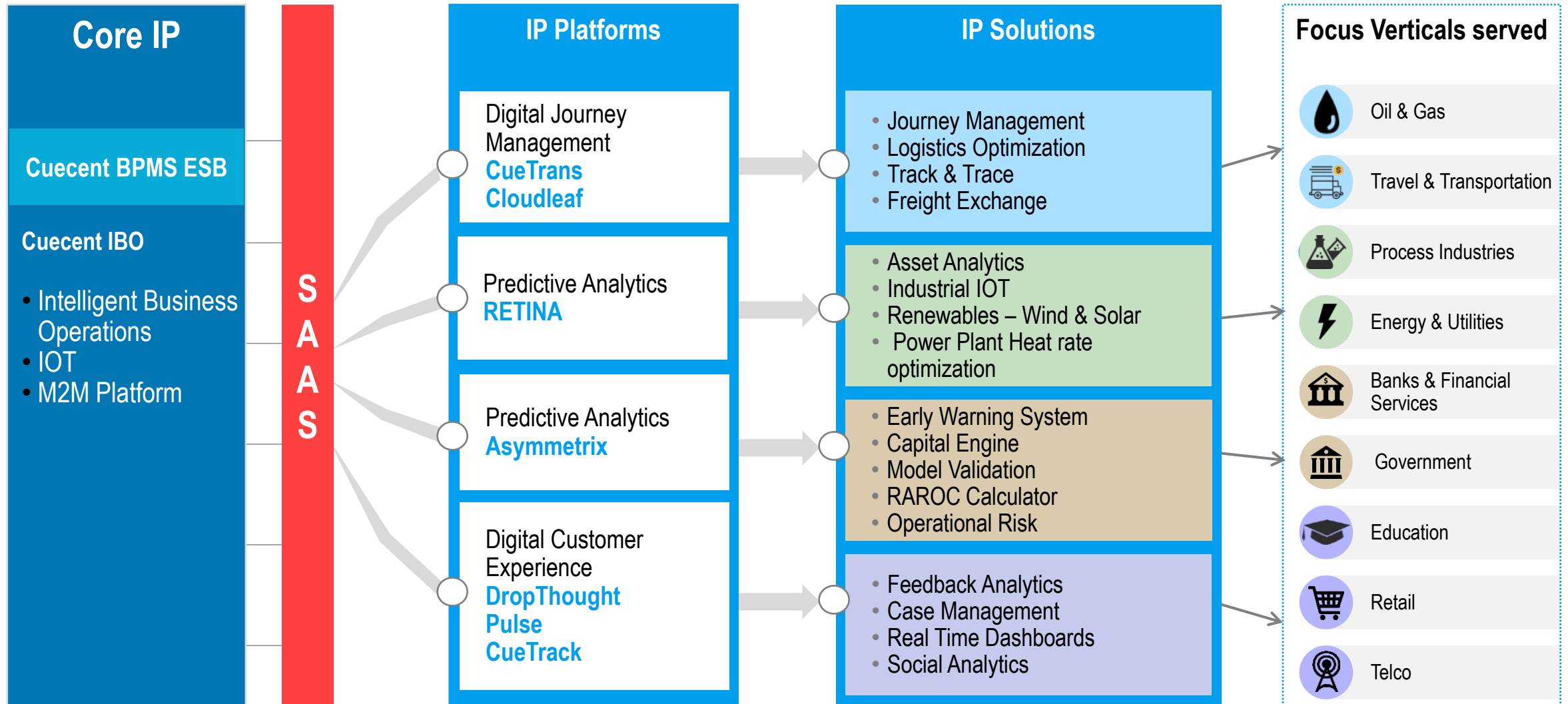
- BCT Case Study in Stanford University
- Chairperson declared as Legion Of Honor in France
- BCT receives Strategic Partnership Award from TIBCO

2017 – '18
\$ 270 M

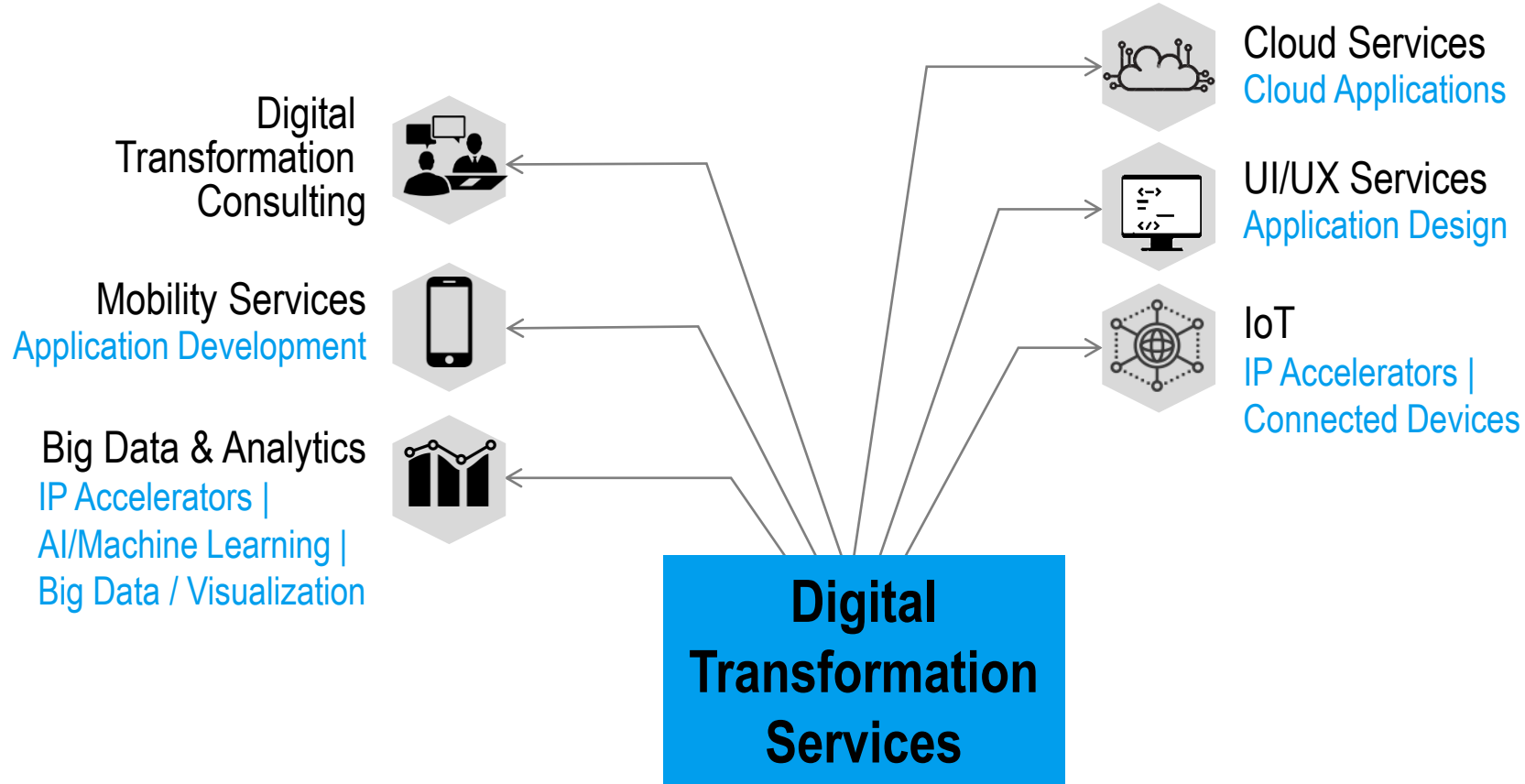


BCT's growth

IP-led Digital Transformation – Solutions Delivered



BCT Digital Services



Strategy to Support Services Across Industries

Enterprise Architecture Services

EA Best Practices

Information Architecture

Cloud Initiatives

Infra/Data Center

Enterprise Apps

Enterprise Digital

Cloud

Mobility

Big Data & Analytics

Enterprise Applications

ERP

CRM

EAM

MFG

Middleware & Infra

SOA

BPM

DB

OS

Portal

B2B, B2C

Intranet

Application Development, Maintenance and Support

DevOps

ADMS

Test & QA



Cloud Assessment

Dev & Deployment On Cloud

24/7 Cloud Management

Cloud & On Premise Integration

24/7 Cloud Management

'Follow the Sun' - 24/7 Monitoring & Management Services

Competencies



Capacity Planning	Architecture Review, Assessment and Recommendation	Installation & Configuration	Governance & Standards
Design, Build & Deploy	Performance Tuning & Optimization	Upgrades & Migration	Best Practices

Our Credentials



Value Delivered

Oil & Gas Logistics



- 20 % Reduction in Costs
- \$40 Million savings in Rig Optimization
- \$1.4B potential revenue generation

Predictive Analytics



- \$26M potential saving through well effectiveness
- 3% increase in productivity
- 7% reduction in idle-time
- 3% reduction in energy consumption
- Heat rate optimization

Payments & Citizen Services



- 4 Large National Payment systems
- \$30B Transaction Value
- 252M Transactions
- Collections - Tax \$13.5 B / Customs \$1.2 B
- 20 M Customs & tax collection PA
- 550+ eServices
- 36 Departments Integrated
- Serving 7 Million pensioners / 6 M Govt. employees
- Running National Contact Center for ENGC, Brunei Government

Education



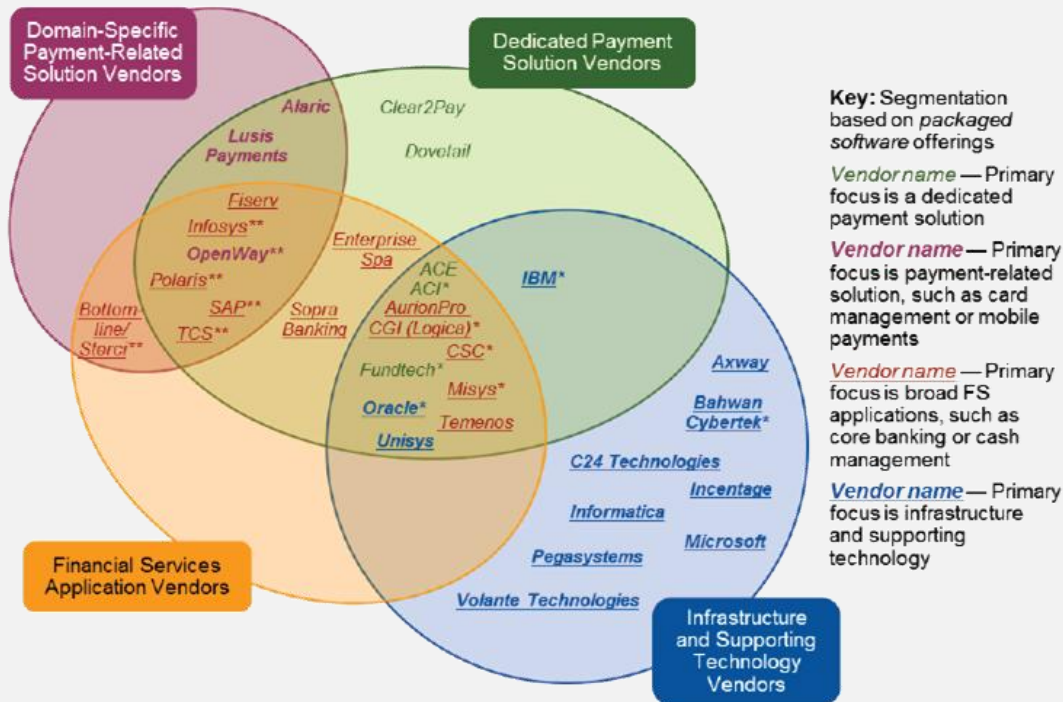
- Tech Workforce for HCT
- Imparting Digital literacy to 27,000 Citizens (trained and certified) thru 10 Community Knowledge Centres
- Digital learning through blended delivery models

Analysts & Peers validate our technology suite

Gartner

Bahwan CyberTek included in the Gartner Report on 'Choosing the Right Vendor for Payment Modernization Initiatives'

Figure 3. Representative Payment Software Vendors



*Also offers domain-specific solution

**Also offers infrastructure



Technology Audit Report by Ovum Butler Group states "Bahwan CyberTek's Cuecent BPMS is a full-featured BPM platform suitable for high-availability, high-performance scenarios."



BCT collaborated with IBM Innovation center for a successful performance testing of scalable solution using Cuecent BPMS & ESB on Power 7 / AIX 7.1 on April 2012"

"BCT collaborated with IBM Innovation center for a successful performance testing of scalable solution using Cuecent BPMS & ESB on Power 7 / AIX 7.1 on April 2013"



BCT collaborated with HP lab for a successful performance testing of scalable solution using Cuecent BPMS & ESB on HP Integrity platform on July-Aug 2013

Predictive Analytics for Power

Power Generation,
Transmission
Distribution-
Predictive Analytics



In depth domain knowledge of
Fossil | **Renewables**
 Coal Fired | Wind
 Combined cycle | Solar

Technology expertise in
 AI-enabled Machine Learning
 Deep Learning
 Data Science

**FMEA, RCM
 Maintenance**

50+ Major Assets Monitored and Managed

25 Global Customers

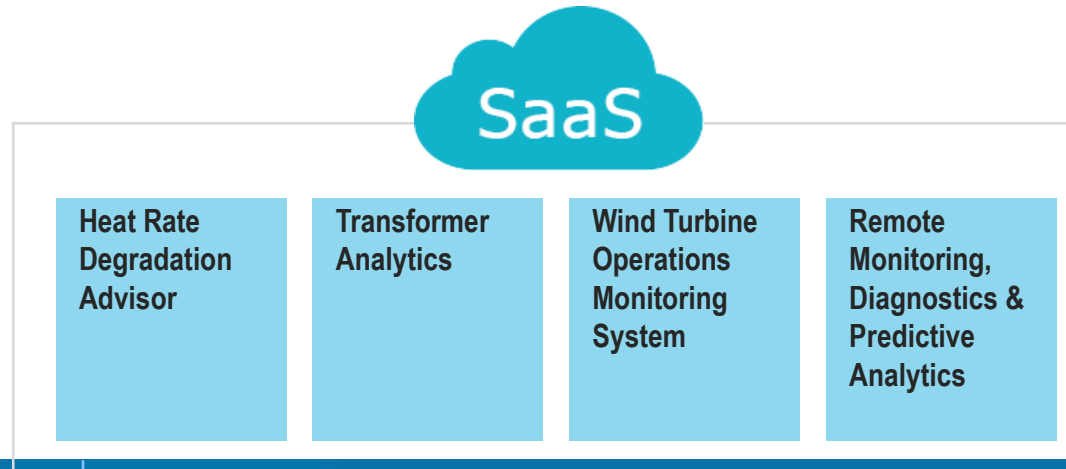
1% Performance Improvement

10% Downtime Reduction

95% Forecasting Accuracy

10% O&M Cost Reduction

IT/OT Integration with
 DCS
 PLC
 SCADA
 Sensors & Devices
 Historian
 EAM
 ERP



Awards & Recognition
 “Bigdata, IT & Analytics Company of the Year” in 2016
 “Rising Star - IoT & Data Analytics Company of the Year” in 2015
 NASSCOM Excellence Matrix

Oil & Gas Supply Chain Logistics

End 2 End management of Oil & Gas upstream supply chain



7 Control Towers
ISO: 9001
ISO: 18001
ISO: 14001

In depth knowledge of Production and E&A environments



\$1b Spend on services from local contractors

2,600 Contractor personnel managed

Outcome-based business models



3,500+ Rig Moves managed



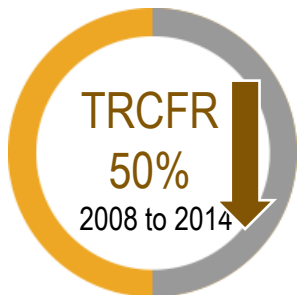
1,000+ Cargo Assets managed



10,000 vehicles tracked through CueTrans IVMS



Centralized Journey management



\$50m Saving through Rig move optimization

20% Supply Chain Saving through Cost modeling



Awards & Recognition
Supply Chain And Logistics Excellence (SCALE) Award - CII
NASSCOM Innovation Award

Banking and Financial Services

Solutions

- Integration
- Remittance
- Risk Analytics
- Digital Marketing
- Customer Care



Services

Risk & Compliance
Application Development & Maintenance



Technology expertise in
Payments, Integration, Risk
Management

\$2.5 B

Remittances Per Year
Per Bank

5+ M

Transactions YOY
Per Bank

7000

Transactions Per
Day Per Bank

1000

Messages Per Day
Per Bank

5 out
of top 15

Banks across India
& ME



10%

Reduction in
Transaction Failure



IP Products

eRemit
ESB
SWIFT Router
Utility Bill Payment &
Presentment

PULSE
droptought
Early Warning System



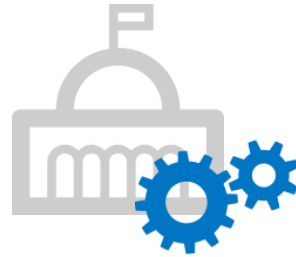
Awards & Recognition

Software Product of the Year Award for
eRemit by 'Express IT Award

'Indian Merchants Chamber – Award for
Excellence' in the IT products category for
eRemit

Solutions

- Payments
- Business Licensing
- Electronic Bill Presentment and Payment
- Complaint Management
- Social Media



Services

Citizen Contact Center
Portals
Consulting
ERP
Connected Governance



Technology expertise in
Payments, Citizen Services

550+

eServices handled for municipality in ME

4

Large National Payment Systems in the ME

\$30 B

Amount Transacted through ePay

500 M

Payment Transactions handled by ePay

60%

Reduction in TAT for handling citizens complaint in Brunei



IP Products

ePay
CueTrack
Pulse
drophought



Awards & Recognition

'Best Vendor Award from Road and Transport Authority, Dubai

CueTrack featured in NASSCOM Product Excellence Matrix

Partner in winning Best eGovernment Program from Dubai eGovernment

TIGA Awards under the category of Public Services

Featured by NASSCOM in its Research and Intelligence Report 2010 on 'Enabling Governments Worldwide' featuring select Indian IT companies who have enabled greater efficiency in governments across the world. BCT is the only company to be highlighted in the payment solutions space

Our Value Proposition

Mitigated Risks

Reduced TCO

Flexible & Agile

Partner in Innovation

Technology Expertise

Transparent

35%

8%

24%

19%

20%

26%



infoline

- Established a state of the art call center that supports call center infrastructure requirements for the Middle East region
- Multi-million dollar 5-year contract was won from Gulf Air to run the contact center in 2003
- First hosted IPCC based contact Centre offering tremendous operational flexibility in the Middle-East



- Joint venture between BCT and DHL
- Fourth-party logistics (4PL) management service to Petroleum Development Oman (PDO) – Oman's leading oil exploration and production company



- Joint Venture with Negara Brunei Darussalam's largest telecom player - Telekom Brunei Berhad's
- Manage a state-of-the-art Hosted Contact centre, implementation of software applications for the Telco & Government verticals
- Provide maximum employment and benefit to the local citizens by way of specialized training on latest technology

Partial list of Customers



Our Advantage

Strategic Partnerships

Global & Near-Shore CoE with Cost Effective, Outcome-based Engagement Models

Our Strengths

Innovative Solutions & Domain Expertise

People, Processes & Proven / Successful Frameworks



Key Achievements and Awards



TIBCO Strategic Partner Award at the TIBCO Now 2018 in Las Vegas - 2018



Disruptive Tech and Innovative Awards 2016 "Best Fin Tech Solution of the Year"



Supply Chain And Logistics Excellence Awards - SCALE 2016 - "Technology Solution Providers for Logistics"



Indian Wind Energy Forum (IWEF) Excellence Awards - "Big Data, IT & Analytics company of the year - 2015" and "Rising Star - IoT & Data Analytics - 2016"



Express IT Awards "Software Product of the year 2015" (Rank 3)



BCT's flagship Cuecent products featured in NASSCOM Product Excellence Matrix.



Contact Center World Awards - Gold for "Best Small Outsourced Contact Center" - "Best Technology Innovation"



Indian Merchants Chamber Award "Excellence in IT Products" for Cuecent eRemit



Asian CIO Leadership Awards - Social Innovation Entrepreneur - CIO of the Year - Innovation in IT Industry



Roads and Transport Authority (RTA), Dubai - "Best Vendor - 2012"



NASSCOM's Research and Intelligence Report on "Enabling Governments Worldwide 2010"



NASSCOM Innovation Awards 2008



- Technology Fast 500 APAC 2007, '08, '09 & '10 - Technology Fast 50 India 2007, '08 & '09



"Software Special Contribution Award from IBM for the year 2007-08" at Business Partner Executive Conference



Dubai eGovernment award for Partner in winning Best eGovernment program in the Middle-East



Arabian Business - "e-Achievement Award" for the year 2001



Ranked among the "Top 100 Asian Private Technology Companies"



Information Week Award - "Most promising software products Company"



Business Today and Ernst & Young - "Best Company to Work For"



Oman Award "Excellence Young Entrepreneur of the Year 2000"



BCT's Chairperson Ms. Hind Bahwan received the prestigious "Asian Business Leadership Forum (ABLE) Women of Power Award" - 2011

Thank you

 www.bahwancybertek.com

 twitter.com/BCTGlobal

 facebook.com/BCTGlobal/

 linkedin.com/company/BCTGlobal