

ECHELON INSIGHTS

2021 Newsletter | Q1

Director's Desk

Last quarter was a major turmoil personally and professionally for many of us due to prevailing COVID conditions that time. But we surpassed it individually as well as an organisation, and it clearly shows our strength and capabilities to fight and survive in adverse conditions. We are a growing organisation and last year was quite tough for us as our expansion plans took a hit due to ongoing pandemic but still we stay floated together. Though on a slower note, but we keep on expanding with focus on establishing ourselves as a product organisation. Now as global pandemic situation is improving and life is back on track, so eventually business outlook looks bright as well.

While expansion we clearly felt the need of "Organising" our Organisation first and we started it by defining the roadmap of the same. We created the new positions for this and roped in best talents to take on this responsibility. All of you supported our vision very well resulting in prestigious CMMI certification for Echelon in short span of a quarter. This was no mean feat and clearly shows our "To Do" attitude.

To support our product development strategy we are on recruitment spree and able to onboard lot of new talent to take charge further. We have conducted campus recruitment for a first time and acquired wonderful talent. Again while recruitment and onboarding everyone provided tremendous support by conducting interviews, trainings, mentoring new members etc. and ensured to create new line of support.

Further during past few months we are able to build good project pipeline which will be converted in coming months and simultaneously our products like FIDS, NMS, ERP etc turned in good shape now.



Anurag Singh

So we have quiet handful of things on our platter and while taking forward our vision we will keep on expanding. To reciprocate all of your efforts we have rolled out Appraisals & Promotions and brought appraisal cycle back on track as well. Further, salary refund for the last year COVID deduction has been initiated as declared earlier by management.

Also at Management level we made clear focus on Learning & Development and Quality Assurance. We are clear that these are two key factors which will ensure our seamless expansion while improvising our trust factor and market presence simultaneously. On behalf of entire Echelon Management I want to convey that we want to have positive environment in our organisation with mutual respect, trust and support. There should not be any place for doubts or ambiguity. Our Leadership Team and all Directors are always present to ensure you required support at any point of time. We also seek continuous support and understanding from all of you for the same.

Let us **RISE** and **SHINE** together.

In Q1 2021 first ever **Campus Placement Drive** was conducted by us to attract quality candidates who are going to be an amazing addition to our team

TRAINING INITIATIVES

We focused on the continuous growth of our employees by starting trainings for them on various technologies that are business-related and could also help in personal growth. This quarter was completely focussed on L&D Initiatives to pave the path for future.



CMMI APPRAISAL

The shining moment of this quarter was acquiring **CMMI Level 3 certification** by our organisation.

Getting Appraised at Level 3 confirms that our organization is operating at a defined level. We are more proactive when it comes to following standard procedures. This appraisal also implies that our company has a defined process for a variety of tasks that take place while running a business. We worked hard for this and it wouldn't have been possible without the contribution of all the employees.

EPC WEBSITE **LIVE**

The best way to grow a business is to grow its reach and the new live website for our EPC (Engineering, Procurement and Construction) department has been launched with this purpose only.

www.echelonedgeinfra.com

[Go to Website →](#)



SALES & GROWTH

Our home grown product **proXerp** is live now in **Presto & Infomeric**.

The first **POC for E-gov and ERP** is completed for the smart city business unit.

Received order from **RIL** for Multiple sites of EPC in North and South of **Rs. 4.36 cr**

Received order from **RIEL & Siemens Gamesa** of **Rs. 65 lacs**

Received order from **ATC** for multiple sites pan India of **Rs. 75 lacs**

14 employees joined the organization in the last quarter.



REWARDS & RECOGNITION

Be it Work From Home or office, our employees have always proved themselves with their hard work and dedication. In the last quarter too, our teams performed exemplary and some of the employees were even awarded for their outstanding work.

JUST THE FACTS

What is Employee Advocacy?

Employee Advocacy is defined as the promotion of the organization by its workforce. This means employees sharing information about the products and services of their organization. Such activities help boost brand reputation with potential customers and even new recruits.

Why Employee Advocacy is important?

- Positively impacts the growth and sales due to increased brand awareness.
- Pragmatic impact on 'human capital' i.e. your team.
- Improves staff recruitment, customer & employee engagement and brand reputation.



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