## 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 conducted further. We have 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 coming months in and simultaneously our products like FIDS, NMS, ERP etc turned in good shape now.



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.

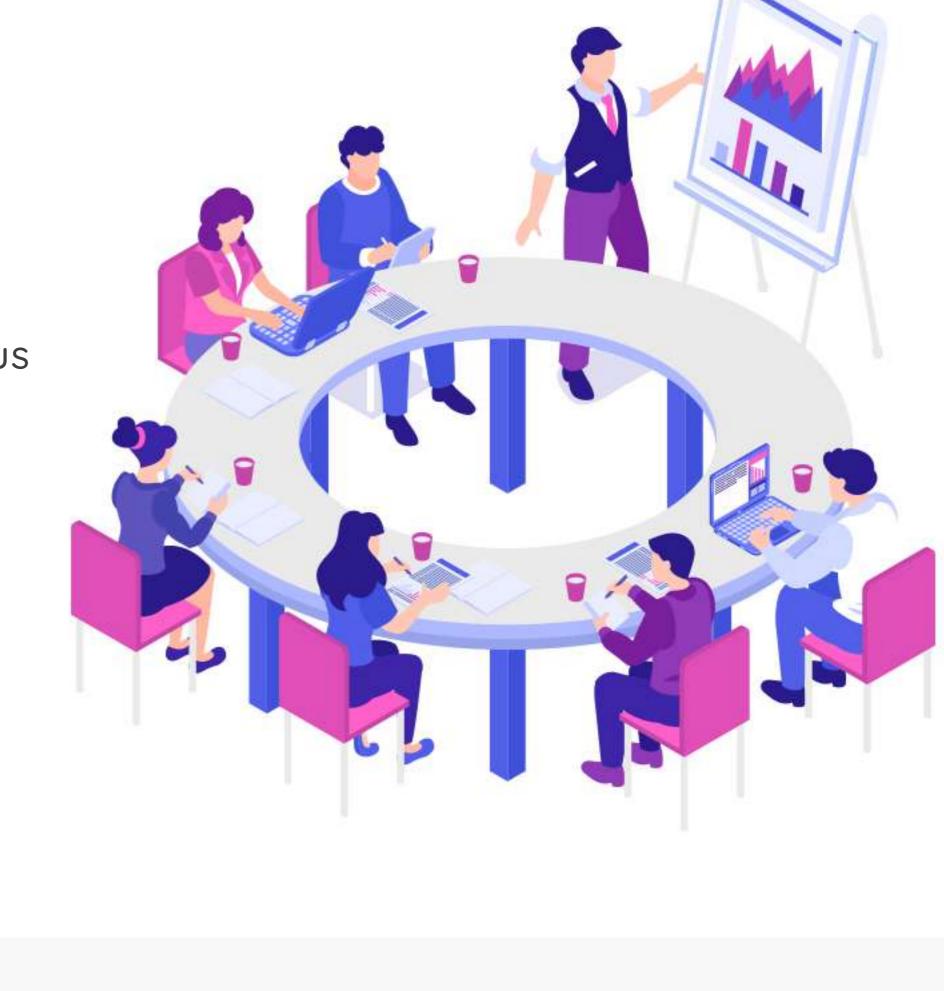
Let us RISE and SHINE together.

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

## We focused on the continuous growth of our

TRAINING INITIATIVES

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.



## acquiring CMMI Level 3 certification by our organisation.

**CMMI APPRAISAL** 

Getting Appraised at Level 3 confirms that our organization is operating at a defined level. We

are more proactive when it comes to following

The shining moment of this quarter was

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.

## (Engineering, Procurement and Construction) department has been launched with this

EPC WEBSITE LIVE

www.echelonedgeinfra.com Go to Website →

The best way to grow a business is to grow its

reach and the new live website for our EPC

purpose only.



# business unit.

The first **POC for E-gov** 

and ERP is completed

for the smart city

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

Our home grown

product **proXerp** is live

now in Presto &

Infomerics.

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

14 employees joined the organization in the last quarter.

Received order from

RIL for Multiple sites of

EPC in North and South

of Rs. 4.36 cr



**REWARDS & RECOGNITION** Be it Work From Home or office, our employees have always proved themselves with their hard work and dedication. In the

exemplary and some of the employees were

even awarded for their outstanding work.

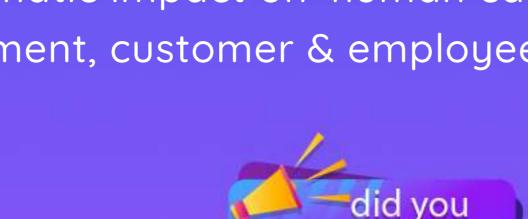
last quarter too, our teams performed

JUST THE FACTS

### 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.

What is Employee Advocacy?

- 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.



share your suggestions on mail at marketing@echelonedge.com