RAC IT Solutions Pvt. Ltd.

RAC INFRA RENTAL LLP

RAC

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MUMBAI • PUNE • BENGALURU • KOLKATA • NEW DELHI • CHENNAI • HYDERABAD

Welcome To RAC Group -

RAC IT Solutions Pvt. Ltd. & RAC INFRA RENTAL LLP

With the ever evolving technologies and growing business needs, getting IT hardware and other IT assets and peripherals on rent, instead of buying, becomes an excellent finance option to run a hassle-free business. Renting helps you to save your capital, gain tax benefits and beat technological obsolescence.

At RAC, we offer ON RENT a wide range of IT assets; like Servers, Networking Equipment, Workstations, Storage Devices, Back-up devices, Desktop Computers, Laptops, Printers, Scanners, Audio Visual Equipment and other accessories upgraded with the most flexible and latest configurations as per your specifications and requirements at reasonable rental rates anywhere in India.

RAC GROUP

RAC IT Solutions Private Limited
RAC Infra Rental LLP

RAC has grown from strength to strength over its more than 28 year- long existence, thru' Mega Matrix (1988-98), Rent-A-Computer (1998-2008), RAC IT Solutions Pvt. Ltd. (from 2008 onwards) & RAC Infra Rental LLP (from 2015 onwards). It is from the formation about 18 years ago of Rent-A-Computer (the proprietorship firm of the founder Mr Vipul J Pandya) that Renting out of IT Equipment became our core activity and which also has given the Group its identity as RAC. The group's guiding principle remains unchanged, viz. providing most suitable IT Equipment at competitive & affordable rentals backed by best-in-industry service support that ensures minimum downtime. Consistently following that principle with undying belief of RAC's 'very much hands-on' & visionary founder has earned for RAC tremendous reputation and goodwill over this long period of time.

RAC Group has carved out its own niche to become a leader in the field of giving IT Equipment on Rent. Sustained growth, carefully devised mission & focused vision and joint efforts of its more than 115 employees, including about 55 hardware engineers across its full-fledged offices at Mumbai, Pune, Bengaluru, Kolkata, New Delhi, Chennai & Hyderabad have earned for the RAC Group's professionally managed flagship company **RAC IT Solutions Private Limited** an **SME 1 'Highest' credit rating** from the prestigious credit rating institution **CRISIL**. (Please refer to our website or website of CRISIL for the latest rating.)

ABOUT US

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Mission   Vision

RAC Group Mission

To satisfy quest of both corporates and professionals for superior performance by offering IT Equipment with latest technology at most competitive rental rates.

To add value by designing the payment schedule keeping in view our clients' projected cash-flows, adhering to the industry standards for Pan-India delivery and creating an enhanced support system that ensures 'Peace of Mind' for our clients.

To help meet the requirements of our clients by thinking as their partner, assist them in reaching their lofty goals and thereby making our significant contribution to the country's 'Make in India' initiatives in an environment-friendly way.

To continue to offer service standards excelling industry standards and employ ethical and transparent financial dealings.

RAC Group Vision

We at RAC see ourselves as the first-choice vendors for 'IT Equipment on Rent' for Blue-chip Indian corporates and MNCs and professionals operating in India, purely on the strength of humongous amount of excellent quality products, unsurpassed quality of support services, superior quality of manpower and pan-India presence through full-fledged offices based at many of the Tier I and Tier II cities in India by the end of FY19.

We also see RAC as having its international branches in Dubai (U.A.E.) and New York (U.S.A.) by the end of FY19.

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Capex vs. Opex:

Should You Buy or Rent Your Business Technology?

Business Technology or IT Equipment required by an organisation is decided by its CIO who is increasingly also expected to get more bang out of every buck that is available for investment. A classic function of the CFO. A winning combination is when the CIO also thinks like a CFO. Most likely result? Decision in favour of OPEX model rather than Capex model; shift capital expenses to operating expenses. And get value every month since operating expenses enjoy direct tax benefit and the balance sheet looks leaner, cleaner.

Opting for OPEX model includes getting best available technology on RENT.
There are many advantages of Renting besides tax savings & cash-flow management:

Cost Benefit:
You can tailor your payment schemes as per your specific cash flow or budgetary requirements.
We can arrive at a mutually convenient and agreed payment options for the rentals to match your comfort levels while ensuring reasonable and timely returns for us.
Rental may be paid monthly, in advance or back-ended, or quarterly in advance.

Freedom to Choose Required Equipment:
Renting allows you to get equipment with required technological sophistication instead of being content with buying what your budget allows at those points in time.Brand/Configuration/age (new/pre-used) of equipment as per your preference.

Protection against obsolescence:
Renting option allows you to protect your equipment against obsolescence. Required upgradation could be quick and at reasonable additional costs and without disposal related hassles.

Advantages of Renting

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Advantages of Renting

Preserve cash:
Renting option allows you to conserve your investments for your core business needs rather than using those funds in the infrastructure required to run the said core business. Renting provides you with a supplementary source of funding, allowing you to preserve credit lines for other investment opportunities.

Evade inflation :
Unlike other expenses such as salaries and utilities, rental payments are fixed and do not amplify overtime. This allows more precise profit and cash-flow planning.

Obtain off-balance sheet endowment:
Equipment rented by you is not included as an asset in your balance sheet under this OPEX model. This may increase your borrowing capacity and improve key financial ratios such as debt-equity and return on assets.

Reduce Total Cost of Ownership (TCO):
Acquisition costs in opting for outright purchase get enlarged by costs of installation, deployment, decommissioning and trouble-shooting, etc. Renting option thus works out cost-effective, reducing the TCO.

Good option also for temporary needs:
Preferred option for Exhibitions, Presentations, Promotional Events, etc., or to meet sudden upsurge in workloads. Ideal for start-ups and new organizations during the establishment & debugging stage.

Project-based Needs :
Renting is available for duration ranging from 1 month to as long as 3 years or more.

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- ✓ Brand/Configuration/age (new/pre-used) of equipment as per your preference.

- ✓ Adherence to committed schedules for delivery and support operations.

- ✓ Assurance of minimum downtime by deploying equipment which are rigorously quality-tested prior to deployment, and supported by efficient and quick response for trouble-shooting, if any still becomes necessary. The skill-sets of our engineers get constantly upgraded by strong in-house R&D culture, complemented by substantial allocation of our resources in training.

- ✓ Reasonable rental rates with payment plans drawn up to suit your projected cash-flows

- ✓ Ability to provide, if required by the client, legal version of OS & Application Software like MS Office, etc., from Microsoft under SPLA as Microsoft's Partners.

- ✓ Market reputation earned over time on the strength of all of the above.

- ✓ RAC's belief that our growth and success is interlinked with our client's prosperity and towards that end, we provide the best in terms of services and products that will help both our clients & us to achieve our desired goals.

- ✓ RAC's team of highly trained industry professionals works together to achieve the potential of our Product and Services. Working in seamless integration with our clients, helps us build strong and lasting quality relationships with them. This way, we strengthen our partnerships based on mutual cooperation and understanding.

- ✓ 24x7 services for specific rental contracts.

RAC Group's USP

Profile of Our Clientele

We serve the entire gamut of clients. The range is defined by their constitution and structure and also by their requirement which is varied in terms of type of equipment, number of equipment and duration.

Corporates & MNCs
IT & ITES field, BPO/KPO
Telecom
Consultancy, Auditing & Accounting
Banking & Insurance
Pharmaceutical & many other industries

Meetings, Incentives, Conferences, Events (M.I.C.E.)
For short durations ranging from 1 day to 15 days

Training purpose
Fixed durations ranging from 1 month to 6 months

Project-based needs
Fixed durations ranging from 3 month to 12 months

Individuals
Professionals like CAs, Doctors, Lawyers, etc.

Servers

RAC gives on rent all types of servers, whether entry-level or high-end, configured as per your requirement. Technology has taken giant steps in making available highly complex configuration in servers, enhancing servers' capacity & speed to previously unimagined levels.

At RAC, we not only provide such servers on rent but also possess in-house expertise to lend necessary support as a backup to the support assured by the manufacturers.

Servers already deployed by RAC include X-Series Servers, P-Series Servers, Sun Servers, Unix Servers, etc., all mostly used by entities like banks, insurance companies, etc., whose requirement of data storage and number-crunching capacity & speed is huge. RAC has also deployed 64-Core in a single server, too.

Workstations

RAC has been serving many clients who are engaged in complex designing jobs which require high-end graphic cards embedded in the workstations.

Such high-end graphic cards include cards like NVIDIA GeForce Quadro, etc.

Dual level support is provided by RAC, i.e., from the manufacturers' / authorized dealers under warranty and backed by RAC.

Storage & Back-up Devices

We offer a diverse range of high-end storage devices such as SAN (Storage Area Network), NAS (Network Attached Storage), DAS (Direct Attached Storage)and back-up devices such as LTO (Linear Tape Open), AutoLoader, Tape Library.

We can provide devices with capacity & complexity required by you.

Network Devices

RAC gives on rent all types of Networking Equipment, like Firewalls, Routers, Switches, Wi-Fi Equipment, etc., provided as per your requirement of Licenses, Brand, etc.

CISCO, FortiGate, Cyberoam, IBM, Dell, etc., are some of the reputed brands whose products RAC has deployed.

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Desktops and Laptops

Brand of your choice and option to go for new equipment or pre-used ones is yours. RAC is known for transparency in pricing which is based on cost of equipment, residual life and rental contract duration.

Commercial series equipment of Dell / Lenovo / HP are the most preferred brands. We can provide specific make & model required by you. Quantity is no bar. OS and Application Software of Microsoft under SPLA is provided if required by you.

Duration could be as short as 1 day to long-term like 3 years or above. If you have a requirement for small quantity of desktops / laptops, then we can meet the requirement in cities where our branches are based – Mumbai, Pune, Bengaluru, Kolkata, New Delhi, Chennai & Hyderabad. For large quantities, we can deliver & serve anywhere in India.

Hi-end Printers and Scanners

Renting Printers and Scanners is an ideal solution for organizations which do not require such equipment on a regular basis. We at RAC rent out printers & scanners on flexible contract schemes. You can rent these either for a week or for a longer period of time as per your needs. Rental rates vary as per the choice of brand and age of the products. The rates for renting printers varies based on model of printer & printing requirements.

Apple products

We are the first to sense the need of these products on rent and offer the premium range of Apple products including MacPro, I-Mac, Mac Mini, IPhone & IPad's on easy rentals.

We offer range of models to our elite customers. Be it for testing purpose or for enterprise use we cater to every need.

Since these products have quick obsolescence due to constant upgradations of model, it is a wise decision to rent from reliable vendors like us.

Surveillance Cameras

RAC offers wide range of Surveillance Cameras, popularly known as CCTV cameras, on rent for different and varied work environment and requirements.

These are most useful in examination centers (for monitoring & record), conferences (for security surveillance), etc. Range of our CCTV systems includes Analog CCTV cameras, IP CCTV cameras and its variants like wired & wireless, color, black & white versions, etc.

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Equipment We Rent Out

Video Conferencing Equipment

Need a superior quality projector for an urgent meeting or conference but do not want to spend a lot of money on it? Then RAC is the one stop solution to offer you the latest projectors at best rates. Hiring a projector from RAC is a very effortless and hassle-free solution for clients as it saves investments and helps them gain tax benefits. We also serve long-term requirements.

We can deliver projectors all over the country within a short notice of time and we are well known for our timely deliveries. Renting projectors from RAC is an effective solution as we have the most flexible rental schemes and competitive prices. We also provide round-the-clock technical support for the projectors we give.

Smartphones

World is getting smarter with mobiles and to keep up with this fast growing trend, you need an efficient device.

For all your requirement of latest range of smartphones on rent, we have experts to give best solution & choice.

All products are sourced from reliable manufacturers like Dell, Lenovo, Apple, HP, Cisco and similar others. We can also source legal versions of software (OS and/or Applications Software like MS office) on special request under SPLA by us as Microsoft's partners

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Assets Deployed

As at the end of FY16, the gross value of assets (IT Equipment) deployed aggregated to Rs 559 million
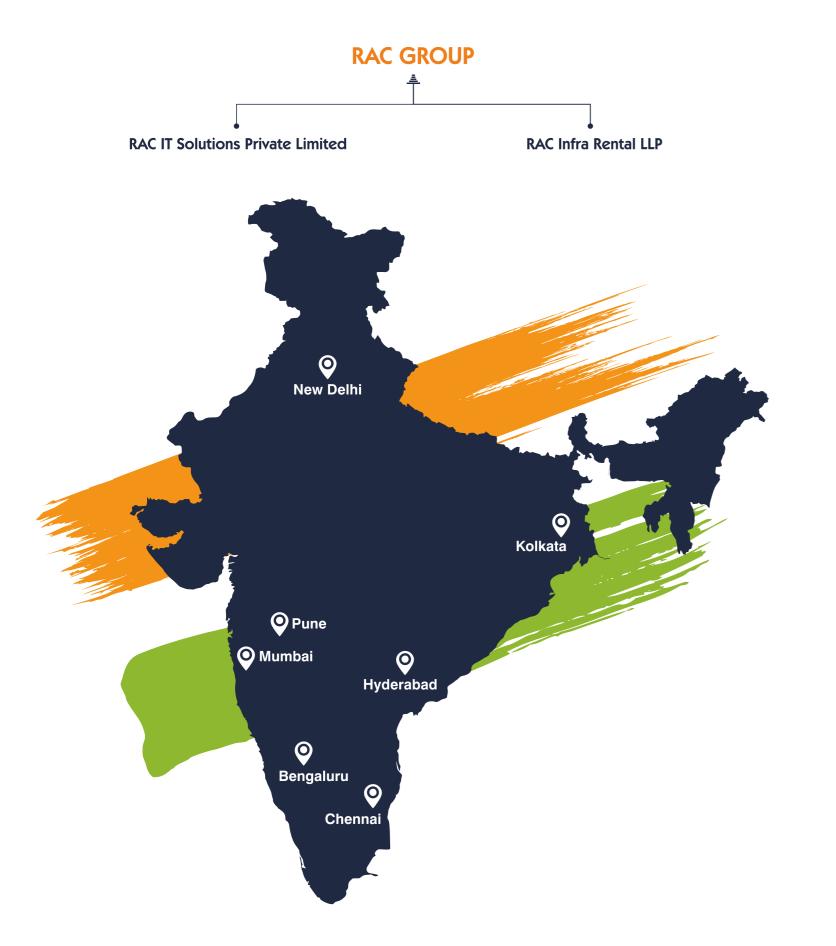
Our other activities

Providing Enterprise Solutions and Enterprise Application Software (EAS) thru' our partner organizations. Selling new, branded desktops/laptops/servers as resellers. We pass on the benefit of pricing that we as volume-buyers enjoy with the manufacturers.
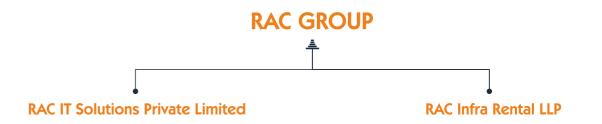
Some of Our Esteemed Clients

RAC GROUP has been renting out IT equipment to numerous esteemed organizations over the years. We are also noted among our clients for providing customized IT rental solutions as per their requirements anywhere in India

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RAC GROUP

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