

PERVACIO™

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Press Information Pack 2018

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1.0 INTRODUCTION

1.1 Company Overview

Established in 2004, Pervacio is a global company headquartered in the United States, with a network of offices and regional development hubs in Canada, Hungary, India, Japan, Finland, Australia and the UK.

Supporting businesses operating in the mobile device supply chain and consumer markets, its aim is to contain the cost of device management and improve customer service.

Pervacio's expertise comes from an unparalleled investment in cutting edge research and a global engineering and certification network to support global customers. Its research and development focus includes solutions for Enterprises, Warehouse operations, Retail Point of Sale (POS) and Customer Care.



Mission

To provide a single, unified mobile device automation platform for Carriers, OEMs and Enterprises, and to deliver superior customer service, whilst lowering costs.

Corporate Values

Through integrity, accountability, passion, simplicity and a focus on success, Pervacio has created a vibrant company culture where ideas can blossom, people can thrive and success can flourish.

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Helping to reduce the cost of operations and improving quality and visibility

ABOUT US

Established in 2004, Pervacio Inc is a global company headquartered in the United States and operating in Canada, Hungary, India, Japan, Finland, Australia and the UK. Our expertise comes from unparalleled investment in cutting edge research and a global engineering certification network to support our global customers. Our research and development focus includes solutions for Enterprises, Warehouse operations, Retail Point of Sale (POS) and Customer Care.

OUR MISSION

To provide a single, unified mobile device automation platform for Carriers, OEMs and Enterprises to deliver superior customer service, whilst lowering costs.

CORPORATE VALUES

Through integrity, accountability, passion, simplicity and focus on success, we have created a vibrant company culture where ideas can blossom, people can thrive and success can flourish.

REVOLUTION PLATFORM

A complete range of robust applications

Partnering with the key industry stakeholders to provide expert services

WHY PERVACIO?

The market leading platform is used in

70% of warehouses across 45 countries

- Contain the cost of mobile device automation
 - Build supply chain resilience
 - Automating warehouses from receiving to triage to quality assurance
- Guaranteeing iron clad security of Data Wipe throughout your supply chain
 - Intelligent tools that drive value through the reverse supply chain & optimize inventory and logistics

LOCATIONS

11 operating countries

PARTNERS

SOLUTIONS FOR OEMS, CARRIERS & RETAILERS, WAREHOUSING AND ENTERPRISE

OEMs

The fully integrated Pervacio Revolution platform is a complete end-to-end solution for OEMs wishing to enhance and capitalize upon their current manufacturing and mobile supply chain capabilities.

CARRIERS & RETAILERS

A complete end-to-end solution for carriers wishing to enhance and capitalize upon their current supply chain capabilities, to help improve OSM scores or build supply resilience.

WAREHOUSING

A complete end-to-end solution for warehouses to enhance and capitalize upon their current mobile supply chain capabilities.

ENTERPRISE

From data wiping to asset inventory, Pervacio offers a complete end-to-end solution for enterprises wishing to support their device portfolio in an ever-fragmenting device landscape.

With the rapid growth of mobile phones and handheld devices in our lives and in the workplace, industry stakeholders at every point in the usage and supply chain need a simple way to manage them.

The Pervacio Revolution platform provides carriers, retailers, enterprises and warehouses with a unified solution to manage every type of mobile device, irrespective of network, device type, operating platform, or where the device is in the usage life cycle.

Get in touch to find out how Pervacio can support your MDM program to get the results you need.

✉ Mail us at sales@pervacio.com



1.2 Founding Date/Timeline

From its inception in 2004, Pervacio has gone from strength to strength, expanding across the globe. Follow the timeline below to see the key milestones as Pervacio bids to be the global leader in its industry.

Partnering with the key industry stakeholders to provide expert services

Helping to reduce the cost of operations and improving quality and visibility

2006



Pervacio's First Major Release

Pervacio was founded in 2004 to meet the future mobile device automation needs of organizations at every point in the usage and supply chain. With the rapid expansion of mobile phones and handheld devices, it had become clear that organizations would need a simple way to manage them.

2011



Setting The Foundation For Future Growth

2011 saw Pervacio become cash flow positive, in addition to opening up its Hungary development center – laying the foundation for expansion into Western and Central Europe.

2013



Some Serious Growth

With completion of a UK campus, Pervacio built upon its previous product successes by adding to its retail portfolio, to offer a full suite of tools – creating the Retail revolution platform. They also introduced a complete new software suite, aimed at the forward and reverse logistics industry for mobile devices.

2015



More Countries, More Carriers

Still developing, refining and adding to its existing product mix for both Warehouse & Retail solutions, Pervacio extends & opens a further R&D campus in India, with further product campuses opened in Japan, Australia and Singapore.

2017



RPA Innovation

Pervacio takes software automated processes to the next level with Pervacio Robotics, an RPA solution that allows organizations which have already embraced a software-driven model to implement a fully robotized process flow.



2004

Company Founded

Pervacio was founded in 2004 to meet the future mobile device automation needs of organizations at every point in the usage and supply chain. With the rapid expansion of mobile phones and handheld devices, it had become clear that organizations would need a simple way to manage them.



2008

A Year of Firsts

As well as signing up its first major US mobile telecommunications carrier, Pervacio opened up its first Indian campus, as well as launching its flagship data-wipe product – setting industry benchmarks for mobile device data-wipe capability.



2012

Doubling In Size

Doubling in size on the previous year and following success of the Hungary campus, Pervacio sets the basis to expand further out into Europe. It signs up two additional major mobile telecommunication carriers, as well as enjoying four straight quarters of rapid growth.



2014

Continued Steady

Adding to the Retail and Warehouse suite of products, Pervacio extends growth into a further 3 countries. Again, it enjoys four quarters of continued growth, as well as doubling size on the previous year.



2016

Capitalizing On Opportunities To Innovate Growth

A new office is opened in Gurgaon, India, enabling Pervacio to capitalize on opportunities to innovate and maximize investment in new technologies for future and existing growth markets.



1.3 Biographies

Sanjay Kanodia, Founder, Chairman and CEO of Pervacio Inc

Sanjay has hands-on experience in building and developing enterprise class software solutions.

Sanjay spotted the need for a device management solution well before it was recognized as a need by the general market.

Hrshikesh Raman, Chief Financial Officer

Hrshikesh Santhana Raman has over 13+ years of experience in finance, accounts and operations management within global multi-million dollar organizations and start-ups.

Hrishi has managed the finance department of companies with revenue base up to \$95M+ and budget base up to \$70M.

Hussain Hussain, SR. VP, Global Business Dev

Hussain has over 15+ years of diverse business and telecom experience.

Hussain has led many strategic initiatives including new products introduction and business expansions into new verticals, geographies and segments.

Aninda Chatterjee, VP of Engineering

Aninda has over 20 years of experience in software engineering.

He was earlier associated with Aricent as AVP Eng. He holds a Bachelor's degree in Electronics and Communication Engineering.

A key area of interest for Aninda lies in machine learning.

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Jason Saunt, Global Marketing Director

Jason has 20 years extensive experience in brand identity building and management, market campaign planning, digital marketing and customer relationship management; both in B2C and B2B spaces.

His core interests are in technology markets, AI and Robotics.

B. Shamsunder Reddy, Chief Architect

Shamsunder has over 14 years of industry experience with hands-on in developing software platforms and products, solving complex problems, building and leading development teams, and driving growth through innovation.

1.4 Pervacio Around the World

Across all continents, spanning the globe

“Individual commitment to a group effort – that is what makes a team work, a company work, a society work, a civilization work.”

Pervacio provides mobile phone and device management solutions in 30 countries and has bases in the USA, Canada, India, Hungary, Finland, Japan Australia and the UK.

Pervacio’s commitment to invest to establish a presence in key markets, is essential to its expansion strategy and reassures mobile phone carriers and retailers that all the support they require is readily available from a team of locally-based experts.

In 2015 Pervacio tripled the size of its development, engineering and management hub for the EMEA/Asia Pacific region, which is located in Hyderabad, India. The 220-strong highly skilled team is employed in product development, quality assurance, product management, product engineering and sales support. The facility is also the base for Pervacio’s certification division.

This was followed by the launch of Pervacio’s new Global Innovation Centre in Bengaluru, India. Dedicated to research and development, the Centre focuses on the creative engineering of both new and existing products and has state of the art testing facilities for prototyping hardware and developing the latest mobile technology.

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During the past five years, the company's global presence has doubled year on year and, in line with its expansion program, Pervacio has established a base in Akasaka, Tokyo, to support customers in the country and take advantage of market opportunities throughout South East Asia. There is also a regional development hub in Coventry, United Kingdom, which provides an operations base for the company's engineers and software architects as well as other core business and client support functions.

Increasing demand for Pervacio's services across Europe led to the launch of a regional hub in Finland. The team operates from Turku, providing local program management, a call center and certification for Denmark, Norway, Sweden, Finland and Iceland. Pervacio also has plans to expand this facility to support the broader European Union and develop its research and development activities.

To capitalize on opportunities to innovate and maximize its investment in new technologies for future and existing growth markets, Pervacio opened an office in Gurgaon, India in 2016. Situated 20 miles from New Delhi and sharing a location with more than 250 Fortune 500 listed companies, Gurgaon has the infrastructure to support Pervacio's R&D ambitions.

1.5 Statistics/Growth

Founded in 2004, Pervacio is a pure Software as a Service (SaaS) company with a recurring revenue model from its services and IP.

Today, it is a global company with Fortune 500 customers in 30 countries across all continents.

Headquartered in Dallas, USA, Pervacio operates a network of 12 offices and regional development hubs in Canada, the USA, Hungary, India, Japan, Finland, Australia and the UK.

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2.0 Press Contacts

2.1 Media Contact

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2.2 Company Contact

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2.3 Social Media

<http://www.pervacio.com/>

Follow Pervacio on LinkedIn: [Pervacio, Inc.](#)

Follow Pervacio on Twitter: [@PervacioInc](#)

Like Pervacio on Facebook: [@Pervacio](#)



3.0 Pervacio Automated Cosmetic Defect Check (ACDC)

Pervacio confirms launch of Automated Cosmetic Defect Check at MWC 2018

Mobile device solutions specialist Pervacio confirms the official launch of its Automated Cosmetic Defect Check will take place at the Mobile World Congress (MWC) trade show in Barcelona (February 26 - March 1, 2018).

Automated Cosmetic Defect Check (ACDC) is the latest innovation to be released by the fast-growing global technology business, which is headquartered in the USA and operates in 30 countries across six continents.

The new tool is designed to assess the condition of mobile phones and smart electronic devices at the point of return. Utilizing a combination of artificial intelligence (AI) and Pervacio's proprietary machine-learned algorithm, it ushers objectivity – a hallmark of Pervacio's Diagnostics tool for internal hardware diagnosis – into the grading of exterior cosmetic surface damage.

Pervacio's founder and CEO, Sanjay Kanodia, who will be attending Mobile World Congress (MWC) to discuss his company's latest technology developments, says: "MWC is widely regarded as the mobile industry's most prestigious event, so it's an ideal platform for us to launch our latest automation tool.

"We'll be underlining the seamless, end-to-end device management capability that all the tools across our Revolution platform deliver, and will be talking to companies across the retail and supply chain industries to explain how they can benefit from these advanced technological innovations."

By imaging a device on all sides Pervacio's Automated Cosmetic Defect Check can establish the definitive cosmetic condition of any given device. The tool identifies everything from minor cosmetic imperfections through to those heavily damaged devices that require complete external refurbishment.

Pervacio's tools deliver a unified and impartial device assessment platform across the entire reverse supply chain. By removing human subjectivity its customers are

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able to realize significant operational efficiencies and, ultimately, reduce the costs associated with the return and trade-in of cosmetically damaged devices.

Full details about Pervacio's web-based Revolution platform, including its new Automated Cosmetic Defect Check tool, will be available at Mobile World Congress 2018. Pervacio is on stand CS70 in Congress Square.

Pervacio works with the world's largest device manufacturers and mobile carriers. Its patented products enable businesses to improve customer service and contain the cost of device management irrespective of device, firmware or network.





4.0 Pervacio Robotics Solution

Next generation Pervacio Robotics to debut at MWC 2018

Having announced the launch of its new Automated Cosmetic Defect Check tool at Mobile World Congress (MWC), Pervacio will also showcase its next generation robotics technology at the industry-leading event.

Sanjay Kanodia, founder and CEO of the mobile device solutions specialist, says: “Pervacio Robotics® supports organizations that have embraced the move from a manual processing model to a semi-automated, software-driven solution by helping them achieve service delivery transformation through robotic process automation.

“At MWC we’ll be demonstrating how advances in robotics technology mean we can now offer a cost-effective end-to-end solution on an even bigger scale with the capability to grow in line with a customer’s business needs.”

In 2017 Pervacio was the first company to introduce a fully integrated robotics solution for mobile processing warehouses operating in the forward and reverse supply chain. Twelve months on, the latest generation Pervacio Robotics® improves the effectiveness of ‘straight-through processing’ via faster process speeds and at a lower cost than other current market providers.

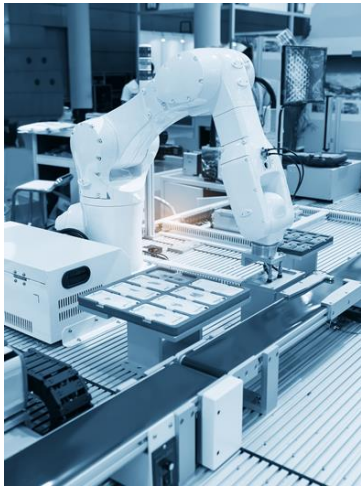
Addressing the issues of rising costs, high-cycle processing times, inconsistent quality and impaired agility, Pervacio Robotics® represents a lower risk option than sourcing and building a bespoke in-house robotics solution. Thanks to a more predictable process schedule and reliable approach to mobile device processing, Pervacio’s technology ensures that procedures are less prone to errors. It also incorporates full auditing and reporting capabilities.

In taking its modular automated solution to the next level, Pervacio has introduced warehouse receiving and visual inspection capabilities, reducing human interaction – and so lowering costs – even further.

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Mobile World Congress 2018 will also see the launch of Pervacio's Automated Cosmetic Defect Check. The latest addition to the Revolution suite of patented products, this new automated tool enables businesses to realize significant operational efficiencies whilst also minimizing the costs associated with the return and trade-in of cosmetically damaged devices.

Full details about the next generation Pervacio Robotics® and the new Automated Cosmetic Defect Check will be available from Pervacio on stand CS70, Congress Square.



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5.0 Clients

Working with all the major OEMs – including Samsung, Motorola, Sprint, LG, IBM, Microsoft, Google, Apple, Blackberry and many other market-leading clients – Pervacio has developed a range of applications that provide seamless end-to-end management capabilities for nearly every mobile device, irrespective of the network type, device type, operating platform or where the device is in the usage life cycle. This makes Pervacio one of the most critical infrastructure pieces of any device supply chain network.