



Manu Parpia
Director
WeP Peripherals Limited

Manu Parpia, Managing Director of Geometric Software Solutions Co.Limited was inducted as a Director in October 2000. Manu has over 24 years of professional experience.

Manu holds a Bachelor's degree in Engineering from McGill University, Canada and is an MBA from Harvard Graduate School of Business Administration, USA. After his course, he remained with Harvard for 14 months as an Associate Fellow, researching cases in marketing with special emphasis on retailing. He also has a diploma in Finance and Accounting from England.

Manu began his career as an engineer with Humphreys & Glasgow Consultants. He joined Godrej & Boyce Mfg. Co.Limited as a consultant for initiating development of electronic typewriters, printers and CAD/CAM software. He moved on to create the Electronic Business Equipment Division for Godrej & Boyce and was instrumental in the restructuring of the division wherein the distribution activity was spun off as a joint venture with Tech Pacific Limited while the software activity was spun off as Geometric Software Services Co.Pvt.Limited.

As the Managing Director of Geometric since its inception, Manu has grown the company from a small 60 people private organisation to a strong Rs. 877 million software player with over 500 employees and a market cap of Rs. 1, 800 million. With an objective of making Geometric the most cost effective PLM

solution provider in the world, Manu has led the company into having long term relationships including joint ventures with most of the key players in its field of specialisation. Corporate Governance and transparency are the guiding spirits behind Manu's practice of professional management. His company's website not only displays presentations to analysts prominently but also discloses share transactions of the senior management team for shareholders to see.

Manu also played a stellar role as the President of Manufacturers Association of Information Technology (MAIT) in 1997-98. He continues to play a role as the industry's champion for the IT industry in India.

As a consummate professional turned entrepreneur, Manu is focussed on growing the business while remaining in its specialised domain of expertise. "Adding value to shareholders", he says should be the key objective of management and he views customer satisfaction and building relationships as drivers towards achieving this objective. "The added value has to be seen by customers because they are going to pay you" is one of the lessons Manu follows in guiding companies.

WeP has benefited from Manu's varied experience in IT hardware industry, strategy formulation and guiding through the two acquisitions made by WeP in the last 2 years.

Suresh Senapaty completed his Chartered Accountancy from Mumbai in 1979 and is now a Fellow member of the Institute of Chartered Accountants. Joining Wipro in 1980, after a brief stint with Lovelock and Lewis, he quickly rose to become the Chief Financial Officer of Wipro Consumer Care in 1982, a position he held close to a decade.

In 1992, Suresh moved to Wipro Infotech as Vice President- Finance and was at the forefront of Wipro's foray into software services. In 1995, he took over as CFO of the entire Wipro Corporation, a position he holds till date. The market capitalisation of Wipro has seen a huge growth from less than half a billion US dollars in 1995 to close to USD 4.5 billion at present. From less than 1,000 shareholders, Wipro Limited has over 70,000 shareholders. He has introduced pro-actively the latest international accounting practices into Wipro like segment reporting, consolidation of accounts long before it became mandatory in India.

Under him the Finance function in Wipro achieved several firsts:

- ISO 9000 certification for the internal audit function-first in India
- Hamilton Alexander Award for excellence in Investor Relations
- Commitment to Quality Improvement Award from Institute of Internal Auditors, USA

He played a key role in getting Wipro listed in NYSE in September 2000, the first and only time Wipro shares were offered to the public after 1946. Suresh won the best CFO Award in 2002.

In business decisions, Suresh is not swayed by the stock market but is rooted in realism. He is a strong believer that "business decisions should be made on their intrinsic worth and not on how the stock markets perceive them."



Suresh Senapaty
Director
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