



WORK WITH GENUINE OWNERSHIP

In 2000, when the IT industry's growth engine was seen to be software services for international customers, the creation of WeP was a bold departure from conventional thinking. WeP meant substantial investments on IT products, leveraging on Indian manufacturing, and selling to Indian customers.

Through employee leveraged buyout of the Peripherals Division of Wipro Limited, the first step in creating India's most valuable IT Peripherals Solutions and Services enterprise was taken.

WeP commenced business by e-enabling its key processes with employees, dealers, channel partners and resellers. This involved large investments in IT infrastructure, computers, software development, bandwidth and redundancy in links. The channel partners and resellers were given intensive training to change their way of working from conventional processes to a completely e-enabled collaborative e-commerce.

Having 100% e-enabled its channel, pre and post sales processes, after sales support and training, WeP today handles one of the largest e-commerce portals in India and is sharing the resultant benefits with all stakeholders. WeP, the youngest and smallest company under NASSCOM and CSI scrutiny for best IT usage in 2003-04, stood tall against large IT and Telecom corporations, and won both their awards.

How has WeP faced the management and financial challenges of starting a new company? How are we geared to traverse the path of the competitive future?

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- The value of WeP has grown 3 fold in 3 years
- Delivered regular and steady profits to shareholders
- Made large IT investments both within and with business associates
- Introduced new product and service segments
- Made two business acquisitions
- We are a debt free enterprise
- Aiming at quantum growth over the next 3 years
- We have doubled our vibrant team of passionate employee owners for implementation
- Our dedicated channel partners are e-enabled
- Our customer have quickly taken to our new offerings like Print & Save which have seen quick growth

Our sustained performance has given us immense confidence to realize our dream of becoming India's most valuable company in our market space.