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Overview

Stesalit Systems Ltd.

HEMANT KHEMKA

About the company

Stesalit Systems Ltd. (www.stesalitsystems.com) is an emerging technology company working in the field of Product Design & Development for Industrial Rugged Computing and Enterprise Mobility. The company started its journey three years back and has completed the first cycle of development and industrialization with successful launch of two of their Rugged Industrial Handhelds in to the market in the current year.

The core ideology of Stesalit is to constantly innovate to bring in new products that increase the efficiency of enterprise mobility. Stesalit's DNA lies in constant R&D for enhanced and cutting edge products. With this constant R&D efforts and the philosophy of innovation, Stesalit has been a pioneer in bringing in new products for its clients in India

Current Market Landscape

According to the Hexa research, the Embedded System Market size would reach 214.24 billion USD by 2020.Embedded Systems Market are systems that are programmed to meet the necessities of the target system in which they are fixed. Increasing demand for smart electricity meters is anticipated to boost the market over the next five years. The requirement for smart meters is expected to grow significantly over the forecast period, on the basis of energy efficiency policies, thus giving impulsion to the market growth. Technological advancement as well as declining prices of microcontroller units is also projected to positively impact the embedded systems market over the next six years. Embedded systems are used in several end-use industries including consumer electronics and healthcare is expected to drive market growth over the forecast period. The global embedded systems market was esteemed at USD 140.56 billion in 2013, and is anticipated to achieve USD 214.24 billion by 2020, rising at a CAGR of 6.3 percent from 2014 to 2020.

Addressing the Challenge

In India, currently there is hardly any cost effective ecosystem for the high-end electronics manufacturing Stesalit is in to. Stesalit is in investing heavily to develop the capabilities in-house. The capability in design is very low in India; fortunately for Stesalit this is where they have strength.

With the in-house design and development capabilities, Stesalit is into the threshold of launching newer products in the market using the proprietary embedded systems created through painstaking R&D.

Services

Stesalit has implemented the solutions like City Enterprise Asset Intelligence for Property Tax Management, Smart Waste Management System, Smart Fleet Tracking Solutions, and Safe City solutions for making the Smart Cities initiatives a success. The aim is to have sustainable development and increased revenue and collections for the urban local bodies.

Stesalit is making the utility assets intelligent through its Enterprise Network Intelligence Platform based on geospatial technology, Asset Management Systems for creating Power Transmission Atlas, Intelligent Meter Data Management and Real-time Asset Intelligence for Smart Grids.

Stesalit has been improving the mobility of the people through Intelligent Transport System and Traffic Citation Management System implementations in various states and regions.

For a sustainable and eco-friendly environment, the natural resources like land, soil, agriculture, biodiversity and forestry need to be managed in the most efficient way, and Stesalit has been a pioneer in this segment in this geography. Their focus has been into Agriculture, Mining, Soil and Forestry.

Differentiating Factors

Stesalit's strength is in its understanding of the Indian needs. They have over the years developed the capability in design, develop and industrialization of embedded electronics products. Their competence lies in creating products that withstand the heat, dust and rain the Indian terrain faces every year.

Most of their competitors are either players in the hardware or they are into enterprise solutions. But the customers need an integrated solution that combines both the components. The clients have shown a clear preference to Stesalit, as they find us a single solution provider, who can provide them the IoT framework, the enterprise mobility handhelds, and include the sector-specific application that perfectly suits them.

They have a definite edge over others in this particular area, and they would continue be a few years ahead in this respect.

 Clients

ONGC, Indian Oil Corporation Ltd., Oil India Ltd., Mangalore City Corporation, WBSIDC, Nagpur Municipal Corporation, Reliance Infrastructure Limited, West Bengal Transport Surface Corporation, Indian Railways, Indian Meteorological Dept., Samodar Valley Corporation, amongst others.

Organizational Culture

Stesalit hires young and talented resources. Most of their employees are in the age group of 21 to 35 yrs. They organize employee programs time and again for team building and to recognize the star performers.

Employee Reward and Recognition: Identifying top performers Monthly, Quarterly & yearly and rewarding them.

Events: Football tournament, Cultural events, Quiz Competition, Team outings and picnics, Cricket tournament etc.

Harboring Innovation

Stesalit has a culture of innovation inbuilt into its genes. The ideas and suggestions from the clients are taken very seriously and we adapt to the client needs to build in innovation. Most of the products they build and launch in India geography are pioneers in its domain.

Roadmap Ahead

Satellite and Sensor-based Location Intelligence technologies are emerging into disruptive technology models like mobile technologies, which is enabling businesses to reinvent accepted business practices.

Industrial IoT (IIoT) compliments the Location Intelligence (LI) technology, by allowing any enterprise to interact with its assets on real time basis and convert all assets into digital assets, which can communicate with each other on a location plane.

The 'Smart World' programs globally have adopted Location Intelligence and IoT as the backbone technologies to run on mobile computing platforms.

India is witnessing rapid changes in the way the processes work, both in the government and private space. The devices and people are getting connected. There is more focus on the spatially distributed assets, and how better to use them.

Their technology domain expertise is into this area, where they instill intelligence into the assets, however remote they are. They provide up to date information on where the assets are, what they are doing now, how arethey functioning, when it is the right time for maintenance, a complete platform for monitoring and getting more out of the assets. Location intelligence, IoT and embedded electronics are the key technologies that help them achieve this.

Quick Facts

1) Year of founding: 2010

 2) Funding information: In-house

3) Founding members: A Khemka, Hemant Khemka, Amit Chatterjee

4) Office locations: Kolkata, Hyderabad, Bangalore, Mumbai, New Delhi, Bhubaneswar, Bhopal

5) Company strength: 250

6) Website: http://stesalitsystems.com/

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