

**smartlink**   
HOLDINGS

**SMARTLINK HOLDINGS LTD.**

***CORPORATE PROFILE***





**SMARTLINK HOLDINGS LTD.**  
**BSE/NSE Listed Company**



**SYNEGRA<sup>®</sup>**

**SYNEGRA EMS LTD.**  
**Product Manufacturing Company**



**DIGISOL<sup>®</sup>**

**DIGISOL SYSTEMS LTD.**  
**Brand Product Company**



**1<sup>st</sup> INDIAN BRAND**  
**IN IT NETWORKING**

## ● SMARTLINK HOLDINGS LTD:

An Public Listed Company in BSE/NSE for more than three decades, SMARTLINK was formed in 1993 as Joint Venture with D-Link Taiwan and name changed as D-Link India in 1995 and got listed in 2001. Grown well with manufacturing, Sales, Marketing and Service. In 2009 Split operation by parting off D-Link Brand business, and changed name back to SMARTLINK and continued in manufacturing by introducing local Brand DIGISOL. In 2017 to focus manufacturing operation SMARTLINK split operations as Brand Products company DIGISOL SYSTEM and Manufacturing Company SYNEGRA EMS. .

## ● SYENGRA EMS LTD :

SYNEGRA is a Product Manufacturing Company, 100% owned by SMARTLINK HOLDINGS LTD.

SMARTLINK has more than three decades of manufacturing experience in Networking products, Motherboards, and other various IT products with Joint Ventures with GIGABYTE, MDS, etc. Now SYNEGRA has a large state-of-the-art manufacturing setup with SMT lines, soldering lines, assembly and Testing lines, and a proven track record. Having a large built-up capacity to increase facilities to employ 2000 employees.

## ● DIGISOL SYSTEMS LTD:

Digisol is a Trusted Made in India IT networking brand for all large volume products in the Active range, switches, Wi-Fi and FTTH etc , and passive range in copper and Fiber products. It is a wholly owned subsidiary of Smartlink Holdings Ltd.

Digisol Systems is the only India-based IT networking brand products company that has a strong pan-India presence, with sales representatives in 50 cities, 10 branch offices, 45 distributors, 63 service support centers, and over 1,000 partners. DIGISOL's endeavour is to consistently offer innovative future-ready products that aim to meet consumer expectations in the IT networking space, by sourcing locally from Smartlink subsidiaries Synegra EMS OR by sourcing low volume products from worldwide.

# FOUNDER & CULTURE



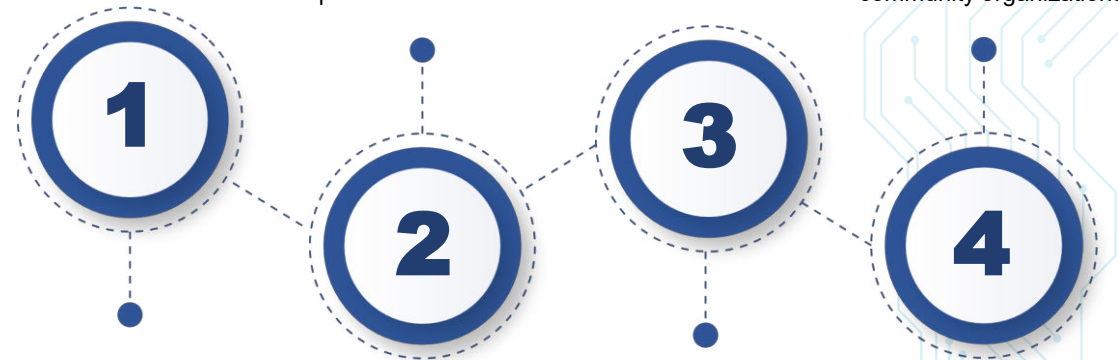
**Mr. Kamalaksha Naik**

Executive Chairman, SMARTLINK GROUP

A First- Generation Entrepreneur MR. K R Naik is Mechanical Engineer with P.G. Diploma in Industrial Engineering, he did Business Management from Jamnalal Bajaj Institute sponsored by IBM. He began his career in IBM Manufacturing Plant in Mumbai in 1969 as Mainframe Computer Peripheral Assembly & Testing Engineer. During his IBM stint, he had the best opportunity to learn and develop various types of detail parts. He was also part of an indigenous developed line printer by IBM. **After IBM closed India operations in 1978 due to Government Policy, he started manufacturing detail parts locally to support IBM Machines in India as import duty was more than 100%. Then in 1986 he introduced Personal Computers "Virtual Computer" Brand by manufacturing Mother Boards and Add on cards in Mumbai by setting up Factory & importing SOLDERING Machine from USA.**

As he started Channel Business in IT, particularly in Networking Products line, He is well known of 5 decades experience, Mr Naik was one of the first to start the manufacturing of Networking products in India.

Smartlink and its subsidiaries have earned a reputation in the Networking industry as a world-class company who displays a genuine employee focused approach to business and is a reliable and valued friend to many community organizations.



As Network cards started appearing in market, he entered in manufacturing Network Cards in 1993 and introduced D-Link Brand with Joint Venture by setting manufacturing base in Goa. From small unit in 1993 grown to large 5 buildings and manufacturing several Products by joint ventures

The Management promote strong ethical business practices and encourage employees to treat the customers and suppliers with dignity, respect and with fair business practices.

# CORPORATE PRESENCE

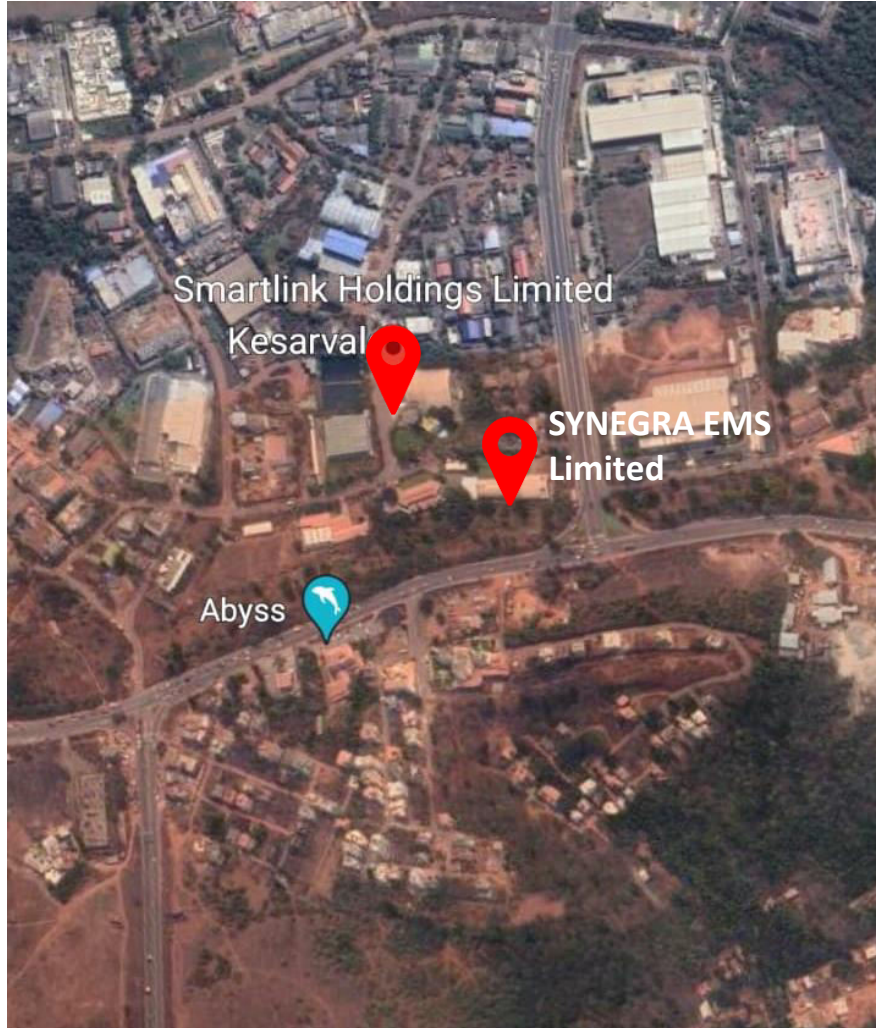


**SMARTLINK HOUSE**  
Verna Industrial Estate, Verna, Goa



**SYNEGRA FACTORY**  
Verna Industrial Estate, Verna, Goa

# CORPORATE PRESENCE



# MILESTONES

**1982**  
Started manufacturing Peripheral parts by setting up MOTCO Pvt. Ltd. To supply Computer Maintenance companies

**1990**  
Added Distribution of **D-Link Brand Networking products**, in Virtual Computer along P.C. Business

**1995**  
J/V signed with D-Link Corporation TAIWAN and name of the company changed from **SMARTLINK** to D-Link India

**1986**  
Started manufacturing Personal Computers under the brand Name **Virtual Computers** By setting up factory in Mumbai

**1993**  
Decided to manufacture **D-Link Brand Products** and started a **new Factory in Verna GOA**, importing 1st SMT line in 1994

**1997**  
Decided to manufacture Passive range Products and signed **J/V with Sapphire UK** started new unit "**Sapphire India Ltd.**"

- 2000**
1. D-Link India Company got listed & built large Factory & added 4 more SMT lines.
  2. J/V signed with Gigabyte TAIWAN entered in Mother Board business by manufacturing.

**2002**  
Introduced "**DIGILINK**" Brand in Passive range of products line by manufacturing in a separate unit along with D-Link Active Products line

**2008**  
D-Link Brand Active & **DIGILINK** Brand Passive, have become 50:50 business. To have focus business Naik Chairman of D-Link India & Ken Kao Chairman of **D-Link TAIWAN** decided to split operation in two units and hold majority stake individually by 1st April 2008.

**2009**  
It took one year being listed company to split operations, D-Link India Company demerged by changing name back to **SMARTLINK** Systems and continued with **DIGILINK** brand Passive Products Business.

A new product trading company formed D-Link India and started importing products from Taiwan and China.

**2010**  
Having large manufacturing base and setup **SMARTLINK** introduced **DIGISOL** Brand in Active Products line & also introduced Mother Boards by manufacturing under **DIGILITE** Brand

**2011**  
**DIGILINK** in India become **No 1 Brand** in Passive range. **Schneider Electric Multinational (FRENCH Company)** acquired **DIGILINK** Brand business and **SMARTLINK** continued with **DIGISOL** Active products line

**2017**

Looking at Govt. support and lot of scope for manufacturing locally, **SMARTLINK** splits operations into Individual units offering expansion opportunities in line of business.

1. **SYNEGRA EMS** - Products Manufacturing Company.
2. **DIGISOL SYSTEMS** – Brand product company with sales, marketing, and support having all India sales and service offices.

# Legacy video



[https://youtu.be/O0sE\\_XWvFcU](https://youtu.be/O0sE_XWvFcU)





# **SYNEGRA** **Manufacturing** **Capabilities**

# MANUFACTURING CAPABILITY PLATFORMS

## - SMT LINE 1 & 2

DEK NeoHorizon 3iX  
Printing accuracy at 2.0 Cpk @ +/- 25 µm



VITRONICS SOLTEC Centurion  
12 thermal zones, N2 ready

**FUJI NXTIII**  
Placement Capacity of 85K components/hour.



KOHYOUNG ZENITH LITE &  
ALPHA HS : 3D AOI WITH AI



# MANUFACTURING CAPABILITY PLATFORMS – SMT LINE 1



# MANUFACTURING CAPABILITY PLATFORMS – SMT LINE 2



# Manufacturing Capability Platforms :

## Test & Reliability Equipments

### Component Level



LCR Meter



Magnified inspection

### In-process



AOI & Visual Inspection



Functional Testing



X-Ray

### Reliability



Bursting Strength Test



Cyclic Environment Test

# MACHINE CAPABILITY

Process	Dimension	PCB Size		Component	
		Min.	Max.	Min	Max
Solder Paste Printing	Sq.mm	50 X 40.5	510 X 508		
Pick & Place	Sq.mm	50 X 50	534 X 610	01005	74 X74
Reflow Oven	Sq.mm	80 X 80	600 X 508		
AOI	Sq.mm	50 X 50	510 X 580		
Wave soldering	Sq.mm	70 X 70	350 X 410		

# FACTORY AREA & CAPACITY

- Existing Area Available 29,030 Sq. Ft.
- Area Available for Future Expansion 64,583 Sq. Ft.

## Production Capacity:

- 50% spare capacity / day available for other OEM Customers.
- Component placement capacity of 200K+ CPH available.
- Capability / Space available to invest 6 additional SMT lines.
- Fully Airconditioned shop floor and RoHS compliant manufacturing.

# SYNEGRA Quality Commitment



- **SYNEGRA** is committed to establishing the benchmark for Quality in Electronics Manufacturing Services Company



- ISO 14001:2015 Environmental Standards



- Quality certifications achieved by **SYNEGRA**



- The Quality team is trained on latest Quality Standards including IPC 610F



- ISO 9001:2015 Quality Management Systems



# BRAND ASSOCIATIONS & CUSTOMERS

Brands Associated in manufacturing products :  
OUR CLIENT

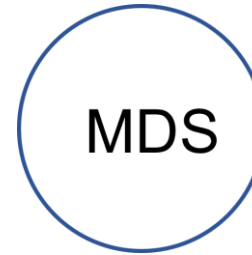
++ Many small companies EMS jobs



(Networking)



(Mother Boards)



(ATM)



( IT Networking Products )



(Mother Boards)



(X-Ray Machine)



(Mother Boards)



(EVA Products)



(Healthcare)

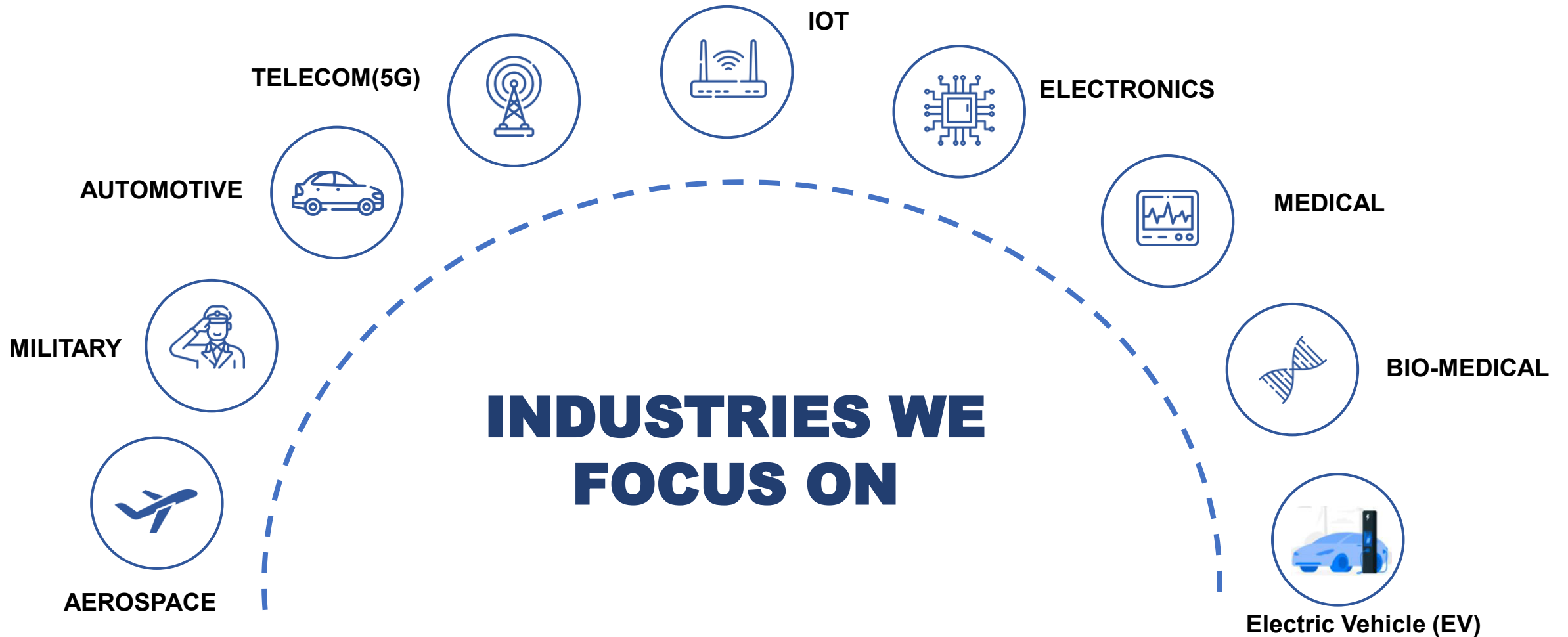


(Motherboards)



(Measuring instruments)

# Focus on All Key Industries



# Why Choose SYNEGRA?



## ADVANTAGE OF CHOOSING SYNEGRA FOR EMS JOBS

- ✔ Independent EMS Company, 100% owned by listed company SMARTLINK HOLDINGS LTD, Capable of Expanding in very short time with 3 decades of experience in manufacturing many kinds of IT & Telecom Products.
- ✔ **Best location** Just 15 KM away from Sea Port and 8 KM from National & International Airport.
- ✔ **Road Connectivity** - The Highway is next to SYNEGRA'S factory location (NH66 & NH17B).
- ✔ No congestion in movement of containerized cargo and the container freight station is located just 2 km from the factory.
- ✔ The Railway freight station is located appx. 20km from the factory.
- ✔ A highly efficient logistics and commercial team on the board.



# SYNEGRA CONTACT DETAILS

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**SYNEGRA Electronics Manufacturing Services**  
**Factory:**L5A, Verna Industrial Estate, Verna, Goa  
**Bangalore office:** 10A, KIADB Industrial Area, Electronics  
City, Phase II, Bengaluru, Karnataka



BRAND  
**DIGISOL**

**1<sup>st</sup>**   
**INDIAN  
BRAND**  
IN IT NETWORKING

# SMARTLINK HOLDINGS LTD.

- SmartLink is a BSE | NSE listed company with the expertise of IT networking products marketing.
- Smartlink Holdings Ltd., earlier known as Smartlink Network Systems Ltd., is one of India's leading IT Networking Products Manufacturing Company for more than 3 decades. It was established in the year 1993 to prop the Indian market in the field of network infrastructure. Pioneer in the field of Active and Passive Networking products.
- Smartlink has a rich history of making many product brands reach the desired heights in the Indian and International markets. Smartlink now is an NBFC company, with its operations split into 2 wholly-owned subsidiaries to have a focused business approach.
  1. SYNEGRA EMS Company, where all Active and passive Products are manufactured to supply EMS and ODM products to brand companies.
  2. DIGISOL SYSTEMS Ltd., the Brand products company.



## Our Journey So Far



1986

Manufacturing  
Personal Computers



1990

Distribution of  
Networking Products



1993

Manufacturing of  
Networking Products



1997

Manufacturing of  
Cabling Products



2000

Joint ventures with  
International brands

**DIGISOL**

2009

Launched DIGISOL

# OUR FOUNDER



● **Mr. K. R. Naik** is an **IT networking industry veteran** with experience of close to **five decades**

● Two decades back he was recognized as the Father of India's IT Networking Industry due to his pioneering spirit in Manufacturing Networking Products in India.

● He is credited for giving India its first indigenous IT Networking Products manufacturing company – SMARTLINK, which has been a local manufacturing success story for over three decades.

● He has been instrumental in introducing Channel Distribution of products of well- known global IT Enterprise Products brands Cisco & Foundry. He had joint ventures in manufacturing products locally with D-Link Corporation in Networking Products, GIGABYTE for motherboards, LANNER for Industrial IT Products and SAPPHIRE UK for SCS products.

● He also played a key role in creating the Channel Distribution in IT Networking Products market and developing the Channel Ecosystem in India.

● **DIGISOL is the brainchild of Mr. K. R. Naik**



**WE ARE...**

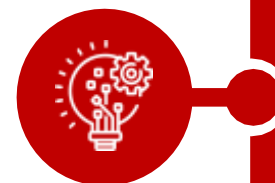


**Father of Indian  
IT Networking**

**K. R. Naik**  
( Founder & Chairman )  
Digisol Systems Ltd

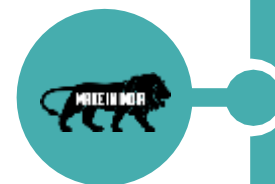
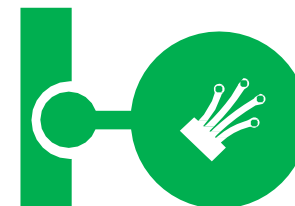


One of the leading providers of  
IT Networking  
Solutions.



We, at DIGISOL, innovate and  
offer top-notch end-to-end IT  
networking products and  
solutions from top ODM  
vendors worldwide.

DIGISOL's offering includes FTTH  
Solutions (Fiber To The Home),  
Wireless (Wi-Fi) Solutions, Switching  
Solutions, and Structured Cabling in  
Copper & Fiber.



DIGISOL is committed to the  
government's vision for Vocal for  
Local and has been spearheading  
the government's "Make In India"  
initiative through its Made In India  
products and solutions.

## VALUES

- Highest Ethics
- Integrity
- Commitment
- Innovation
- People Growth
- Customer Delight



## MISSION

- Being a provider of innovative solutions with a dedication to enhancing the IT networking experience of our customers
- Creating a healthy, competitive as well as reliable environment for profitable business growth
- Offering opportunities to all the stakeholders to grow to their full potential and contribute positively to the ecosystem

## VISION

To Become The Most Admired  
IT Networking Brand

# WHY DIGISOL



25 Years Of  
Experience In  
IT Networking  
Industry



Trusted  
Made In  
India

PAN India  
Presence



End to End IT  
Networking  
solutions



Commitment  
To Quality



Excellent Customer  
Service Support



# DIGISOL

**1<sup>st</sup>**  
**INDIAN**  
**BRAND**  
IN IT NETWORKING



FTTH | WIRELESS (Wi-Fi) | SWITCHING | STRUCTURED CABLING  
(COPPER & FIBER)

- Digisol Systems Ltd. is a First Indian brand in IT Networking
- The parent company Smartlink Holdings Ltd. was into manufacturing of IT networking products even before the Make in India Scheme of 2014.
- Digisol, one of its subsidiaries is responsible for marketing, distributing, and servicing networking products in India.
- The company offers a wide range of IT networking products including FTTH, Switching, Wireless and Structured Cabling Solutions (copper and fiber), & is well-regarded as First Indian Brand in IT Networking Industry.
- Digisol credit their workforce for the success in development, sales, marketing, and service support.
- The company is experiencing significant growth and achieving remarkable milestones.

# OUR OFFERINGS

DIGISOL offers complete End-To-End Networking Solutions, which include **Active Networking** and **Passive Networking Solutions**

## ACTIVE NETWORKING

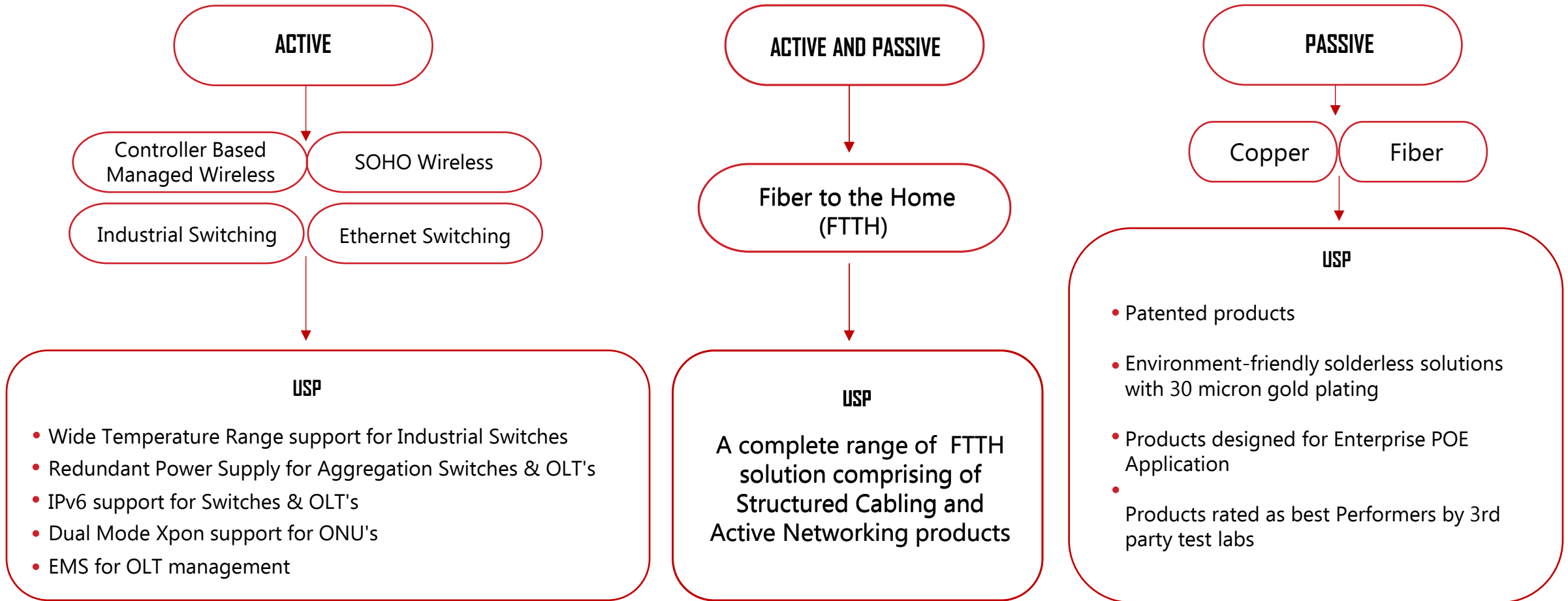
- SWITCHING SOLUTIONS
- WIRELESS SOLUTIONS
- FTTH SOLUTIONS



## STRUCTURED CABLING ( PASSIVE NETWORKING )

- COPPER CABLING
- FIBER CABLING
- FTTH CABLING

# DIGISOL NETWORKING SOLUTIONS PORTFOLIO



# FTTH SOLUTIONS



- XPON ONUs
- GPON OLTs
- GEPON OLTs
- PON TRANSCEIVERS

Our End-to-End FTTH Solutions serve today's smart offices & home demand to enable smart technologies like Fiber-To-The-Home (FTTH), highspeed internet, triple-play service, Voice & Video for home-connected users. We offer hybrid solutions to enable seamless integration into the Internet of Things (IoT) capabilities.

# WIRELESS (Wi-Fi) SOLUTIONS



- Indoor Access Points
- Outdoor Access Points
- Controllers
- USB Adapters
- Repeater

Digisol wireless solution is perfect for businesses of all sizes demanding a simple, reliable, and accessible wireless network solution providing highspeed data and a seamless user experience. Our wireless services ensure high-speed data network coverage and provide seamless integration into networking services.



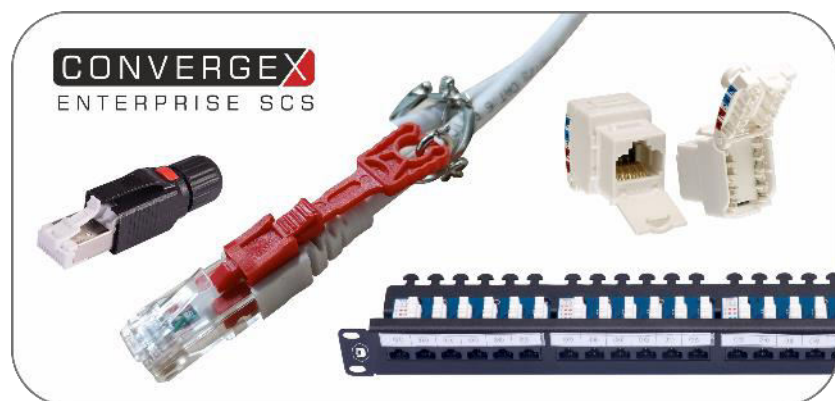
# SWITCHING SOLUTIONS



- Fully managed
- Smart managed
- Unmanaged
- Chassis

Digisol delivers a complete package of switching solutions for Enterprise Networks, Data Centres, Small and Mid-size businesses. We provide Smart PoE Managed, Fully Managed, Chassis & Unmanaged switches. Our Switching Solutions offers include a wide range of Industrial Switches & Transceiver solutions.

# STRUCTURED CABLING (COPPER & FIBER)



## ENTERPRISE STRUCTURED CABLING SYSTEMS

**COPPER:** CAT 6 and CAT 6A Solid Cables, Keystone, Patch Panels, Patch Cords, PoE Solutions, Industrial Field Plugs



## CHANNEL STRUCTURED CABLING SYSTEMS

- **COPPER:** CAT 5E, CAT 6 and CAT 6A Solid Cables, Keystone, Patch Panels, Patch Cords, Face Plates, Tools, Rj45 Plugs and Surface Mount Box
- **FIBER:** Cables, Patch Cords, Pigtails, LIUs and Adapters
- **FTTH:** Cable, Splitters, FDBs, Home Termination Box and ODFs.

# CERTIFICATIONS



Intertek



# AFFILIATION



# DIGISOL'S FOCUSED VERTICALS



**Government**



**Smart Cities**



**Healthcare**



**Data Center/  
IT/ITES**



**Education**



**Telecom**



**Construction  
& Power**



**BFSI**

# CUSTOMER SERVICE & SUPPORT



DIGISOL offers first-rate integrated after-sale-service and support, which consists of

- Service Centers
- DIGISOL Technical Assistance Centre (DTAC)

DIGISOL has efficient and highly skilled professionals that offer excellent state-of-the-art services to the customers

DIGISOL has a widespread network of **63 Service centres** across India

Customers can connect to us for any query

- **Toll Free Number: 1800 – 209 – 3444**
- **Email: [helpdesk@digisol.com](mailto:helpdesk@digisol.com)**



# OUR PRESENCE



Our unique distribution system comprises of exclusive regional distributors to address the SOHO, SMB and SME segments.

This ensures extensive reach and easy availability of all our products and solutions throughout the country.



**10 Branch offices**  
**Sales Presence in 50 cities**



**63 Service & Support Centers**



**In house Level 4 Support**



Sales Representatives in **50+ cities**



**45+** Regional Distributors



**63+** Service Support Centres



**200+** Stockist Partners



**10+** Branch Offices



**1000+** System Integrators



# AWARDS



- **“The Exemplary Made In India FTTH Brand of 2021” & “The Best Made In India Networking Solution Brand Of 2021”** at the 14th NCN Innovative Products Award 2021.
- **“Best Structured Cabling Brand of India 2022” & “Best Made in India FTTH Product Brand 2022”** at Digital Edge Enterprise Channels Summit & Awards 2022
- **“Best Structured Cabling Solution Provider Of The Year”** at NSS Solution Providers Awards 2018
- **“Structured Cabling Innovation Of The Year”** at the Ninth SME CHANNELS Summit and Awards 2018
- **“Best Make In India Wi-Fi Company”** at My India Wi-Fi India Summit & Awards 2017
- **“Best Quality Structured Cabling Brand”** at DT Awards 2017
- **“Networking Product Brand In Make In India”** at SME Channel Award 2016
- **“Most Popular Networking Brand”** at NCN Awards 2016



# VALUE ADDITION



**DIGISOL INSTITUTE OF TECHNICAL TRAINING**

<https://ditt.digisol.com/>

In a bid to empower partners, Digisol introduced a new certification and training institution [DITT- Digisol Institution of Technical Training](#) for Partners & System Integrators across India. The institution aims to create value for all our Network Engineers, Channel Partners and ISPs by consistently delivering quality training programs which are always in sync with the market demands.



Trained **1500+**  
Partners & SIs



**50+** Training programs  
were conducted



Introduced various  
certified online courses



# VALUE ADDITION



## DIGISOL CASH KARO LOYALTY PROGRAM

<https://cashkaro.digisol.com/>



- Digisol Cash Karo is a Loyalty Program designed to reward the loyal customers of Digisol from the Indian Electrician & Retailer community.
- It's a platform that helps Electricians & Retailers to win cash back and here's how- Electricians and Retailers can download the app, scan the QR Code available on the product package and collect points.
- These points are further converted into cash and are transferred to the electrician's bank account. Additionally, electricians can avail the bonus points, schemes and offers introduced by Digisol from time to time!



**10K+**  
Electrician User's



**2K+**  
Retailers



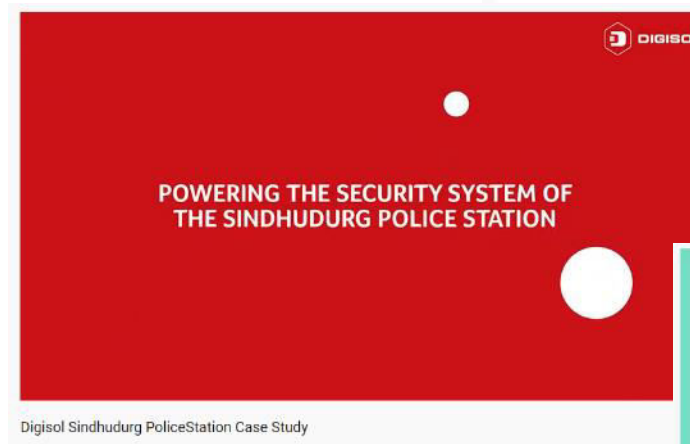
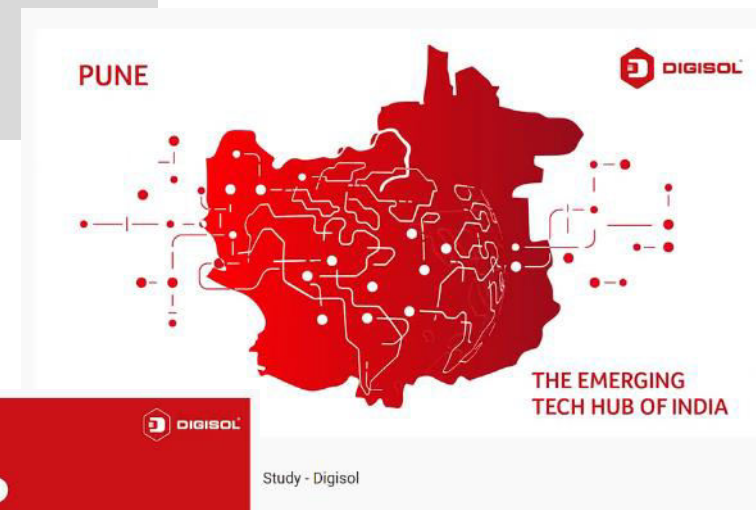
**180000+**  
Products Scanned

# DIGISOL'S KEY CASE STUDY

Over the years Digisol has been associated with various projects and that successful case study has been uploaded on various Social media platforms for your reference.

Some of the case studies are mentioned below:

- Sindhudurg Police Station
- 24k Opula
- Healthcare Case study
- The Fern Leo Resort



# THE DIGISOL OFFERINGS ARE HERE TO UPGRADE



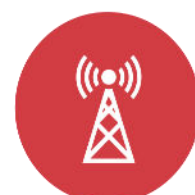
Smart Cities



Manufacturing



Healthcare



Telecom



Real Estate



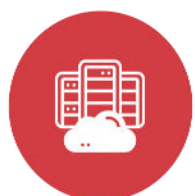
Hospitality



Banking



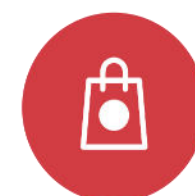
Surveillance



Data Centers



IT/ITES









Retail



Education

# VALUED CUSTOMER

# VALUED CUSTOMER



# CUSTOMERS - VERTICAL WISE

## Government/PSU

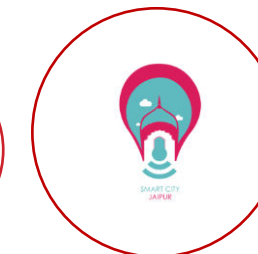


# CUSTOMERS - VERTICAL WISE

## BFSI



## Smart Cities

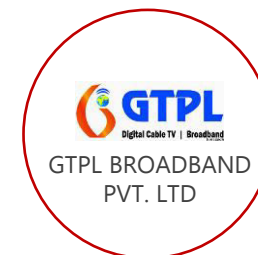


# CUSTOMERS - VERTICAL WISE

## Education



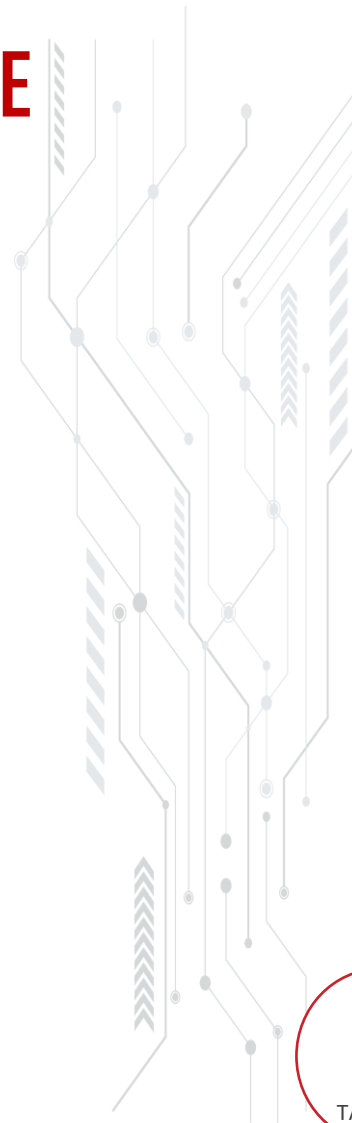
## Telecom





# CUSTOMERS - VERTICAL WISE

## Healthcare



## Construction & Power



# CUSTOMERS - VERTICAL WISE

## Infrastructure



Ahmedabad Metro



Mumbai Metro



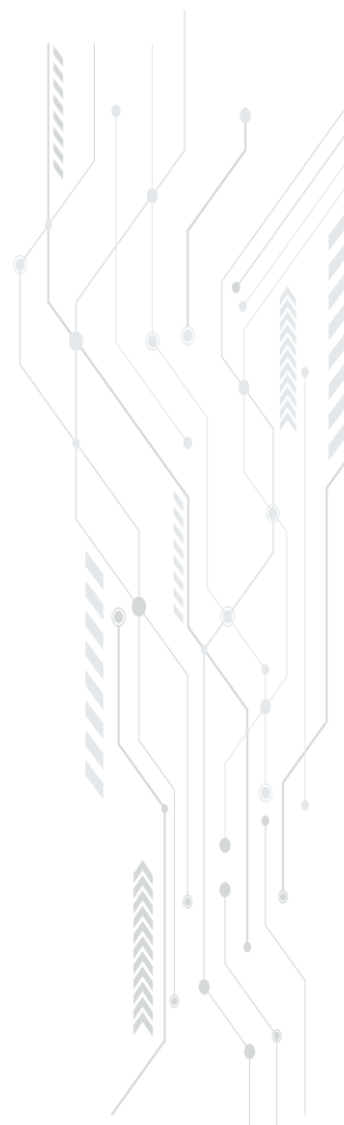
PANAGARH DEFENCE  
AIRPORT



Kolkata Metro



Bengaluru Metro Rail  
Corporation Limited



## Data Center



State Bank of India



CtrlS  
Asia's Largest  
Tier II Datacenter

# DIGISOL CONTACT DETAILS

# THANK YOU



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