

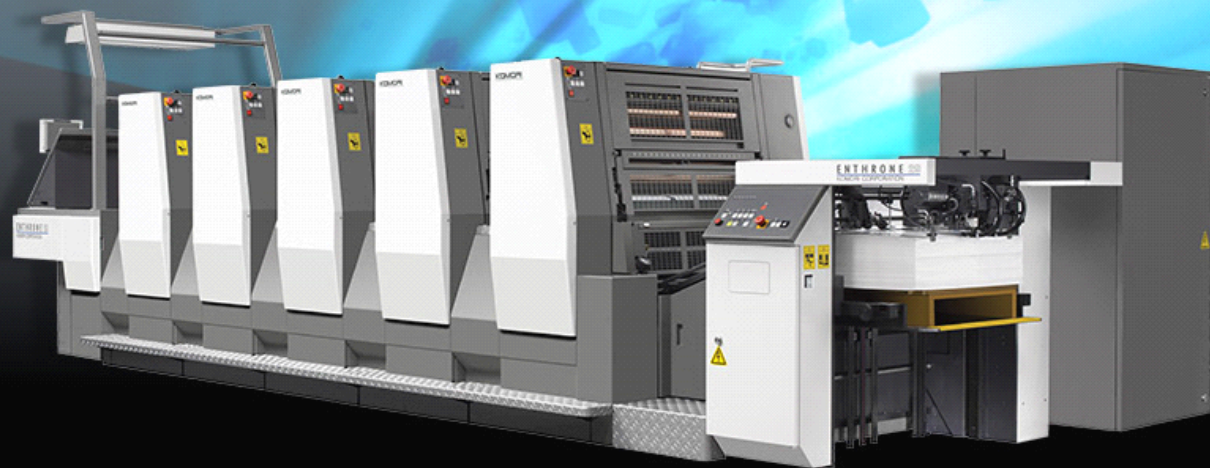
CELEBRATING **EXPERTISE & TEAM WORK**





**CELEBRATING
TECHNOLOGICAL
SUPREMACY**

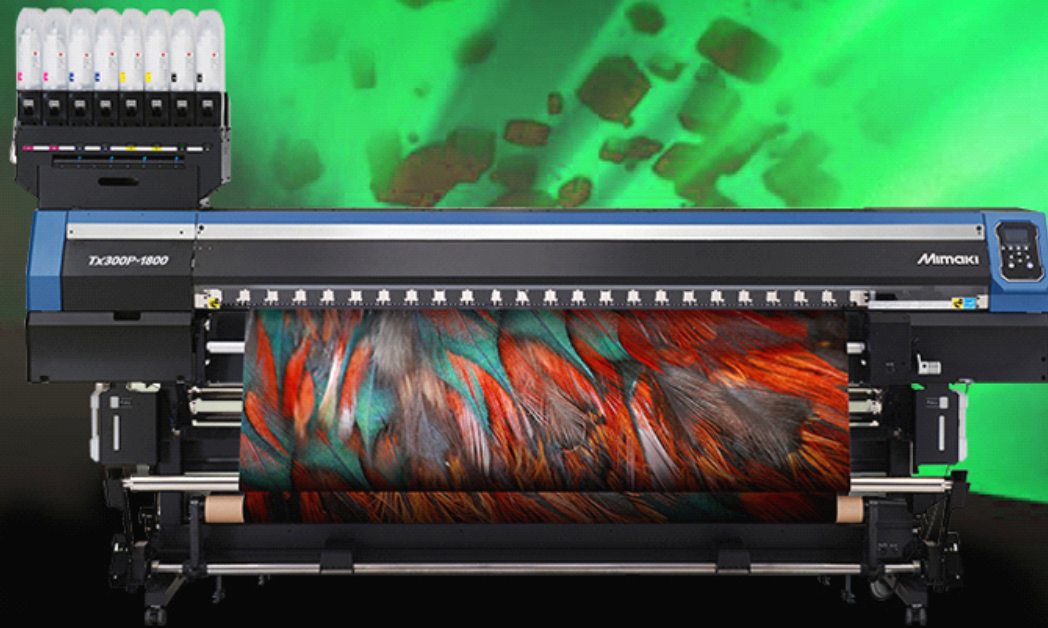
CELEBRATING SUCCESSFUL PARTNERSHIPS





CELEBRATING A LEGACY OF LEADERSHIP





**CELEBRATING
AND CREATING
INNOVATION**

STRENGTHS BEYOND THE NUMBERS

Fact File



Insight Group is India's largest, most diversified, professionally managed - Print solutions provider to the print industry.

Our Partners



New initiatives

Digital printing for Labels

- Team strength: 200+
- Service Engineers: 90+
- Pan India Offices: 9

Market Leadership



- More than 2 decades serving the printing industry
- Leader across product verticals
- Market leaders in prepress with Imagesetters, Scanners, Workflows and CTPs
- Leadership status in the Offset market for 2 consecutive years and achieved within 6 years of operations
- Leading the High-end Signage market for over a decade

Group Business



Reality Info
INDIA'S
5th largest ebooks
solutions provider



Mediawide Inc.
Converting ebooks into
dynamic & interactive
learning tools for students

WHAT MAKES US WHO WE ARE

Successful Partnerships



- Our partnerships with our principals has been based on the value we bring to their business
- Long and healthy association over decades with Kodak, HP and Komori
- Contributions to their growth, recognized by every global brand that we represent

Our employees. Our backbone.



- Carefully mentored team that achieves high standards of professionalism
- Employee retention & skill development has been our guiding principle
- Employees have a clear merit-based growth path chalked out for them all the way to the topmost position
- A good mix of senior employees and new blood makes us a team brimming with ideas and the expertise to implement them

Our Customers. Testimonials of our success.



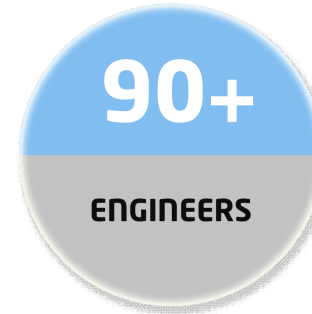
- Starting from a small customer base in Mumbai, Insight today has customer relations across the length and breath of India and across prepress, signage, publishing, printing, packaging and Newspaper segments
- Long, healthy and trustworthy relationships developed over decades based on one single guiding principal that says “We can win only if our customer wins”
- We rely very heavily on repeat sales and word of mouth sales from our customers.

HOW WE MAKE A DIFFERENCE TO BUSINESSES

Support Centric Approach



Team strength



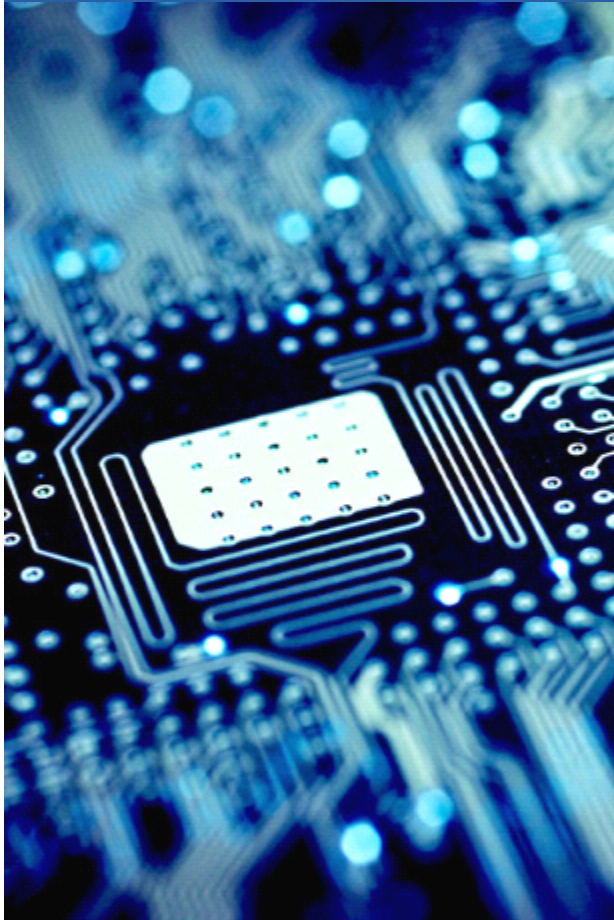
- Maintain extensive inventory to ensure minimum downtime of our MIF (Machines Installed in the Field)
- Regular training and skill development workshops from our Principals in their professional training facilities
- Extensive soft skill training for our service team

High on Business Ethics



- Sell only those equipment which have high ROI and reliability
- Transparent deals with customers make us a preferred seller across verticals
- Honoring sales commitments. Meeting service requirements. Giving value to our customers – 3-fold growth mantra

Technology woven into our work



- First in the industry to extensively use technology to help seamless operations
- Amongst the first to adopt use of the Sales Force CRM system to streamline customer relations
- Continuously adopting the new technology

To Summarize

SCRIPTING OUR SUCCESS IN THE FUTURE



A journey continues...

- 26 year company going strong in each of its segments
- Distributed over 1000 Imagesetters, 500 Kodak CTPs, 350 HP Scitex machines and 150 Komori machines
- A management team that combines business expertise, diverse backgrounds and market understanding
- Strong backing of our employees who stay dedicated and committed to our growth
- Healthy customer relations that give us the competitive edge
- Reliable service network ensures top-of-the-mind recall with our customers at all the times



2017

**SCALING NEW
HEIGHTS**