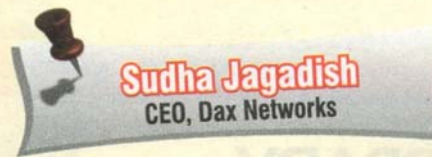




**W**e offer total end-to-end active and passive solutions. It becomes a great advantage for our channel partners and end users as we are a one-point contact for their requirements.

Currently hot technologies in structured cabling space includes Zero Bit Error Free performances in fiber cabling, intelligent patch panels, 10G in copper and 10G with WDM support on fiber centers to name a few. Dax is also in the process of launching intelligent patch panels, standardize CAT 6A, ready-made structured cabling solutions and CAT 7 cables.

On the channels' front, Dax currently has 10 plus regional distributors, 200 Authorized Dax Solution Providers (ADSPs) and large SIs under its umbrella



across the country. In the past one year, we appointed 200 ADSPs across various geographies catering to different verticals. We will now consolidate their market position through new offerings, intensive trainings and lead generations.

Main focus of Dax for this year would be in the SMB space. We have plans to tap the SMBs through our extensive network of ADSPs by offering Dax package of network infrastructure solutions, which includes core NI solutions, structured cabling NI solutions, voice NI solutions, convergence NI solutions and data acquisition & device management solutions. And these scalable solutions will be marketed by our ADSPs across the addressable market.

The networking solutions will help ADSPs to proactively address potential SMB customers. We are not looking to add more partners this year.