CIO Survey on Enterprise Mobility
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Enterprise mobility ranks high on the ‘priority’ list of most Chief Information Officers (CIOs) across the world. However, to gain from it, CIOs need to understand how to maximize business benefits in a cost-effective and secure way.

Today, many CIOs are in the process of drawing up a roadmap for enterprise mobility. At CIO Association of India (CAI), we wanted you, our members (and members of the World CIO Council), to benefit from the insights of your peers while formulating the right plans.

Through the CIO Research Center, we conducted a survey to understand how CIOs perceive enterprise mobility and what factors influence the decision-making. We hope the findings shared here, help you better track this important trend and build informed strategies.

CIO Research Center provides in-depth research, analytics, and advisory services to CIOs and technologists. We are focused on helping CIOs make the right technology decisions, both strategic and tactical. We are affiliated with the World CIO Council and the CIO Association of India, India’s largest independent association of CIOs.

CIO Research Center acknowledges Research In Motion’s (RIM) support for this initiative.

Duration: The survey was launched on 6th September, 2011, and responses accepted till 19th September, 2011.

Reach: The survey was sent to the CAI member community and received 305 responses.
Summary of findings

- An overwhelming majority (94%) of CIOs believe that enterprise mobility will be an important part of their organization’s IT strategy within the next one year.
- Almost 70% of the respondents believe that enterprise mobility solutions play an essential role in their organization.
- Only 1% of the CIO respondents believe that mobility solutions are not required.
- Almost half of the respondents are either already using some solutions in this area or have deployments in progress.
- BlackBerry Enterprise Server is currently the dominant mobility platform in use.
- Android seems to be picking up some momentum.
- Almost half of the respondent organizations provide only limited support for some employee-owned devices in the Bring Your Own (BYO) model.
- Improved employee productivity is the most important driver for adoption.

- Security and compliance is the most important adoption challenge.
- Most organizations are already using mobility solutions around email and calendaring applications.
- Business Intelligence (dashboard) related applications are high on the CIO wish-list for the near future.
- The cost of the handheld devices does not feature among the most important parameters for the selection of mobility solutions.
- Security as well as ease of deployment and use, are the more important criteria in solution evaluation.
- Tablets are predicted to have an important role for accessing data on the move.
- Telecom carriers are the preferred source for organizations to source mobility solutions.
- CIOs prefer to utilize the services of Systems Integrators (SIs) and Value Added Resellers (VARs) for mobility application support.
Survey findings

Participation – industry
The survey received responses from CIOs from different industries, with most industries being fairly well represented. The IT/ITES industry is the lead contributor, followed by the Manufacturing and Financial Services industries.

Participation – company size
CIOs from companies of different sizes – from large to small – have participated. 20% of the responses have come from CIOs of very large companies, with over 5,000 PCs. The organization size has been segmented according to the number of PCs for the purpose of this survey.
Key finding 1

*Enterprise mobility features high on CIOs’ priorities.*

An overwhelming majority (94%) of CIOs believe that enterprise mobility will be an important part of their organization’s IT strategy within the next one year. Only a handful of respondents (1%) disagree, and a small minority (5%) are uncertain about its importance.

![Pie chart showing the responses to the question: Enterprise mobility will be an important part of the IT strategy in the next one year.](chart1)

Key finding 2

*Many senior executives spend almost half of their time on work-related travel.*

Travel takes up at least one-fourth to half the work time for a considerable majority (almost 40%) of senior managers, across sectors. Some (13%) spend more than half their time traveling. This could be a strong reason in favor of enterprise mobility initiatives at many companies – enabling these senior level employees to stay connected and take decisions while on the move.

![Pie chart showing the time spent on travel by senior-level workforce.](chart2)
**Key finding 3**  

*CIOs play a crucial role in guiding enterprise mobility initiatives.*

Most of the respondents (72%) are involved in evaluating the technology. They also determine the need for such solutions and actively direct the strategy. This could be linked to their key role of facilitating technology adoption to deliver business results.

<table>
<thead>
<tr>
<th>Role played in selecting enterprise mobility solutions</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Determine need</td>
<td>52%</td>
</tr>
<tr>
<td>Set strategy</td>
<td>62%</td>
</tr>
<tr>
<td>Evaluate technology</td>
<td>72%</td>
</tr>
<tr>
<td>Select vendors</td>
<td>49%</td>
</tr>
<tr>
<td>None of the above</td>
<td>3%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
</tr>
</tbody>
</table>

**Key finding 4**  

*Many enterprises have already deployed enterprise mobility solutions.*

A sizeable section (38%) of the respondents said that their organizations are already using enterprise mobility solutions. In some organizations solution deployment is in progress while others plan to deploy it in the next 3-12 months. According to CIOs, an overwhelming majority (95%) would have deployed enterprise mobility solutions in the next one year. Only 5% of the respondents indicated that they had no plans for deployment.

<table>
<thead>
<tr>
<th>Solution deployment stage</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Already using</td>
<td>38%</td>
</tr>
<tr>
<td>Deployment in progress</td>
<td>10%</td>
</tr>
<tr>
<td>In the next 3 months</td>
<td>8%</td>
</tr>
<tr>
<td>3-6 months</td>
<td>12%</td>
</tr>
<tr>
<td>6-12 months</td>
<td>16%</td>
</tr>
<tr>
<td>12 months hence</td>
<td>11%</td>
</tr>
<tr>
<td>No plans at this time</td>
<td>5%</td>
</tr>
</tbody>
</table>
Sub finding 1

*The larger organizations have a head-start in the use of enterprise mobility solutions.*

More than half the large organizations (more than 5,000 PCs) surveyed have already begun using these solutions. The large organizations are also the ones with the maximum deployments in progress. However, there are a significant number of deployments in progress across organizations of all sizes.

Deployment status based on the size of the organization

<table>
<thead>
<tr>
<th>Size of Organization</th>
<th>Already Using</th>
<th>Deployment in Progress</th>
</tr>
</thead>
<tbody>
<tr>
<td>More than 5000 PCs</td>
<td></td>
<td>56.06%</td>
</tr>
<tr>
<td>Between 1000 to 5000 PCs</td>
<td></td>
<td>15.15%</td>
</tr>
<tr>
<td>Between 500 to 1000 PCs</td>
<td></td>
<td>32.84%</td>
</tr>
<tr>
<td>Between 250 to 500 PCs</td>
<td></td>
<td>33.33%</td>
</tr>
<tr>
<td>Between 100 to 250 PCS</td>
<td></td>
<td>32%</td>
</tr>
<tr>
<td>Less than 100 PCs</td>
<td></td>
<td>6%</td>
</tr>
</tbody>
</table>

Sub finding 2

*The Financial Services industry leads the list of the early adopters.*

More than 50% of the CIOs from the Financial Services industry stated that they have already deployed enterprise mobility solutions. Hospitality, and Media & Entertainment are the others leading the list. IT surprisingly, takes the middle rung, while the Government/Public Sector enterprises are the laggards in the race.

Deployment status (already using mobility solutions) based on industry

- Financial Services: 52%
- Hospitality: 50%
- Media & Entertainment: 45.45%
- Other: 43.14%
- Infrastructure: 40%
- IT/ITES: 39.56%
- Telecom: 35.71%
- Retail/Wholesale/Distribution: 35.71%
- Manufacturing: 31.58%
- Education: 20%
- Healthcare & Pharma: 17.65%
- Government/Public Sector: 11.11%
Sub finding 3

The time spent by the senior-level workforce on work-related travel has a clear link to early adoption of enterprise mobility solutions.

Enterprises, where the senior workforce spends more than half their time on travel, are the ones with the maximum deployments already in place. It seems to indicate that greater the time spent on travel, the greater the need for mobility solutions to facilitate working on the move.

![Deployment status graph]

Key finding 5

BlackBerry is the most popular enterprise mobility platform.

BlackBerry leads as the popular platform with 80% of the respondents indicating that their companies currently use it. However, many companies also support more than one platform, including the iPhone, Android, Symbian, and Windows Mobile.

![Platforms graph]
Key finding 6

*There is limited support for employee-owned mobile devices at work.*

Only 47% of respondents support employee-owned mobile devices at work (Bring Your Own or BYO), and in a limited manner. A significant 27% does not support these devices while some clearly discourage and prohibit such devices at work.

![Support for employee-owned mobile devices](chart)

Key finding 7

*Enhanced employee productivity is the biggest driver for enterprise mobility.*

Most companies perceive gains in employee productivity as the biggest benefit of using enterprise mobility solutions. Improved employee availability, better customer support, and enhanced communication are the other key benefits. Reducing operational costs, however, takes a lower place on the benefits list, clearly indicating that organizations value productivity over mere cost savings.

![Benefits of enterprise mobility](chart)
Key finding 8

**Security and compliance issues are the biggest challenges in enterprise mobility adoption.**

Three key challenges deter companies from deploying enterprise mobility solutions. Security and compliance issues lead the list (75%), and are followed by lack of solution awareness. Costs and unclear ROI issues come third, with 42% of the respondents indicating that they are a concern.

![Main inhibitors](chart)

Key finding 9

**Email, followed by calendar and contacts, is the most popularly used mobility application.**

Enterprises already using mobility solutions find email, and calendar and contacts, as the most useful application. Though many enterprises view better Customer Relationship Management (CRM) as one of the key gains from enterprise mobility, they currently use CRM-related applications in a limited manner (19.40%).

![Mobility application – currently used](chart)
Key finding 10

Many companies conveyed an interest in using Business Intelligence related mobility applications in the near future.

The future of Business Intelligence applications looks promising with over half the respondents (52.54%) indicating an interest in using them across their organizations, in the near future. Clearly, enterprises are looking at mobility devices not merely as communication solutions, but also as decision support systems.

<table>
<thead>
<tr>
<th>Mobility application – interested in</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>BI (dashboards)</td>
<td>52.54%</td>
</tr>
<tr>
<td>CRM</td>
<td>42.99%</td>
</tr>
<tr>
<td>Sales Force Automation (SFA)</td>
<td>38.21%</td>
</tr>
<tr>
<td>Document management</td>
<td>31.34%</td>
</tr>
<tr>
<td>Human resources (HR) Applications</td>
<td>28.36%</td>
</tr>
<tr>
<td>Enterprise telephony</td>
<td>26.57%</td>
</tr>
<tr>
<td>ERP</td>
<td>26.27%</td>
</tr>
<tr>
<td>Instant messaging</td>
<td>23.58%</td>
</tr>
<tr>
<td>Calendar and contacts</td>
<td>20.00%</td>
</tr>
<tr>
<td>Email</td>
<td>17.61%</td>
</tr>
<tr>
<td>Other</td>
<td>5.37%</td>
</tr>
<tr>
<td>None</td>
<td>3.58%</td>
</tr>
</tbody>
</table>

Key finding 11

Security and ease of deployment influence the choice of the solution.

Enterprises look for solutions that are secure, and offer ease of deployment and use. The cost of the solution, while important, is not the deciding factor. Only about 78% of the respondents consider solution cost important while 84% value security.

<table>
<thead>
<tr>
<th>Parameters for choosing mobility solutions</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Security</td>
<td>84.18%</td>
</tr>
<tr>
<td>Ease of deployment and use</td>
<td>79.40%</td>
</tr>
<tr>
<td>Cost of solution</td>
<td>78.51%</td>
</tr>
<tr>
<td>Cost of handheld devices</td>
<td>39.70%</td>
</tr>
<tr>
<td>Other</td>
<td>3.28%</td>
</tr>
</tbody>
</table>
**Key finding 12**

*Tablets could become popular for accessing data on the move.*

Most CIOs are likely to use their tablets to access data rather than to join video-conferences or merely stay connected. With better support for data management, tablets could enjoy an important role in the enterprise mobility space.

**Predicted role for tablets**

<table>
<thead>
<tr>
<th>Role</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Access data on the move</td>
<td>61.49%</td>
</tr>
<tr>
<td>Multimedia video-conferencing</td>
<td>14.93%</td>
</tr>
<tr>
<td>Being connected</td>
<td>20.09%</td>
</tr>
<tr>
<td>Other</td>
<td>2.69%</td>
</tr>
</tbody>
</table>

**Key finding 13**

*Enterprises are likely to turn to telecom carriers for mobility solutions.*

Telecom carriers seem to be the preferred option for organizations to acquire enterprise mobility solutions. Telecom carriers provide solutions to most CIOs in some form or another; this relationship seems to be translating into more opportunities for them to provide enterprise mobility solutions to organizations.

**Preferred source for mobility solutions**

<table>
<thead>
<tr>
<th>Source</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telecom carriers</td>
<td>36.42%</td>
</tr>
<tr>
<td>IT VARs/SIs</td>
<td>33.43%</td>
</tr>
<tr>
<td>OEM</td>
<td>20.60%</td>
</tr>
<tr>
<td>Retail outlets</td>
<td>9.55%</td>
</tr>
</tbody>
</table>
Key finding 14

Enterprises are likely to turn to System Integrators/ VARs and application developers for their application support needs.

More than half the CIOs polled trust Systems Integrators/ VARs and Independent Software Vendors to support the applications that they deploy within their organizations.

**Preferred source for application support**

- IT VARs/ SIs: 28.96%
- Developer (ISV): 25.07%
- Telecom Carriers: 23.88%
- OEM: 22.09%

Key finding 15

BlackBerry is the preferred solution partner for most respondents.

This is true of respondents across industries, and large and small companies. A clear majority (61%) of the respondents rated it as the best platform for enterprise mobility, with the Android at a distant second (18%).

**Preferred solution partner**

- BlackBerry: 61%
- iOS/ iPhone: 7%
- Android: 18%
- Windows: 9%
- Symbian: 2%
- Other: 3%
**Sub finding 1**

*BlackBerry is popular even with CIOs using other enterprise mobility platforms.*

Current BlackBerry customers rated it as their preferred partner. So did the respondents using other platforms – more than 40% of iPhone, Windows Mobile, and Android users tagged it as the preferred partner.

### Most preferred platform for existing BlackBerry customers

<table>
<thead>
<tr>
<th>Platform</th>
<th>Preference</th>
</tr>
</thead>
<tbody>
<tr>
<td>BlackBerry</td>
<td>71%</td>
</tr>
<tr>
<td>iOS/iPhone</td>
<td>6.32%</td>
</tr>
<tr>
<td>Android</td>
<td>13.01%</td>
</tr>
<tr>
<td>Windows Mobile</td>
<td>6.32%</td>
</tr>
<tr>
<td>Symbian</td>
<td>1.12%</td>
</tr>
<tr>
<td>Other</td>
<td>2.23%</td>
</tr>
</tbody>
</table>

### Most preferred platform for existing iOS/iPhone customers

<table>
<thead>
<tr>
<th>Platform</th>
<th>Preference</th>
</tr>
</thead>
<tbody>
<tr>
<td>BlackBerry</td>
<td>44.44%</td>
</tr>
<tr>
<td>iOS/iPhone</td>
<td>22.22%</td>
</tr>
<tr>
<td>Android</td>
<td>21.11%</td>
</tr>
<tr>
<td>Windows Mobile</td>
<td>4.44%</td>
</tr>
<tr>
<td>Symbian</td>
<td>3.33%</td>
</tr>
<tr>
<td>Other</td>
<td>4.44%</td>
</tr>
</tbody>
</table>

### Most preferred platform for existing Windows Mobile customers

<table>
<thead>
<tr>
<th>Platform</th>
<th>Preference</th>
</tr>
</thead>
<tbody>
<tr>
<td>BlackBerry</td>
<td>52.94%</td>
</tr>
<tr>
<td>iOS/iPhone</td>
<td>6.72%</td>
</tr>
<tr>
<td>Android</td>
<td>16.81%</td>
</tr>
<tr>
<td>Windows Mobile</td>
<td>15.97%</td>
</tr>
<tr>
<td>Symbian</td>
<td>2.52%</td>
</tr>
<tr>
<td>Other</td>
<td>5.04%</td>
</tr>
</tbody>
</table>

### Most preferred platform for existing Android customers

<table>
<thead>
<tr>
<th>Platform</th>
<th>Preference</th>
</tr>
</thead>
<tbody>
<tr>
<td>BlackBerry</td>
<td>48.41%</td>
</tr>
<tr>
<td>iOS/iPhone</td>
<td>9.52%</td>
</tr>
<tr>
<td>Android</td>
<td>30.16%</td>
</tr>
<tr>
<td>Windows Mobile</td>
<td>6.35%</td>
</tr>
<tr>
<td>Symbian</td>
<td>2.38%</td>
</tr>
<tr>
<td>Other</td>
<td>3.17%</td>
</tr>
</tbody>
</table>
Sub finding 2

*BlackBerry leads the deployments currently in progress, but the Android is also gaining popularity.*

A majority of the respondents – about 42% – have BlackBerry platforms being currently deployed (in progress). Android is also gaining momentum with more than a third of the respondents (34.2%) using it for current deployments.

![Preferred platform for current deployments in progress](image)

Sub finding 3

*The BlackBerry is the preferred platform across industries.*

The exception to this is the Government or Public Sector, which seems to lean towards Android-based solutions. Windows has some appeal in the Hospitality segment, but across all other industries, the BlackBerry leads as the preferred platform.

![Preferred platform by industry](image)
CIO-speak on enterprise mobility vendors and service providers

**BlackBerry**
CIOs prefer the BlackBerry platform for its security and ease-of-use features. This is what they say:

“The ease of use and intelligence of the device, backed by the security features, give it an edge over other mobile platforms/devices available.”

“Enterprise-grade, secure, proven mobile device management, stable.”

“It works best with email.”

“Vastly used and accepted by the users, cost competitiveness.”

“The BlackBerry solutions were designed for enterprise mobility itself and they remain one of the best in the industry. Other players jumped into it later, copying most of the existing features.”

“Secured, facilitation of messenger, mails and Internet access; apps for this platform are far more stable than any other platform.”

“We already have the infrastructure in place and no other brand gives the kind of response time that BlackBerry gives.”

“A study was done and this was found to be the best option based on several parameters.”

**iPhone/iOS**
CIOs favor the iPhone and its operating system because:

“It offers security and more possibilities to develop corporate applications on; and is emerging as the choice of users.”

“Ease of use for senior management; allows device data encryption and remote wipe; secure data.”

“Easy to use; popular at home.”

“Usability, adoption rate, technology advantage.”

“Depth of applications available.”

“Touch screen user interface is very good; also supported API to implement mobile solutions.”

“iOS has enterprise controls that support security implementation with mobility.”

“iPad has been the differentiator as more people are ready to purchase it as a personal device.”

“Apple products seem to enjoy a good ecosystem, having products such as the iPhone and iPad.”

**Symbian**
Symbian attracts a modest number of CIOs as:

It offers “More compatibility and ease of use for end-user.”

It enjoys “Mass market penetration.”

“Majority of the employees are own Symbian mobile device.”

It can be “Integrated with other systems.”
Windows Mobile
The Windows platform is popular among CIOs for:

“Its commonly available technology does not need extensive technical skills to understand and operate; it’s very user friendly too.”

“User’s familiarity.”

“This platform supports the widely-used office solutions, most required while on the move.”

“With back-office based on MS technologies, it should be easier to integrate and deploy.”

“We have many Windows-based mobile devices and feel a Windows-based system will scale well.”

“Because of a very large Windows application base which Windows Mobile should hopefully be able to integrate into.”

“Cost effective.”

“Ease-of-integration.”

“Integration with different platforms.”

“This is one of the most widely accepted/used platforms.”

“Compatible with all applications.”

“Reach and availability of apps and skill sets.”

“Support framework.”

Android
Factors that make the Android attractive to CIOs are:

“Wide availability of resources.”

“Ease of configuration.”

“Low cost availability of a large number of devices and ease of deployment.”

“Open source – no licensing costs involved; flexibility to develop and deploy customized and tailor-made applications; processing speed.”

“Availability across platforms and cost of acquisition and deployment.”

“It has the best features – inherent or through third-party applications.”

“ROI; decent application development support; flexibility in device options; though there are challenges in hardware support; good battery devices (which are available on Windows).”
CIO-speak on the future of enterprise mobility applications

What role do you foresee for enterprise mobility applications?
“Big game changer.”
“Mobility will be the end point device of computing and an essential productivity tool in the enterprise.”
“It will soon move into ‘must have’ from ‘good to have’.”
“Office on the move…”
“It’s going to take some time before people start using it in a big way… concerns are around accountability and security… However I do believe that it’s going to be the way forward for application/financial management.”

How do you foresee it affecting your operations?
“It is already a lifeline to stay connected while on the move, though it is mostly about emails. Very soon, the demand will be to make available everything on mobile devices as the devices are becoming smart with features, which can support ease of operations.”
“Mobile applications will bring up productivity and organizational effectiveness as it will give the employee an opportunity to complete tasks even when not in the office.”
“With multi-location plants in multiple geographies, mobility solutions are going to play a major role in connecting employees and stakeholders.”
“Dashboards, reports, emails, and application access on the fly are becoming mandatory; this can only be achieved with scalable and handy mobility solutions.”
“A multi-faceted role: be it improving organizational productivity; enhancing customer satisfaction; optimizing logistics and operations; streamlining supply chain management; enabling mobility in the workforce.”

“I see a major role for enterprise mobility solutions for there is an increased demand for flexible work-hours from employees, reliability in establishing connectivity even from tier B and C cities, and difficulties in commuting. Thus, there is an overwhelming demand for working from outside of the office space. Simultaneously, increased customer expectations and competition places demands on the work-force to access key enterprise applications (not just e-mail) from outside the office to meet customer orders and support queries quickly.”
“Mobility is going to be a game changer in the future – it will no longer be optional. It will be mandatory for organizations to reduce costs, improve productivity, improve customer service, and even have professionally satisfied employees.”
“Mobility solutions will redefine the way we do business in the future, decimating organizational boundaries and geographic time-zones with always-on, any-time information that is highly essential in this digital age.”
“Critical as employees work from home or travel.”
“It would eventually do away with what we know as offices today and make the office where one is situated.”
“Eliminate man-power fixed to a cubicle/area of work. Cut down office real-estate issues.”
Appendix A
(List of respondent companies)

24/7 Customer
3i Infotech
ABC Consultants
Abu Dhabi Commercial Bank
Accenture Services
ACPL Systems
Acropetal Technologies
Aditya Birla Health Services
AFL
Air Liquide India
Air Works India Engineering
Akamai Technologies India
Alfa Laval India
Almondz Global Securities
Ambit Holdings
Amicorp Management India
Amway India
AON
Apra Auto
Asite Solutions
Atos
Atyati Technologies
Autocop India
Avineon India
Axis Mutual Fund
Badve Engineering
Bajaj Capital
Ballarpur Industries
Banaras Beads India
BCCL
BDH Industries
Bharat Fritz Werner
Bharat Sanchar Nigam
Bharti Airtel
Bharti Airtel
Bharti AXA General Insurance Co.
Binary Semantics
BPCL
Brakes India
Brigade Enterprises
BT India
Cantabil Retail India
Cap Gemini
Capita India
Carrier Airconditioning and Refrigeration
Centrum Direct
Chimes Aviation
Cibo Gourmet Catering Co.
CLP India
ClubHack
CMC
Coastal Gujarat Power (A Tata Power Company)
CODELCO
Cognizant Technology Solutions
Colgate-Palmolive
ComAvia Systems Technologies
Compsoft BPO Services
Compuage Infocom
ConnectM Technology Solutions
Continuity and Resilience
Converso
Corelogic
Credit Agricole Corporate and Investment Bank
Cybage Software
Datamatics Global Services
DBS Bank
Deepak Fertilisers and Petrochemicals
Deepak Nitrite
Defiance Technologies
DELL
Deloitte
Descon Engineering
DeWolf Enterprises
Dow Corning
Dynamic Logistics
Eduriser Learning Solutions
Ekomate Systems
Eli Lilly and Company
Emami
EMC
Emcure Pharmaceuticals
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Era Construction</td>
<td>IFFCO</td>
</tr>
<tr>
<td>Essar Oil</td>
<td>IFFCO Tokio General Insurance Co.</td>
</tr>
<tr>
<td>Estel Technologies</td>
<td>IFRC</td>
</tr>
<tr>
<td>Eveready Industries India</td>
<td>iGATE Patni</td>
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<td>Extentia</td>
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<td>Firstsource</td>
<td>India Telecom Infra</td>
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<td>Flowline Services</td>
<td>Indiabulls</td>
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<tr>
<td>Fortune Hotels</td>
<td>IndiaFirst Life Insurance Company</td>
</tr>
<tr>
<td>Fullerton India</td>
<td>Indian Oil Corporation</td>
</tr>
<tr>
<td>Fullerton Securities and Wealth Advisors</td>
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Luminous Power Technologies
LVMH
M&M
M3M India
Mahindra Finance
MAKE IT Secure Technology
MakeMytrip India
MANAGE
Marlabs Software
Masdar
MathWorks India
Max New York Life Insurance Co
Mecklai Financial Services
MEMC
Meru Cab Company
Metlife India Insurance Company
Metso Minerals (India)
MGMRNet
Microland
Micro Inks
Microsoft
Middleware Consultants
Mindlance
Mindtree
mjunction Services
MoMoB
Montage
Motwane Manufacturing
MPS
MTNL
MTR Foods
Mudra Communications
National Informatics Centre, Govt. of India
Navionics
New Globe Logistik
Nicco Corporation
NILE
Nippo Batteries
NISE
Nitor Infotech
Novartis Pharma
NSE Infotech Services
NTPC
Nucleus Software Exports
Nuvis Analytics
Oracle
Orbis Financial Corporation
Orissa Electricity Regulatory Commission
Pan India Network
Panchshil Realty
PCS Technology
Pearson Southern Africa
Perceptive Solutions
Pixel Softek
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Potti Sreeramulu Telugu University
Privi Organics
Pushpanjali Crosslay
QS Advisory
Quint Wellington Redwood
RABCS
Radico Khaitan
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Ramco Systems
RAMTeCH
Raymond
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Rockland Hospitals
RSA Security
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Sakthi Finance
SAM Industrial Enterprises
SAP India
SBI CAP Securities
Schindler
Selfinity Solutions
Serco India
Shoppers Stop
Si Group - India
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Siemens IT Solutions & Services
SIL
Sir Ganga Ram Hospital
SITA  
Smartlinx  
SNE Engineers  
Societe Generale  
Sonic Biochem  
South Coast Technology Advisors  
SpiceJet  
SPML  
Stovec Industries  
Subros  
Survey & Land Registration Bureau  
Swatch Group  
Tagit Mobile  
Tata Communications  
Tata Consultancy Services  
Tata Global Beverages  
Tata Sky  
Tata Teleservices  
Tavant Technologies  
TCL - Transition Consulting  
TCPL Packaging  
TCS and IRL  
Techno Electric & Engg Co.  
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Universal System Technologies  
UTI Mutual Fund  
Valtech  
Videocon  
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Watson Pharma  
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Zensar Technologies  
ZenSOFT Services