



Agilex Tech Solutions Private Limited

An ISO 9001:2015 Certified Company

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Agilex - Company Introduction

Industry Challenges & Agilex Services Portfolio

Repairs process overview

Quality process with focus on repairs

Agilex Tech Solutions:

- Provides new and refurbished (EOS/EOL) Telecommunications, Industrial Automation & IT equipment at vastly reduced prices.
- Provide superior repair services backed by a hassle-free warranty.
- Focus on supporting clients with best possible pricing and widest range of equipment, helping in :
 - reduce capital and operational expenditure
 - maximising profits.
- Coupled with this, we provide superior technical knowledge.

- Our clients rely on us to provide accurate, quality tested equipment at typically between **50-70%** below OEM pricing
- At **Agilex** our mission is to provide quality products and service to our customers.
- We listen to our customers and make every effort to meet their needs through well-stocked inventory, trained technical staff, and experienced sales team
- We deliver fast, flexible, and cost effective solutions to build long-term relationships with our customers

AGILEX is committed to provide services which consistently meet or exceed customer expectation in terms of :

- **QUALITY**
- **COST**
- **DELIVERY**

And to be the leaders in customer delight.

Office and Operations Pictures



Office Area



Lab Area



Load Test Area



Equipment Storage



Lab View



Proposed to New Customers

SOURCING & SUPPLY

Spare Parts Sourcing

Spare Parts Supply

EOL & EOS Spare Support

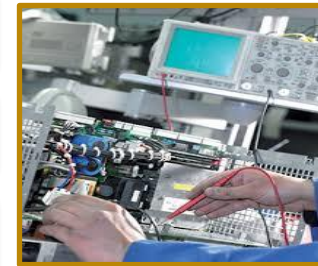


REPAIR & ASSET MANAGEMENT

Multi-vendor Equipment
Repair

Inventory Management

Equipment AMC / CMC



Industrial Automation INTEGRATION

Integration

Engineering & Design

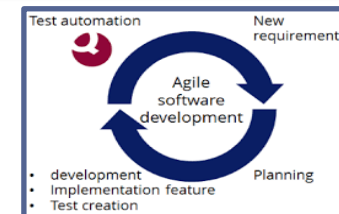
Project Execution



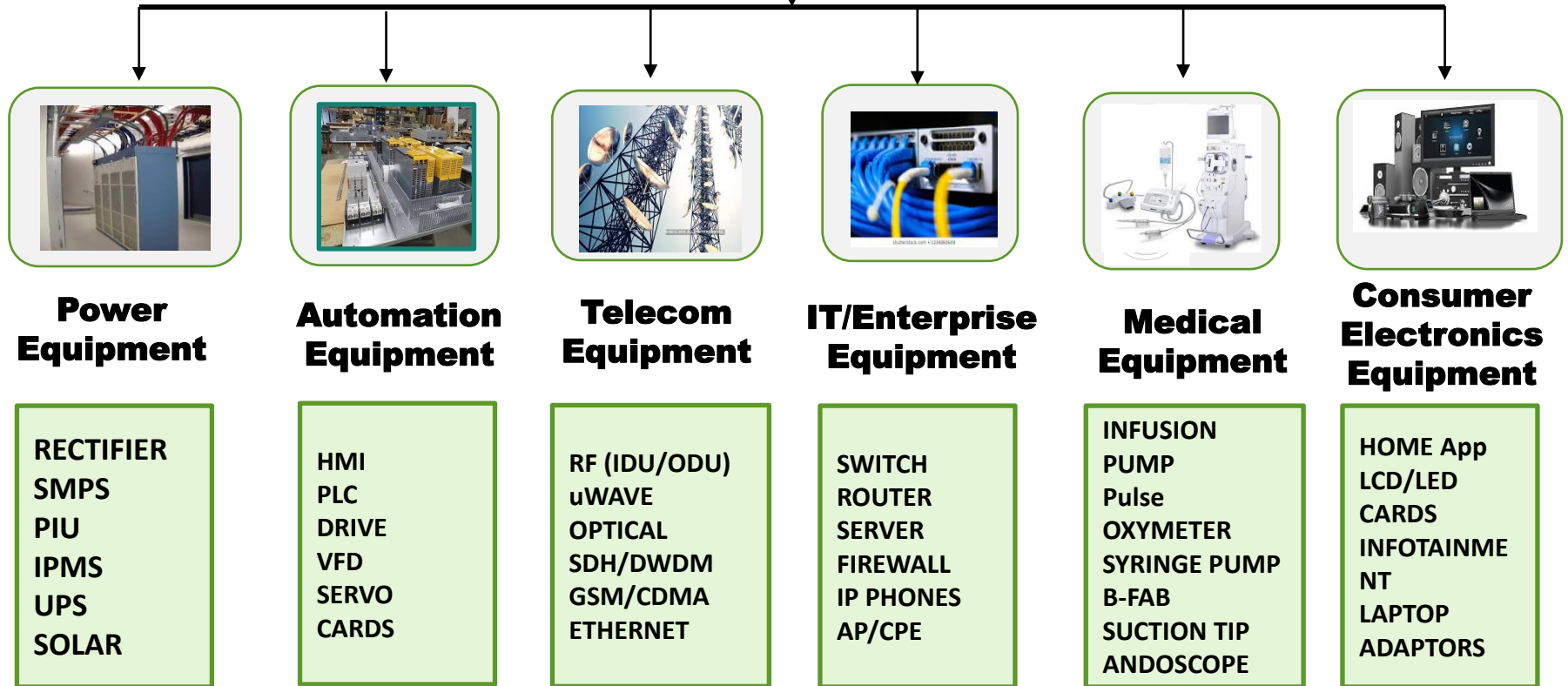
Others

Software Development Services

Consulting Services



Service Verticals



Individual Challenges that Service Providers are Facing



De-Installation & Reverse Logistics



- ⊕ Equipment mishandling/damage
- ⊕ Improper packaging

- ⊕ Lack of access to reliable repairs capability
- ⊕ High repair costs & BER rates
- ⊕ Lack of integrated logistics

Repairs & Testing



Receiving & Classification



- ⊕ Mixing of usable & unusable equipment
- ⊕ No visibility of part nos. of Equipment & components

- ⊕ Difficult to timely retrieve & redeploy
- ⊕ Mis-management of kitting, packaging & logistics
- ⊕ Lack of on-field coordination

Redeployment



Storage & Inventory Management



- ⊕ No method of storage that eases reuse
- ⊕ Missing capturing important details
- ⊕ No clear way on next course of action

- ⊕ No proper segregation & processing
- ⊕ Danger of improper recycling of non-working equipment

Handling Redundant Inventory



- Agilex specializes in supplying our customers with Spare Parts (Refurbished or New) for various equipment within their networks.
- Our global sourcing network includes partners across Europe and the Americas which enables us to source a wide range of Telecom & Network equipment. This also enables us to source parts otherwise deemed EOL or EOS.
- Some of the categories of equipment that we source include the following:

Passive	Automation	Enterprise	RF/Microwave	Optical
Rectifiers, SMPS, Power Plant	PLC	Servers & Storage	BTS Cards – 2G, 3G, 4G	PDH, SDH, WDM
IPMS Spares/Modules	HMI	Routers	Modules	SFP/XFP
PIU Spares/Modules	VFD	Switches / Modems	Cables and Accessories	Cables and Accessories
UPS	DRIVE	Firewalls	Connectors	
Connectors	INDUSTRIAL CARDS	Accessories & IP Phones	CDMA	

Please note: The above is an indicative list of supplied items, any other items which are possible which might not be included.

Multi-vendor swap, repairs & test portfolio for Network & Telecom Equipment



- ### Switching Equipment

 - a. STPs
 - b. Switches (Wireless & Wireline)
- ### Wireless Access

 - a. GSM BTS & Modules
 - b. CDMA BTS & Modules
 - c. Repeater & IBS
 - d. GSM & MW Antennae
- ### Automation

 - a. PLC
 - b. HMI/VFD/SERVO
 - c. INDUSTRIAL CARDS
- ### Enterprise Equipment

 - a. Firewall
 - b. Switches, Routers & Servers
 - c. EPABX



- ### Power Equipment

 - a. SMPS/Rectifier Modules
 - b. PIU/IPMS
 - c. UPS/POWER PLANT
- ### Transmission Equipment

 - a. RTN 605, PDH, SDH & XWDM
 - b. Microwave IDU, ODU
 - c. LMDS
- ### Data Equipment

 - a. ATM Switch
 - b. Ethernet Switch/APs
 - c. Routers
- ### End Customer Equipment

 - a. Feature / Smartphones & Dongles (GSM/CDMA)
 - b. IP Phones, CPE, AP
 - c. DTH Set Top Boxes
 - d. Modems & Routers

Our Clients



Telecom
Network
Operators,



ATC INDIA



दिल्ली मेट्रो रेल कॉर्पोरेशन लिमिटेड
Delhi Metro Rail Corporation Limited



ISPs & Service Providers



TEJAS[®]
NETWORKS
Future Ready. Today.



BEETEL



OEM



REVOLT

Vardhmān



JBM Group 
Our milestones are touchstones

HAPPY FORGINGS

SINCE 1973

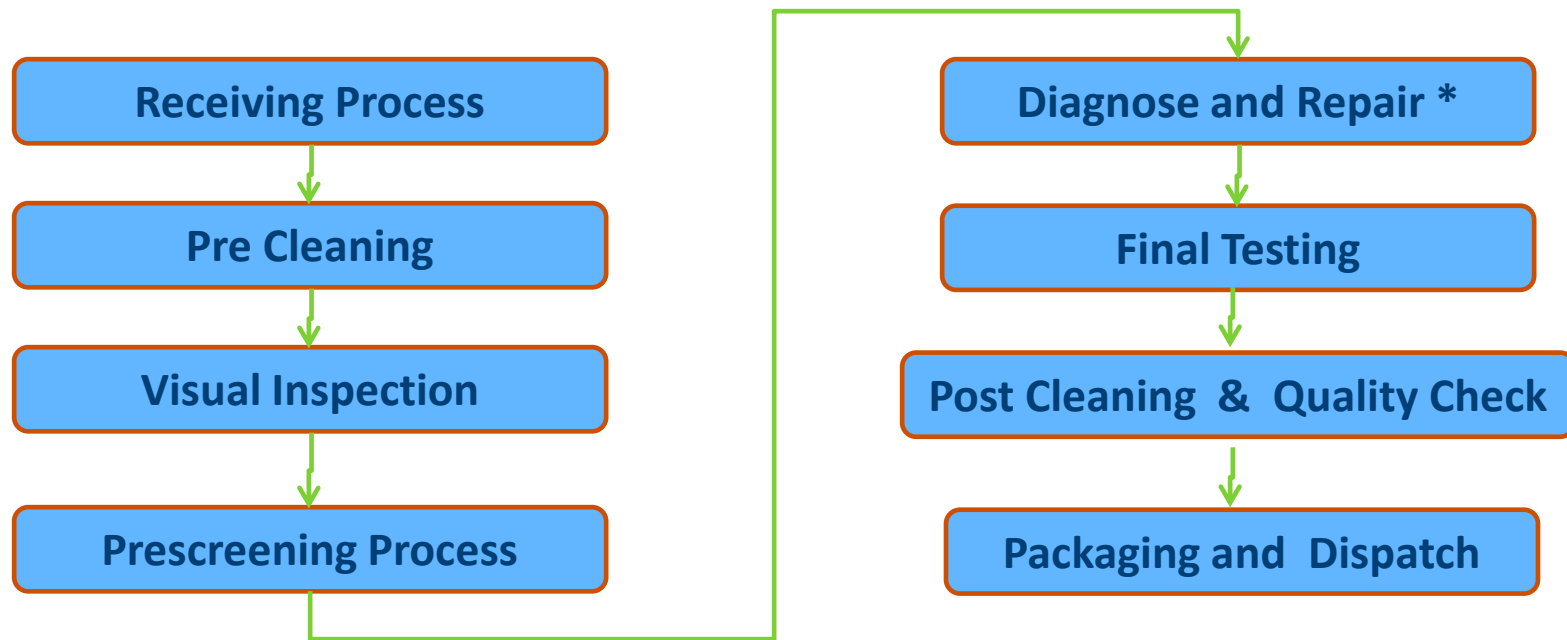


KRISHNA



Triveni
ENGINEERING & INDUSTRIES LTD.

Process Flow Chart



L1: Software Loading

L2: Software loading and Cosmetic changed

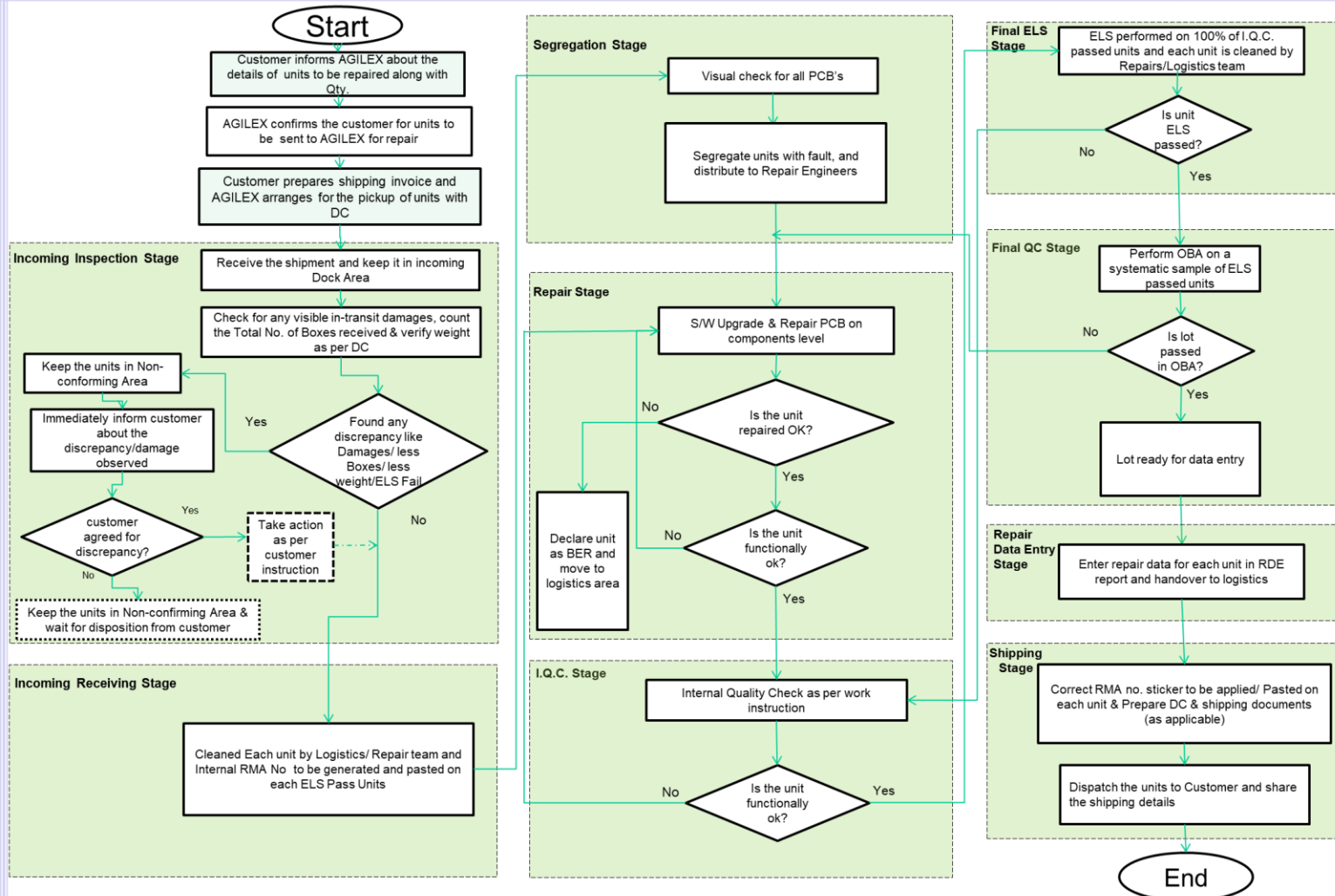
L3: Active and Passive Level Components Replacement

L4: BGA Components Replacement

Repairs Process Flow



IND-INNOVATIONS IT EQUIPMENT Repair Process Flow



Case Study : Repairs of Previously Declared (BER) Units



- Initially 12 units were issued to Agilex for analysis and repair attempt which were previously declared as BER by other companies.
- Total 10 repaired units dispatched to Customer and out of 10 units, Customer found 10 units working fine and all units were under observation for extended hours.
- Finally Customer certified for all these 10 units as working in good condition.

⇒ **Maximized Repair Rates without cannibalization**

⇒ **Reduced BER Rates**

⇒ **Complete Warranty support as per requirement**

Quality Control Steps

- ✓ Incoming Quality check (IQC)
- ✓ Re-Repair/DOA Process
- ✓ Process Adherence Quality Check
- ✓ Calibration & Validation Process
- ✓ Jigs/Tools/Equipment/ESD Validation
- ✓ QMC-Sampling Process
- ✓ ECN process implementation

Agilex Quality Process – Post Repairs



Agilex Quality internal target is 98% & Perform the OBA (Out of Box Audit) as per the Mil-STD-105(reduced, normal or tightened inspection plan) for:

- A. Cosmetic Requirements**
- B. Workmanship Requirements**
- C. Functional Requirements**
- D. Packaging Requirements**

Systematic Sampling done for maximizing chances of fault detection

E.g. Under tightened inspection, 20 samples picked up from a lot of 100 units spread equally across IQC engineers

OEM equipment we support for Supply



Nokia Siemens
Networks



and many other OEM's...

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