



The Ride of a Lifetime !!

A year ago today, I walked in to an empty office in Bangalore, armed with nothing other than a vision, with a mission and the freedom to dream.

That day, the 23rd of June, 12 rented desks that appeared enormous in their loneliness and a telephone line that did not ring greeted us. Yet we had a 'web site' and we were on the ball telling you and others that "Quantum is Alive", and sharing with you a little bit of our dream.

It was a frightening yet exhilarating experience because this *was* Quantum, and it was **mine**. It was the base upon which we would create that unique blend of value I had spent years thinking about.

This year has been worth every minute of every day, and it has been worth it through the testing and proving, the small victory or big successes, a snubbed nose through to the stubbed toe or a lost opportunity. It has been extremely hard work but fun and satisfying.

Immensely gratifying were people from the fringe of ones professional life extending their personal and unconditional support, and sadly enlightening when others who were close and who "fed" off you strangely turned their backs. That was a lesson of great value in the realities of life.

But most of all, it has been do-able because of friends and family, those that believe and are complete in their faith, and in the manner in which they champion us along to achieve this dream. They have silently gone about garnering support for Quantum, have lobbied our cause, have made valuable suggestions, have prayed for our successes, and provided nurturing in every way possible.

Without naming names (ala Oscars), I must tell you how immensely grateful Quantum and I are !

Quantum has crossed a symbolic hurdle this week – we have evolved to the first stage of our maturity. We have reached a "growth" model in our structure with a well-balanced set of Domain Experts as well as a highly credible and competent Technical Group. A portfolio of three products is ready, which in a year is a small miracle, and we have a defined route forward in strategic terms.

Our thrust is towards creation of value through a portfolio of products unique to each specialist group in shipping, which by the end of 2006, we target 16. At the same time, we will market to a researched and select target client list, where we envisage a strategic and long-term engagement.

Our business results are as per expectations, though I must add, these expectations are not mine but business realities of slow cycles – personally, I'd like us to be a light year ahead of where we are today

We remain very determined on our other business directions of BPO, Consulting and OD; and the year ahead will see a researched business case and business model for each, with the necessary resources.

This weekend, the entire team is heading for an off-site over two days of well earned entertainment, sprinkled with workshops and meetings to define our values, endorse the Quality statement, and gain everyone's support towards making Quantum a Global No.1 by the end of 2006.

In looking forward to the next year in our life, Quantum hopes to strengthen the relationship that we have, and hopefully get you aboard our ship for a voyage or two.

Arjun