



Jade's big Indian deal

Christchurch-based Jade Software Corporation has notched up one of its biggest deals ever – selling its student management system (SMS) throughout India. The agreement with Jade's Indian partner CMC will begin with the deployment of a customised version of Jade SMS in 25 training centres around Mumbai, growing to 100 centres by the end of the year encompassing 50,000 students. CMC is part of the enormous Tata conglomerate and its support for Jade SMS opens potentially huge markets for the product; Jade hasn't said exactly how much it expects to make from the agreement, but describes it as "one of the most significant engagements with a world class Systems Integrator that Jade has entered into in the last five years."
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Software to India

JADE SOFTWARE says a deal to sell a software product in India is the most significant it has entered into in the past five years.

The Christchurch company said Indian partner CMC would sell Jade's student management system throughout India.

It said up to 100 centres in India would have the software by the end of the year.

There are more than 20,000 universities and colleges in India, making it an attractive market for student management software systems. NZPA



Jade seals major deal with Indian partner

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The Christchurch-based company said Indian partner CMC will sell Jade's student management system (SMS) throughout India.

The company did not put any numbers on expected revenue or profit from the sales but said up to 100 centres in India will have the software by the end of the year.

"This is one of the most significant engagements with a world-class systems integrator that Jade has entered into in the last five years," Jade's managing director Rod Carr said.

CMC is a publicly listed subsidiary of TCS, which is part of Indian industrial conglomerate Tata Group. More than 20,000 universities and colleges in India make it an attractive market for student management software systems.

Jade first developed SMS in 1999. The current 4.5 version was released in April. The sales in India are of a customised version.

The application will be installed and supported by CMC personnel following training in Christchurch. Jade will train a further 25 CMC employees in Mumbai later this year.

Jade reported annual profit rose 3 per cent to \$8 million in March.

— NZPA



Jade has software coup

WELLINGTON — Privately owned Jade Software Corp is hailing a deal to sell a software product in India as the most significant it has entered into in the past five years.

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This is the first major deal resulting from Jade's partnership with CMC. NZPA



Jade hails deal as 'significant'

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Jade strikes deal with Indian company

JADE Software Corporation is celebrating striking a first deal with its new Indian partner CMC to sell software in India.

CMC is a leading IT services company and a subsidiary of Tata Consultancy, one of the world's leading information and technology companies, and part of the Indian conglomerate Tata Group.

"This is one of the most significant engagements with a world class systems integrator that Jade has entered into in the last five Tuesday, 24 June 2008, p. 7

years," Jade managing director Rod Carr said.

He said Jade would receive a small royalty from every end user of the student management system. The end users were the administrators of the system within colleges, universities and other training organisations, which was the target market.

Jade had not made an estimate of what it could earn from the deal, partly because it was not familiar with the domestic market in India.

Fairfax



Jade deal in India

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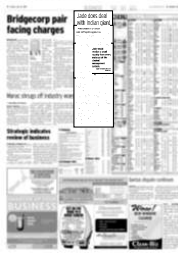
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Jade does deal with Indian giant

By MARTA STEEMAN in Christchurch

JADE SOFTWARE CORPORATION is celebrating striking a first deal with its new Indian partner CMC to sell software in India.

CMC is a leading IT services company and a subsidiary of Tata Consultancy, one of the world's leading information and technology companies, and part of the Indian conglomerate Tata Group.

Jade managing director Rod Carr said: "This is one of the most significant engagements with a world class systems integrator that Jade has entered into in the last five years."

Mr Carr said Jade would receive a small royalty from every end user of the student management system. The end users were the administrators of the system within colleges, universities and other training organisations who were the target market.

Jade would receive a small royalty from every end user of the student management system.

Jade managing director Rod Carr

Jade had not made an estimate of what it could earn from the deal partly because the domestic market in India was not familiar.

It was a low-cost market to operate in and many times bigger than New Zealand. Its costs were a seventh of New Zealand's and size about 250 in this area.

"How that all washes out is utterly dependent on how successful CMC is in deploying the applications," Mr Carr said.

CMC had been in India from the late 1970s, so was not a new star but it was well established and had credibility in the market.

Initially CMC would roll out the software in its 25 franchised training centres in and around Mumbai, and that would grow to 100 centres in the western region by the end of this year with more than 50,000 students on the system. CMC would extend that to another 300 CMC franchised training centres across the rest of India.

"With more than 20,000 universities and colleges in India, there is strong demand for modern student management systems and it is this market that CMC are targeting," Mr Carr said.

Several New Zealand universities use Jade's student management system software, including Canterbury and Waikato, along with the Christchurch Polytechnic and Otago Polytechnic.

CMC was focused on the education and training market in India and emerging Asian markets.



JADE SOFTWARE CORPORATION

Software sold to India

Marta Steeman

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Jade managing director Rod Carr said, "This is one of the most significant engagements with a world-class systems integrator that Jade has entered into in the last five years."

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Jade had not made an estimate of what it could earn from the deal partly because the domestic market in India was not familiar.

It was a low-cost market to work in and many times bigger than New Zealand.

Its costs were one-seventh of New Zealand's. "How that all washes out is utterly dependent on how successful CMC is deploying the applications," Carr said.

CMC had been in India from the late 1970s so was not a new star but well established and had credibility in the market.

Initially CMC would roll out the software in its 25 franchised training centres in and around Mumbai (Bombay), and that would grow to 100 centres in the western region by the end of this year with more than 50,000 students on the system. CMC would extend that to another 300 CMC franchised training centres across the rest of India.

After a year CMC would know if the software met the requirements of the Indian market, Carr said.

India's economy was predicted to grow by 9 per cent this year and higher education was a sector with significant potential. "With more than 20,000 universities and colleges in India, there is strong demand for modern student management systems and it is this market that CMC are targeting," Carr said.

Several New Zealand universities use Jade's student management system software, including Canterbury, Waikato, the Christchurch Polytechnic and Otago Polytechnic.

CMC has more than 4000 staff, annual revenue of \$US275 million (\$NZ365m) and offices in India, plus the United States, United Kingdom and Dubai.

The application would be installed and supported by CMC staff after training by the Jade team in Christchurch.

Jade would train a further 25 CMC employees in Mumbai this year.



Rod Carr

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Jade seals Indian deal

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