

# Spirogyra Software Private Limited



# The Problem

Nearly every Industrial establishment in the developing world employs Security Guards. However we have absolutely no confirmed evidence if the Guards actually perform their duties. You have no real time data if the Guards are present for duty, and whether they are actively protect your asset.





# The Solution

Protektor is a digital Guard Monitoring and Performance enhancing Platform which offers real time validated and actionable data. Enhances Compliance. Creates accountability. Improves efficiency. Is scalable. And works across all geographies.

# Revenue Model

The Protektor Guard Tour Solution is offered as a SaaS.

No dependency.No AMC.Zero Capex.

Just a monthly subscription. And zero exit costs.

A monthly subscription model starts as low as Rs.15000/- per month for a Factory.  
Works 24/7.

# How big is the Market?

Every organisation who employs Security Guards is a potential client.

India alone has close to 9 Million Security Guards. Go figure !



# Where are we on our journey?

We are registered vendors to Siemens Limited since December 2019.

Protektor is currently live at 9 Siemens facilities across India.

We have also conducted extensive Trials for Bangalore International Airport Limited, Tata Power Limited and Hitachi Energy Limited, and are waiting to go operational.

# What is the competition like?

- No major players in the market. So far.
- RFID Wand devices which do not offer Real Time Solutions, are used at a some locations. Devices are usually imported from China.
- A few subsidiaries of international Tracking companies have a presence in India. Not very active though. QR Patrol from Greece actively markets its solution through its Indian distributor.
- A few Indian companies also offer their own Guard Tour Solutions. Technopurple Tracking ,VersionX and Techguard Digital Solutions as part of their product range.

# Spirogyra Software Private Limited: About Us

- Was incorporated in May 2017 at Panaji -Goa.
- Currently Bootstrapped. Zero Borrowings
- My name is Gautam Rao, the Founder. Been a serial entrepreneur since 1985. Forte is Real Estate Development. Deepa Rao, my wife is the Co-Founder.
- Have a degree in Physics and a great appetite for constantly learning.
- My Software development is outsourced. Currently employ a lean admin team .
- Am tenacious, passionate and a very competent hustler.



# **Thank You**

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