

# *RELY -ON SOLUTIONS*

## *INTRODUCTORY BRIEF*

*“If you are going to achieve excellence in big things, you develop the habit in little matters. Excellence is not an exception, it is a prevailing attitude” @ RELY-ON SOLUTIONS*

# OVERVIEW

***Rely-On Solutions***, strongly focuses to become one of India's leading –"People" and "Learning" solutions firm. With the Rely-On team's zeal for "Quality" and "Promptness" ; we @24x7 strive to meet our customers critical & essential manpower staffing & education consultancy needs.

*Our "Customer Centric" focus we proudly say - is the bedrock of our enterprise.*

*Our competencies lie in the areas of Manpower Solutions, Corporate-Trainings - IT & Behavioral workshops, HR/ IT Consulting Assignments., Recruitment Process Outsourcing , C&B Benchmarking & Payroll Services.*

*Our very valued customers operate in verticals @ Power/Energy, Software/Web-Development, Industrial/Building, Automation, Robotics, KPO, Telecom, Banking / Finance and Manufacturing, amongst others*

# OVERVIEW

***Rely-On*** teams service each domain customer on-time & with only relevant and actionable - staffing resources. ***We tap & mine various facets of the ever changing sourcing pools & jobs seeker preferences – Portals, In/Out-bound based big databases, Social media avenues, Head-hunting actions advertisements, recruitment drives & other resources.***

***Our Educational Initiative for Corporates, encompasses a huge consultant panel of 300+ “working & training” hands-on professionals & on-roll trainers; spread across IT & Soft skill spectrums. Our Learning Services delivery capability would surely be vouched for by our many clients, partnering together & catering to many project/objective specific & calendar programs, with high “take-away” value!!***

***A program is not well-done for us if our customers’ investment of time & money is not returned with a diverse and interactive learning experiences.***

## ***OUR BELIEF***

From time to time, "Human Resources" function needs certain consultative services and opinion from specialists, .... Competent, reliable and affordable partners in order to optimize their effectiveness and profitability.



## ***OUR MISSION***

**Our Recruitment & Training Services have but #1 Objective:  
To assist our customers to reduce costs and achieve significant  
productivity gains, so as to enable them to compete more effectively  
in the ever demanding markets.**

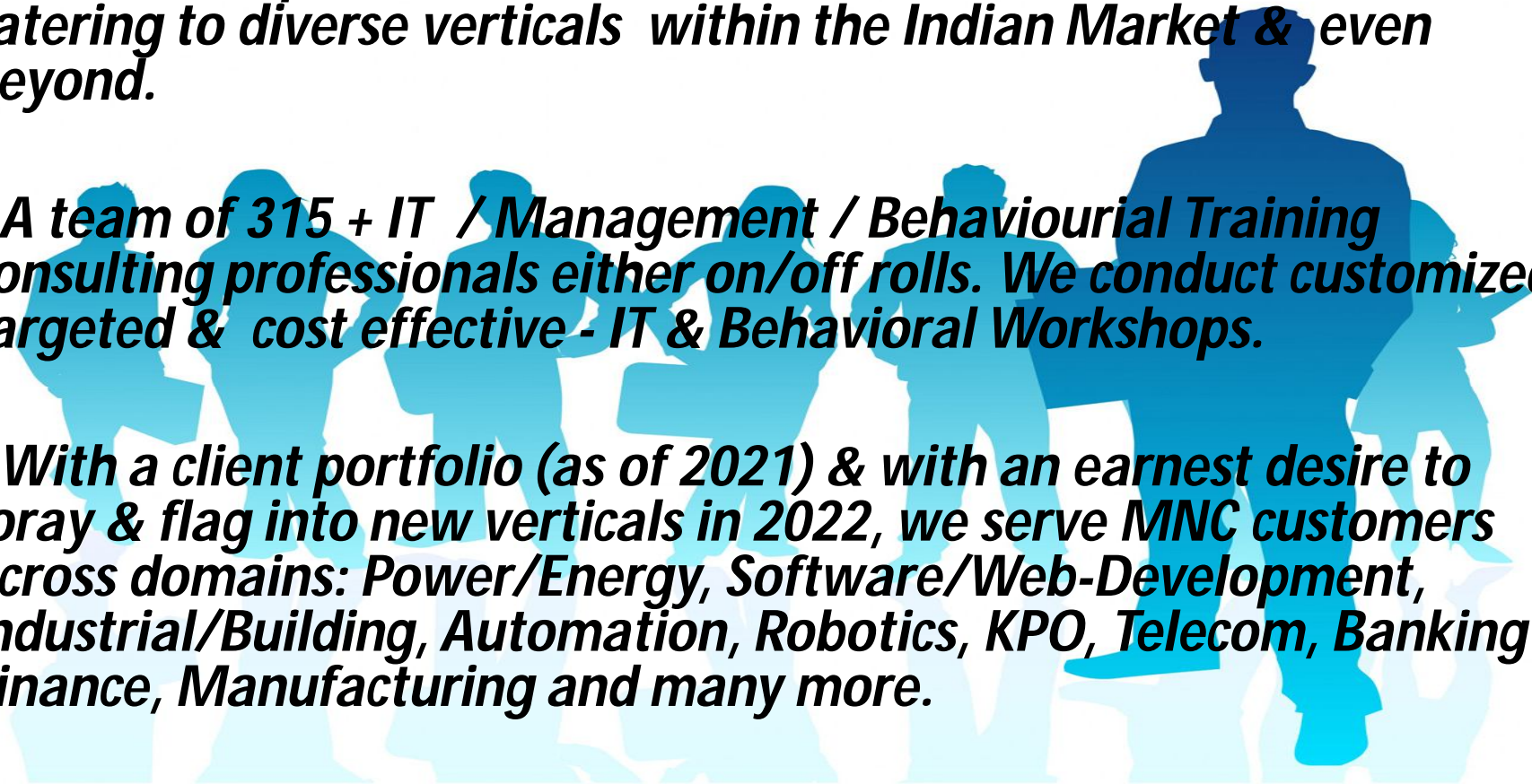
# ***WE ARE...***

***A well-knit & qualified team of sourcing specialists & training professionals comprising of MBAs, BE/B.Techs, MCA & domain experts.***

***With more than 15 years of valuable experience, a team of 32+ recruitment specialists and offices across 02 Locations in Delhi, catering to diverse verticals within the Indian Market & even beyond.***

***A team of 315 + IT / Management / Behaviourial Training consulting professionals either on/off rolls. We conduct customized, targeted & cost effective - IT & Behavioral Workshops.***

***With a client portfolio (as of 2021) & with an earnest desire to foray & flag into new verticals in 2022, we serve MNC customers across domains: Power/Energy, Software/Web-Development, Industrial/Building, Automation, Robotics, KPO, Telecom, Banking / Finance, Manufacturing and many more.***



# ***Our Focus...***

***Our Professional, Prompt & Efficient services focus on major Human Resources – Staffing, Development & Operational areas***

- ***Permanent Recruitments***
- ***Contractual Recruitments (focusing on Mid/ Sr. levels only)***
- ***Consulting Missions – IT & HR***
- ***Senior Management Executive Search / Head Hunting***
- ***HR Development & Learning Assignments – various IT & Soft skills Workshops***
- ***Recruitment Process Outsourcing (RPO)***
- ***Compensation & Benefits Benchmarking***
- ***Payroll Services***

***Our prime target is to source talented candidates in Technical, Sales, Marketing, Projects, Operations, Customer Service, HR and Finance disciplines and across mid/senior organization hierarchies.***

***With a preferred vendor status with many MNC/ PSU clients (as kindly acknowledged by our clients' trophies & appreciation letters).***

***We at Rely-On have been continuously setting new benchmarks for many of our 'big competitors'.***

**When we contribute something to each other,  
we're formed by the experience  
... we are authors of each other.**

**Doc Searls**



# ***Rely-On Solutions-Staffing Portfolio***

*Customer Centric Approach, refreshing Quality of CVs, Innovative sourcing tactics, Deadline sanctity, All-weather partnership approach & Always on top ...Service Excellence –*

*Would be a fitting Rely-On's persona!!!*

- ✓ **Permanent Recruitments:** Qualified & Enterprising Recruitment Experts serving customers in IT, Sales, Marketing, R&D, Finance, Manufacturing, Customer Support, Product Development, Retail domains and many more...
- ✓ **Contractual Recruitments:** Mid / Senior levels @Temp / Contractual Staffing services, to adapt to the ever-changing recruitment market in India & to deliver cost effective benefits to clients.
- ✓ **Consulting Missions:** Freelance contractors dedicated to short-term missions, as per client's project & service needs. Technical & Non-Technical Interview panel for clients.
- ✓ **Executive Search / Head Hunting:** Focused Recruitment Services to businesses for staffing their Senior Management positions.

**Backed by 15+ years of Recruitment & Training Experience**



# ***Our Recruitment Approach***

## ***Sourcing Methods***

*Portals, In/Out-bound based big recruitment databases, social media avenues, Head-hunting actions advertisements, recruitment drives & other resources.*

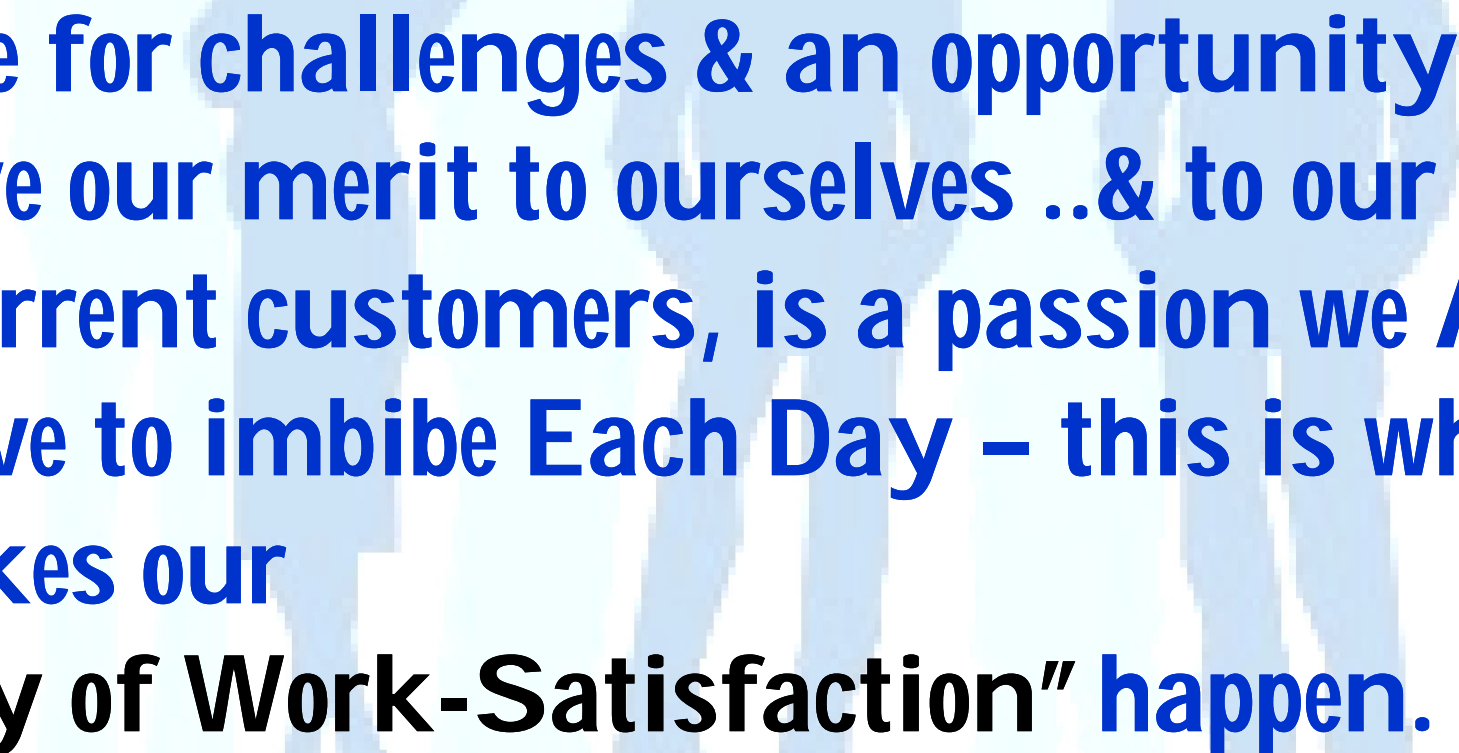
## ***Unbundled Additional Recruitment Related Services***

*Rely-On has responded to market trends and created a full range of unbundled recruitment services to meet more closely the needs of our clients.*

***Some examples of our unbundled services include but are not limited to:***

- Drafting/Reviewing of Position Descriptions.*
- Candidate Interviews – 1st / 2nd Level.*
- Interview Panel Appointments.*
- Mailbox services.*
- Candidate post-interview debriefing / feedback.*
- Offer/Salary negotiations*
- Advertising/Ad writing & placement services.*
- Short-term Consultant placements.*
- Neutral party Exit interviews.*
- Industry specific Salary & Employee profile Benchmarking Exercises*

**Backed by 15+ years of Recruitment & Training Experience**



**Love for challenges & an opportunity to prove our merit to ourselves ..& to our new / current customers, is a passion we ALL strive to imbibe Each Day – this is what makes our “Day of Work-Satisfaction” happen.**

# ***Rely-On's-Non-IT Staffings Portfolio***

## **✓ SALES & MARKETING:**

**National Sales Manager, Regional Sales Manager, Zonal Sales Manager, Head – Bulk Sales, Depot Manager, Area Sales Manager, Trade Marketing Manager, Brand Manager, Industrial Sales, Technical Sales, Sales Executive**

## **✓ CORPORATE POSITIONS:**

**Head HR, Head SCM, Sr. Manager -Demand Planning, R&D Head, Legal Manager, Company Secretary, Sr. Manager – Finance, Sr. Manager – Taxation, Sr. Manager – Business Strategy, Financial Controller , Supply Chain Analyst, Sr. Manager – Digital Marketing,**

## **✓ PLANT POSITIONS:**

**Head Plant-HR, Manufacturing Head, Production Head, Unit Head, Quality Manager, Procurement Manager, Maintenance Manager , Microbiologist**

**Backed by 15+ years of Recruitment & Training Experience**

# ***Rely-On's-IT Staffings Portfolio***

## **✓ ROBOTIC PROCESS AUTOMATION (RPA)**

**Automation Anywhere, Automai, Robot framework, WorkFusion**

## **✓ CLOUD-COMPUTING**

**AWS, Azure, Google Cloud Platform, Salesforce, Rackspace, Openstack**

## **✓ ITSM**

**ServiceNow, BMC Remedy, SolarWinds, Cherwell, Autotask**

## **✓ DATA SCIENCE & ANALYTICS**

**Machine Learning with R, Artificial Intelligence (AI), Bigdata, Hadoop, Hortonworks**

## **✓ DEVOPS / SYSOPS**

**Chef, Puppet, Dockers, Saltstack, Elasticsearch, Ansible**

## **✓ MOBILITY**

**iOS, Objective-C, PhoneGap, Airwatch, Mobileiron, Swift Programming**

**Backed by 15+ years of Recruitment & Training Experience**

# ***Rely-On's Trainings Portfolio***

***Rely-On Solution's Corporate Training Cell Team** comprises of in-house trainers as well as a 315+ strong consultant panel with specializations across multitude IT platforms & Soft-skills domains.*

- ✓ ***IT Programs:** Our Expert Facilitator Team consistently delivers "high take-away" knowledge-sharing workshops ranging from inductions to Clients' project-specific interventions on variety of platforms – not limited to but including Salesforce, Servicenow, Microsoft, Oracle, IBM, Salesforce, SAP, Citrix, Open Source languages & Databases, Cisco, VMware, Cloud computing, IT Security & many more.*
- ✓ ***Conducting client training need analysis (TNA)** exercises with follow-up learning paths & aligning the OD activities path towards short-term & long-terms organizational goals.*
- ✓ ***Annual Training Calendar contracts & Customized programs** for middle management to senior levels in IT, HR Practices, Marketing & Sales, Finance & Operations domains.*
- ✓ ***Post Training hand-holding** & assistance sessions.*
- ✓ ***Sharing** of ample & well presented relevant reference material & post-training advance readings with the learner group.*

***Rely-On's programs seek to make learning an ongoing process & a self-empowering experience.***

**Backed by 15+ years of Recruitment & Training Experience**

# ***IT TRAININGS & WORKSHOPS EXPERTISE***

**(LIST NOT COMPREHENSIVE)**

## **✓ CLOUD:**

**AWS, Azure, Google Cloud Platform, Salesforce, Rackspace, Openstack**

## **✓ MOBILITY**

***iOS, Objective-C, PhoneGap, Airwatch, Mobileiron, Swift***

## **✓ DATA SCIENCE & ANALYTICS**

**Machine Learning with R, Artificial Intelligence (AI), Bigdata, Hadoop, Hortonworks**

## **✓ DATABASES & ERPs:**

***Oracle 19c; Microsoft SQL Servers; MS Dynamic; mySQL; Informix; PostgreSQL, Sybase; SAP; Peoplesoft; JDE; Siebel and more***

# ***IT TRAININGS & WORKSHOPS EXPERTISE***

**(LIST NOT COMPREHENSIVE)**

✓ **DEVELOPMENT TOOLS / ENVIRONMENTS/LANGUAGES/ SCRIPTING**  
*Visual Basic / ASP/ ASP.NET 3.0 / VB / VB.NET; C#; Oracle Developer / PL/SQL; T-SQL; Delphi; C; C++; Pro \*C; Shell Scripting; Python/Jython; Crystal Reports / Java / J2EE / Hibernate / Spring / Struts and many more...*

✓ **WEB/MAIL/APP SERVERS / MIDDLEWARE**  
*IIS; Apache; Websphere; Weblogic; Samba; Exchange Server, MOSS/Sharepoint; Tomcat and more...*

✓ **OTHER EXPERTISE AREAS**

*Software Project Management; Risk Management; Software Testing; Project Estimation; Project Tracking - Microsoft Project; Primavera; ITIL; Six Sigma; Open Source platforms...*

# BEHAVIORAL EXPERTISE



- **SALES FUNCTION:** Professional Selling Skills/Time Management Skills/Communication Skills/Team Building Skills/Assertiveness Skills/Presentation Skills/Negotiation Skills/Key Corporate Account Management/Channel Management/Team Building Skills/Retail Selling Skills
- **SERVICE FUNCTION:** V&A workshop/Complaint handling skills/Communication Skills/Customer Service Skills/Professional Selling Skills (Tele-Marketing)/Assertiveness Skills
- **MANAGEMENT TEAM:** Transformational Leadership Skills/ Delegation Skills/ Managing Performance Development/Train the Trainer/Emotionally Intelligent Manager/Leader/Change Management
- **OTHER WORKSHOPS:** Stress Management / Foreign Language Skills / Sensitization Program on Sexual Harassment / Foreign Exchange Transfer - S.W.I.F.T/ IFRS / GAAP / Taxation Rules & Standards



# *RECRUITMENT PROCESS OUTSOURCING* *(RPO)*

- ❑ **We step into your workplace & start collaborating with all the departments, focussing on the recruitment gaps & specialist requirements while working towards the growth and success of your enterprise**
- ❑ **Our prime target is to source talented candidates in technical, sales, marketing, projects, operations, customer service, HR and finance disciplines and across organizational hierarchies.**
- ❑ **That's where RelyOn's expertise in rapid integration with your team & deployment of recruitment specialists to fill the gaps, presses into service. Giving your organization more time & resources to focus on their core competencies and business growth.**

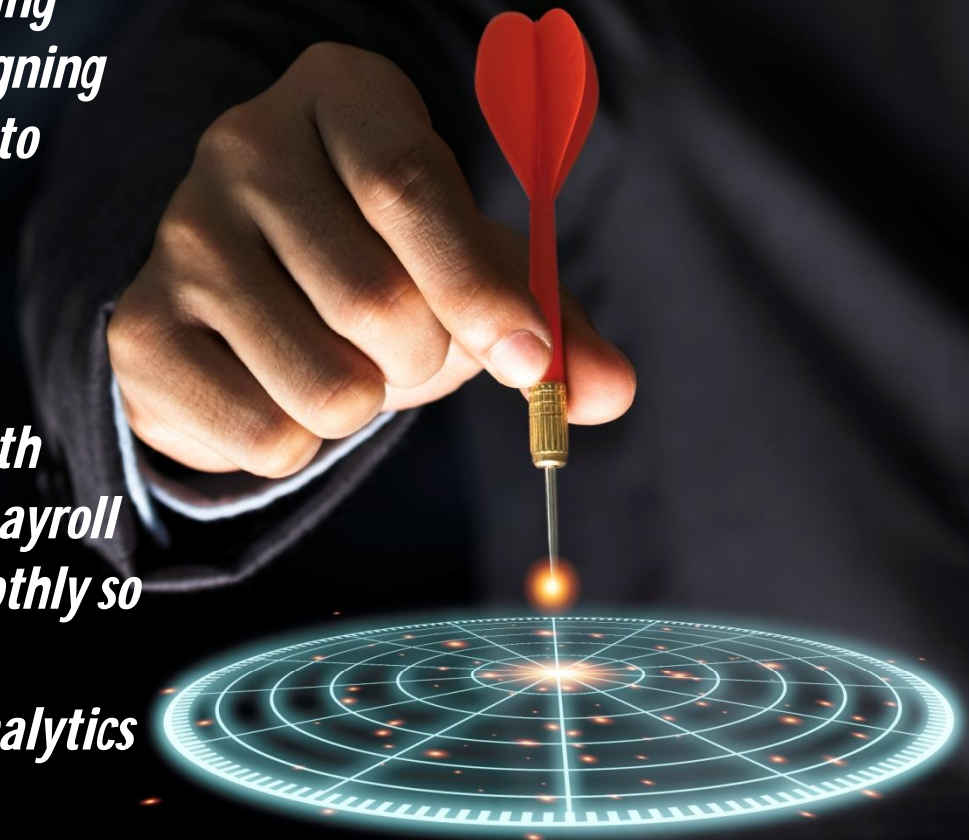
# ***COMPENSATION & BENEFITS BENCHMARKING***

- *From retaining the most talented staff to keeping your shareholders satisfied, compensation benchmarking can save your business a whole load of unnecessary issues. Rely-On Solutions processes market data reliably and bias-free to structure the most effective remuneration systems and set salaries at an appropriate level.*
- *The benchmark data can be used to compare employees' salaries against market rates and may be included in the modeling of pay bands and in the determination of a competitive ratio of base and variable pay.*



# ***PAYROLL SERVICES***

- *From managed services to mobile cloud solutions, Rely-On Solutions is helping customers navigate complexity, designing Pay and HR solutions that are core to business success.*
- *Our Payroll helps you overcome the complexities and risks associated with sourcing, managing and delivering payroll services to keep things running smoothly so that you enjoy a single view of your workforce data for reporting and analytics to make better decisions*





***LET'S UNITE!!!***

***Rely-On's signature Partnership approach***

***Rely On is committed to providing best HR practices & ethical services to like-minded HR professionals that would allow ALL of us to forge; ...positive & long term relationships with our clients and our candidates, which hopefully would last ALL of us a LIFETIME!!!***

***INTEGRITY, COLLABORATION & EMPOWERMENT***

# Some of Our Valued Customers

SIEMENS

Cognizant

Schneider Electric

Fidelity  
WORLDWIDE INVESTMENT

HCL

SONY  
make.believe

wipro

Sapient

TOTAL

Valvoline



FUJITSU

GREYORANGE

cvent

STMicroelectronics

AREVA T&D

CYIENT

Honeywell

Sun Life Financial

DASSAULT SYSTEMES

ADANI



# *OUR CLIENTS*

**Schneider Electric India (across India locations), Honeywell - ADI, HLS & HSG (across India locations), Cognizant Tech, Sapient, Siemens, ST Microelectronics, Valvoline, Total Oil, Wells Fargo, BNY Mellon Technologies, Deloitte, Cvent, Aon Hewitt, Birlasoft, Areva T&D, OSI Consulting, Oberthur Technologies, Tangence India, Cadence Design, Fujitsu Consulting, Keane India, Philips India, Siemens, Nestle India, Fidelity India, Dassault Systemes, Cyient, Sunlife Financial, NIIT Tech, HCL Info Systems, HCL Technologies, Wipro Enterprises, NCR Corporation, GlobalLogic, Impetus Infotech, Interglobe Technologies, ZenSar Technologies, Season's Furnishings, Marico...to name a few**



*There are countless ways of achieving greatness, but any road to achieving one's maximum potential must be built on a bedrock of respect for the individual, a commitment to excellence, and a rejection of mediocrity. ~Buck Rodgers*

*If we do not push beyond our expectations we will never grow...*

*Thanking you...*

*Rely On Solutions!*

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