



Corporate Overview

SunTec is the world's #1 relationship-based pricing and billing company. Our award-winning products and solutions enable organizations to adopt a customer first strategy, exponentially increase revenue and customer base, deliver exceptional customer experience, prevent revenue leakage, and ensure compliance.

More than **130 clients in 45+ countries** across the Banking, Financial Services, Insurance, Telecom, and Travel industries rely on SunTec to gain deep insights about their end customer's financial behavior, create dynamic customer segments, provide hyper-personalized products, offers, pricing, loyalty programs, and billing for over **400 million end-customers**.

SunTec products are based on our cloud-native and cloud-agnostic, API first, micro-services-based platform, Xelerate. Delivered on-premise, on private cloud and as SaaS, SunTec products and platform offers high-performance, advanced security, scalability, resilience and agility even while handling large volumes of customer and transaction data. Integrations with transaction systems, customer on-boarding systems and partner management systems helps in real-time automated recommendation of products, offers and pricing to customers and partners.

-  Offices in **8 countries across** the world
-  Over **130 clients** across **45+ countries**
-  Technical person years of experience (avg.): **12 years/ person**
-  Male/ female employee ratio: **66:34**
-  Technical/ non-technical employee ratio: **87:11**
-  **89% employees** based out of India
-  Total employee strength: **634**



Enterprise Product Management

SunTec Enterprise Product Management allows organizations to adopt a consistent and scalable approach to design and launch hyper-personalized innovative products and services for dynamic customer segments. It helps establish a single centralized repository of internal as well as partner products and services, standardize end-to-end product and service lifecycle management along with simulation capability for efficient revenue management.



Enterprise Billing and Statements Management

SunTec Enterprise Billing and Statements Management enables organizations to automate the end-to-end billing process including pricing, consolidation, pre-billing, invoicing, and post billing activities including settlement, dispute management and arrears management.



Dynamic Offer Management

SunTec Dynamic Offer Management allows organizations to adopt the “segment of one” strategy, rapidly design and launch highly personalized product bundles and offers for any customer segment by using advanced customer behavior insights.



Ecosystem Management and Monetization

SunTec Ecosystem Management and Monetization enables organizations to build and monetize their own ecosystem or partner with ecosystems of other organizations.



Deal Management

SunTec Deal Management enables organizations to automate and optimize the end-to-end deal management process including multi-product selection, deal design, simulation, negotiation, proposal generation, closure, and commitment tracking.



Benefits and Loyalty Management

SunTec Benefits and Loyalty Management enables organizations to adopt a total relationship loyalty management strategy that promotes profitable customer financial behavior, increases usage of product and services as well as expand subscription of products and services across all lines of business.



Relationship-based Pricing Management

SunTec Relationship-based Pricing Management enables organizations to dynamically segment customers based on their behavior, and design and launch innovative contextualized pricing to customers. It easily integrates with existing transaction systems and automates the end-to-end pricing process and provides a centralized repository to store and manage products and pricing across the enterprise.



Enterprise Indirect Taxation Management

SunTec Enterprise Indirect Taxation Management enables organizations to automate their indirect tax management programs for compliance and efficiency and manage tax compliance mandates of multiple indirect tax regimes including GST and VAT.



Executive Leadership



Nanda Kumar
Founder & CEO

NK is a technology pioneer who, in 1991, built one of India's first enterprise software product companies. Given his background in Physics, NK was fascinated by the idea of creating something that solves a fundamental human problem, and thereby adds value. He applied this very philosophy to translate intellectual value into a business opportunity, and thus, was born SunTec.

NK is recognized for building the first automated billing solution for India's national telecom provider, which was deployed across the country. He subsequently went on to build Xelerate, SunTec's flagship platform, that is currently used by more than 130 clients across over 45 countries to provide an enriched customer experience.

With nearly three and a half decades of experience as a technology and business evangelist across industries (telecom, banking, financial services, digital communications, retail, travel & logistics), NK has helped shape the wave of customer-centric software platforms and solutions for pricing, billing, and product management, particularly in transaction intensive verticals. Under his leadership, SunTec has won several global awards, including the Celent Model Bank Award, Red Herring Global 100, Deloitte Technology Fast India - 50 and Deloitte Technology Fast Asia-Pacific - 500.

An entrepreneur at heart, he has successfully mentored and invested in several technology startups. He also holds several technology patents and has pioneered and patented the concept of real-time value-chain management in digital business eco-systems. He also has a patent for developing software using the product-application-solution framework. His third patent is for building system and method for collaborative designing, development, deployment, execution, monitoring and maintenance of enterprise applications. His patents focus not just on the technological aspect, but also outline the business model designs for clients who can leverage these patents through SunTec's products.

As an author and speaker, NK is known for his views on how organizations can accelerate their digital transformation journey without replacing legacy systems - also referred to as 'Hollowing out the Core'. He also regularly speaks at various thought leadership forums, including SIBOS, European Banking Forum, 3G Mobile Forum, Indian Banking Summit, Gartner Summit, Association for Financial Professionals, and other leading financial conferences across the world. NK holds leadership positions in several industry forums. He has served as the Chairman of G-Tech, the industry body of IT/ITeS companies in Kerala and also as the head of CII (the industrial forum in India), Trivandrum Zone and continues to be its member. He is also a member of the product council of NASSCOM, the trade association of Indian IT companies. NK holds a master's degree in Physics and Management and has completed his executive education from London School of Business and Wharton School of Business.



Amit Dua
President and Global Head
- Client Facing Groups

Amit Dua is President and Global Head of Client Facing Groups at SunTec Business Solutions. Based in London, he leads Sales, Business Development, Client Engagement, Alliances, and Industry Solutions functions for SunTec globally.

Prior to joining SunTec, he served as Vice President & Regional Head for Europe, Americas and Australia, New Zealand as well as Head of Global Alliances for the banking product business of Infosys Limited, a \$12 BN global firm.

He also served as the Executive Sponsor of the Finacle Client Advisory Board, and has a proven track record of building businesses, providing executive level sponsorships to clients, and helping banks go through business and technology transformations.

Over last 26+ years, Amit has handled all the markets in advanced and emerging economies – Europe, Americas including LATAM, Asia, Australia, New Zealand, Middle East and Africa interacting with global and local banks alike.

He is a keen business strategist and regularly comments on a range of banking and technology related issues. He has authored several articles and speaks regularly on contemporary topics like trends in banking technology, customer experience management, digital banking, channels, and core banking transformations, to name a few. Amit has a bachelor's degree in Electronics Engineering and an MBA in Marketing.

With his avid interest in customer engagement, Amit can also get extremely competitive on the court as he enjoys playing racket and ball sports including squash, tennis, badminton, cricket, and table tennis. He also finds cooking very therapeutic and spends his Saturday and Sunday evenings cooking a meal for the family. In his free time, Amit enjoys reading non-fiction books, especially corporate histories, and autobiographies. Amit is married with a son and draws strength from his super supportive wife, who infuses energy and positivity into his life.

About SunTec

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