



Networks & Surveillance

Excellence in IP Networking - since 1998

ISO 9001 2008 Certified Company

PROFILE of DRS SYSTEMS & SERVICES

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Mission :

DRS' mission is to offer technology marketing and consulting solutions to the Indian Corporates to reduce their Communication networking costs, and enhance efficiency of their organizations by providing cost effective and comprehensive Data, Voice and Image Communication systems.

Strenth :

DRS' core strength in undertaking this mission is based on the technology partnerships with its business partners, domain knowledge of the Indian Data communication user community and internal knowledge resources within the organization. DRS has strong Engineering and Customer support teams. Currently DRS has the following partnerships who are global technology leaders in their respective domains:



Our Services

- ◆ LAN Solutions : Strctured Cabling & Fiber optic backbone, Layer-2 & Layer-3 Switching.
- ◆ WAN Solution : Routers, VOIP/VOFR
- ◆ Media Convertrs Products, Leased Line Modems & Interface Converters.
- ◆ IP Surveillance Solutions.
- ◆ Wireless Solutions : Wi-Fi and Wi-Max.
- ◆ Services Include Network Designing ,Planning, Facility Management & Network Maintenance

Company Background :

DRS was promoted in 1998 with a commitment to participate and contribute to India's giant leap into the future in the field of Information Technology. DRS has been concentrating on providing Data communications and Fiber Optics based Communications solutions over the years. DRS is focused in its vision to be a leading market player in bringing the state of the art Data Communication technologies to the Indian Corporate and SMB community.

DRS has a dedicated team of Pre and Post Sales Executives and Customer Support Engineers, who are trained to provide support to the End Users. DRS have a healthy corporate philosophy of DYNAMISM in every initiative it takes through its people. DRS operate in an organizational culture of openness and healthy interaction among the management and staff. DRS enjoy a high retention rate of its employees on account of its emphasis on people, not just as assets, but as a dynamic resource for innovation and creation of wealth. enhancement of efficiency for the Indian Corporate and SMB community. This is where DRS scores over others in its approach to cost reduction and

Major Customers :



Promoter's Background :

Sekhar Bathina is the President of DRS Systems & Services. He has rich and varied experience in marketing of Technology Products and has been in this Industry for the past 20 years. He started his career as a Marketing Manager with Harvin Agencies, Hyderabad and later worked with Lab India Instruments Pvt. Ltd. Mumbai, in the capacity as its Regional Sales Manger. In 1985, he co-founded DRS and was instrumental in arranging the technology tie-ups with several-reputed manufacturers of Europe, Japan and USA. The notable among these being:

- Paradyne Corporation, USA
- Lasertron Inc, USA • Fibre Invention Sales,USA
- Shimadzu Corporation (FO Divn), Japan
- HPS System Technik, Germany • Panduit Int'l Corp, USA
- Rittal, Germany

He promoted Ramp Networks Pvt. Ltd. in 1993 along with software professionals from the Silicon Valley, USA & established a software development center in Hyderabad. This company later became a fully owned subsidiary of Ramp Networks Inc, USA (NASDAQ: RAMP), which was acquired by NOKIA Internetworking group in the year 2000. He was responsible for product development of Web Ramp range of Internet Access Devices, in association with the marketing & development teams based in the USA. He was in charge of the operations of the company & was also responsible for developing markets for the products in South East Asia, Middle East & India. He dealt with OEM's, Distributors & System Integrators in these countries to establish sales channels.

