

BTE Consulting Solutions Private Limited
(An IT Enablement Company)

Company Profile



BTE Consulting Solutions Private Ltd
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Background

BTE Consulting Solutions was founded in 2009 with the objective of providing high quality product driven software solutions enabling small and medium enterprises attain operational excellence by getting a 360° view of their organization's performance. Products are developed using open source technologies to reduce the total cost of ownership of the solution. BTE is driven by its commitment to add value to the customer and values customer satisfaction.

The promoters of BTE are first generation entrepreneurs and experienced professionals in healthcare and IT. They bring rich diversity and experience in their respective areas of expertise. The company's flagship product, ATMA HMS Suite of Products, is created from the rich experience the promoters have in the domain. The product was developed over a period of 2 years with 30 man years of effort spent in product research and development.

In addition to the flagship product, BTE has developed products in other domains which include Engineering, Agri-Retail and domain horizontals like Human Resources, Fixed Assets, Maintenance and Claims management.

To be the one stop solution for all software needs of the customer, BTE provides custom application development, Application Management Services, IT Outsourcing and Business Process Outsourcing (Payroll, Transcription Services, etc.).

The famous phrase "Tell me where you want to go, I will take you there" emphasizes on clarity of goals. But there are situations when the customer struggles for clarity in their IT strategy. BTE has expertise in consulting for application development, product selection, and IT adoption Strategy and more.

One of the key objectives of the company is to provide a quality product / solution to the customer. It has put in place elaborate process and procedures to ensure quality. The company is in the process of getting ISO 9001:2008 certification.

BTE is located in Chennai, Tamil Nadu at its own facility which has the capacity to meet future resource demands. There are 25 highly skilled employees in the company playing varied roles in Software Product Development, Implementation, Support and Marketing.



Products

BTE is developing products in multiple verticals and horizontals. Each product is developed based on the business processes commonly prevalent in that domain with additional focus in incorporating best practices adopted in that domain. Extensive study is carried and the outcome is used in developing the final product.

BTE considers products as domain specific frameworks flexible to change as required by the customer to the extent that the changes do not compromise the integrity of the product. This philosophy has been adopted in all our products

ATMA Hospital Management System

ATMA HMS is a comprehensive Hospital Management System created by a team of Doctors and Engineers to provide affordable software solutions to Hospitals and Clinics. It enables organizations to optimally manage finance and resources with appropriate controls. ATMA automates much of your hospital operations making hospital management efficient and effective.

ATMA integrates all functions of the enterprise bringing in seamless information flow between various departments within the organization. Multiple check points exist in the system for effective management control. It supports multiple locations and multiple companies. The software's open architecture enables integration with third party software easy.

Revenue	Administrative	Others
<ul style="list-style-type: none">•Front Desk•Admission•Billing•Insurance•Operation Theatre•Pharmacy•Lab•Radiology•Physiotherapy•Diet•House Keeping•Ward Nurse•OP Nurse•Discharge Summary•Dashboard	<ul style="list-style-type: none">•Finance•Accounts Payable•Consultant Payments•Cash & Petty Cash Expenses•General Stores•Purchase Order	<ul style="list-style-type: none">•Fixed Assets•Maintenance•Payroll•Medical Records by Specialty•Financial Package Integration



Key benefits organizations derive from implementing ATMA HMS

1. **Efficient Patient management:** The entry of the patient, services requested / provided, accurate billing and patient exit are tracked. Information is in the fingertips of the Front Desk staff to assist the patient. Overall, it provides a very pleasant experience to the Patient
2. **Electronic Medical Records:** Store medical records electronically to retrieve and analyze data at any point. Specialty wise EMRs enable information to be captured systematically and in a structured manner enabling analysis for research purposes.
3. **Effective Distribution of work:** Every Department or Service area uses the application to capture data and view information. This reduces the workload on the Front Desk and Billing Staff
4. **Seamless integration:** Every module in the application is integrated minimizing the need for paper based communication. Relevant information is available to Department staff
5. **Controlled Access Management (Security):** Every user is provided with a unique user name and password. User has access only to modules and screens for which access has been provided. This brings increased levels of accountability on the employee
6. **Prevention of Revenue Leaks:** Charges are raised before or at the time of providing the service. Every staff providing service has the information to verify the charge before providing the service to the patient
7. **Ease of use:** User Interface is designed in a manner which requires minimum mouse moves or key strokes thus improving employee productivity.
8. **Customized for your Organization:** ATMA provides a general framework of all activities and workflows in a hospital which can be customized to meet the needs of your hospital
9. **Multi-Location Support:** Single installation of ATMA can support all your hospital locations. This enables the management to monitor the activities in each location. In addition, it also makes it easy to provide technical support
10. **Extensive Reports:** More than 150 reports available across various modules. These include transactional, analytical and exception reports which will help in effective management.



ATMA ProcessTrak for Heat Treatment Industry

ProcessTrak is a comprehensive solution for the Heat Treatment industry. Heat Treatment is a process intensive operation where in the materials are subjected to different temperatures in different types of furnaces for varied durations. The science is that the structure of the materials gets realigned as they are subjected to heat resulting in either hardness or softness of the material.

The process of heat treatment has to be monitored continuously for capacity utilization, optimized performance and consistent results. ProcessTrak enables the heat treatment personnel to perform these activities in a very efficient manner with the ability to track every processing step done for a given material providing the much needed traceability to their customers.

The following are some of the key features of the product:

1. End to End traceability of the material
2. Process Analysis of various heat treatment cycles
3. Payables and receivables management
4. Inter-Plant transfers
5. Sending materials for Job work
6. Statistical analysis of outcomes

Products for Domain Horizontals

ATMA Fixed Asset Management Software (FAMS): ATMA FAMS is a fully integrated solution for managing assets of the enterprise. It manages the complete life cycle of an asset right from acquisition to its disposal. It supports multiple acquisition modes which includes lease and rental assets. Assets are assigned to departments at different locations. Assets can be transferred between departments or locations. It supports multiple depreciation methods and calculates depreciation as per Companies Act or Income Tax Act.

ATMA Computerized Maintenance Management System (CMMS): As the saying goes “A stitch in time saves nine”, maintaining assets is one of the most important activity in any organization be it office equipment, computers and accessories, medical equipment, any machine, land and buildings for optimal performance of



Company Profile

the organization. Maintenance is closely integrated with Asset Management to manage the register of assets. Departments raise breakdown or maintenance requests to be attended by the maintenance department. Support for multiple maintenance departments based on the nature of assets is possible. Insurance information and AMC details are stored and tracked for expiration. Any expenses on work requests are tracked which includes petty expenses, spares consumption and labor costs. Rating of vendors is done based on their performance. ATMA CMMS solution can be used by industry which uses machines and it can be integrated with asset management and accounting systems in the organization.

ATMA Payroll Software: Payroll is part of the overall Human Resources solution which is currently in development. Payroll software can also be implemented as a standalone solution. Employee masters, attendance, holidays, shifts, roasters, leave management, payroll generation and statutory reports are managed by the application. It also supports loans, reimbursements and bonus payouts. It supports multiple locations

Products in Development

ATMA MarketPlace for Agri Retailers: MarketPlace is a product for managing agricultural produce bulk procurement, sales and payments. This product is under development in collaboration with some farmers and retailers. The software aims to enable the retailer to work in a more organized manner in a much unorganized market place. The product is slated to be released in Q1 2014.

ATMA Human Resource Management: Every organization depends on human resources and managing them is critical for the organization's success. ATMA HRMS is a complete solution to manage recruitment, employee information management, payroll, performance management and training and development. Payroll software is completed and rests of the modules are in development. The expected date of released in Q1 2014.



Services

Custom Application Development

BTE provides custom software development on Java based web technologies. Development includes new application development, application enhancement, product development including product lifecycle management, re-engineering of legacy applications to newer technologies and application migration to different platforms.

BTE adopts iterative development methodologies like agile development, incremental development and rapid application development. Code quality tools are used to ensure the high quality of design and code. Independent testing team is used for testing the application. The goal is to have no defects after implementation..

Application Management Services

Application Maintenance Services from BTE is limited to products and applications developed by BTE. Different levels of support are available to the customer based on the criticality and the response times desired by the customer.

Consulting Services

Over the years, BTE has gained significant insights into the working of clinics and hospitals. It has expertise to provide consulting in this space with respect to identifying the IT needs of the hospital, organization change management, selection of products and solutions and implementation.



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Company Profile

Management Team

Dr.N.Rajeswari, Founder and Managing Director



An Ophthalmologist by profession, over 2 decades of rich experience in her field, she has a passion for Information Technology and has extensive domain knowledge in healthcare industry. She completed medicine from Annamalai University and post-graduation in Ophthalmology from Manipal University. She has worked in KMCH, VHS and ESI before setting up her hospital in Chennai

Dr.V.Kamaraja, Co-founder and Director



He is a leading Anesthesiologist in Chennai and has been practicing over 20 years in his profession. He possesses immense experience in managing hospitals which includes setting up of new hospitals and operations of hospitals. He did his medicine from Annamalai University and post-graduation from Manipal University. He started his career in Ramachandra Medical College & Hospital, Chennai and moved on to independent practice.

Mr.Satish Ramaswamy, Co-founder and CTO



He has over 2 decades of experience in the IT industry and has worked across domains which include Banking & Finance, Healthcare, Retail and Life sciences. He has expertise in web technologies and databases. He has translated the vision of the organization into products and services which drives the organization's growth. He has worked in Ranbaxy Laboratories, Ramco Systems and Cognizant Technology Solutions before joining this venture.

Rest of the team

Team BTE is a highly skilled and motivated workforce consisting of engineers and computer science post-graduates and management graduates. They have been instrumental in developing the products and supporting them to the customer's satisfaction. BTE constantly recruits talented youngsters and train them



Our Clients

1. Devadoss Multi-Specialty Hospital, Madurai
2. Venkateswara Hospitals, Chennai
3. A.Ramachandran's Diabetes Hospital, Chennai (Multi-Location Setup)
4. Smrthi Pediatric Clinic, Chennai
5. Aditya Kamaraja Eye Hospital, Chennai
6. Fatima Eye Clinic, Chennai
7. Radhatri Netralaya, Chennai
8. Dr.Parthasarathy Memorial Hospital, Chennai
9. Premier Eye Care and Surgical Center, Chennai
10. Chitoor Eye Hospital, Chitoor, AP
11. Sabari Eye Clinic, Paramathi Velur
12. Geetha Eye Clinic, Udumelpet
13. Sathyan Eye Care Hospital
14. Arun Eye Hospital, Attur
15. Velan Eye Hospital, Karur
16. Achutha Eye Hospital, Erode
17. LVS Eye Hospital, Erode
18. M.V.Eye Hospital, Coimbatore
19. C.S Eye Care, Chennai
20. Hirachand Chordia Eye Hospital, Chennai (2 Locations)
21. Athreya Eye Hospital, Trichy
22. Platinum Heat Treaters, Chennai
23. Vaishnavi Engineering, Chennai
24. Spot Hospital, Chennai