Bankai Group
Corporate Overview

Bankai

Bankai Group Facts

2500+ Carrier
Interconnects

$600+ Million (INR. 4400cr.)
Group Annual Revenue

500+ Global
Workforce

127+ Global
Customers

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Our Journey of 30 years

1989-1994
- Electronic Push Button Telephone Manufacturer
- Satellite Dish & Media Receiver manufacturer
- Commissioned-India's First Private Group Telephone Exchange

2004-2008
- Global Retail Voice Services
- Telecom Resource Management Services
- Education Management Solutions

2012-2013
- mWallet solutions
- MobiFin wins 'Excellence in Branchless Banking Award'
- Payment Switch Solutions

2017-2018
- Awarded as Best Voice Carrier Solutions Wholesaler
- Trusted A2P SMS partner completing over 200M SMS per month
- MobiFin announced 'Best Mobile Financial Solution 2018

1995-2003
- Voice Carrier Business
- Establishment of Panamax
- Telecom Billing & Engineering Services
- Complete Office Automation Provider

2009-2011
- Started Consulting Practices
- Research and Development
- Mobile finance Solutions
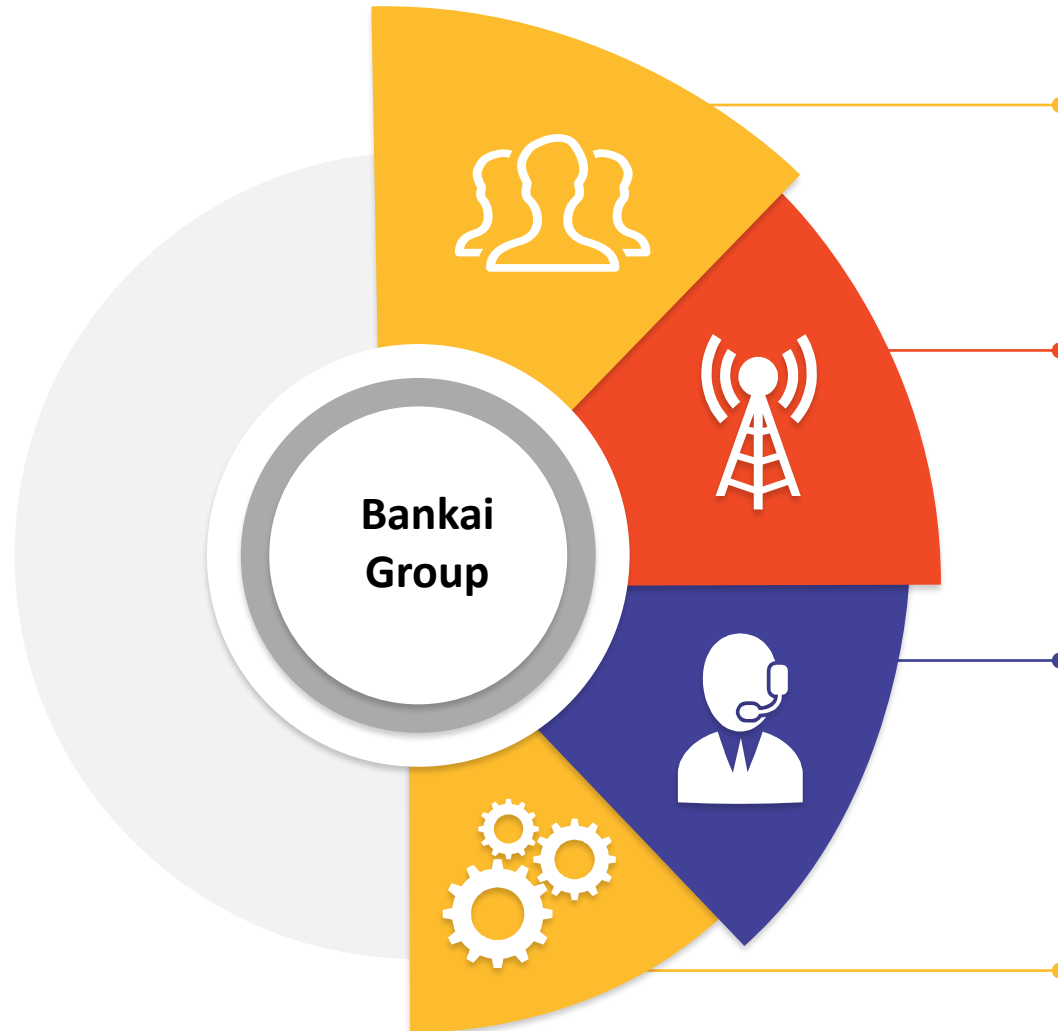- Mobile Money& Top-up solutions

2015 - 2016
- 4 International awards for our products
- Strategic partnerships in APAC Launched BridgeVoice Portal
- Awarded as the Fastest Growing Company in North America
- New Corporate Office in Peru
- Started blockchain practices

2019
- Launched MobiFin Elite

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Bankai Businesses Verticals

Fintech
- Mobifin
- Exchange Platforms
- Core Banking Solutions
- Agency Banking Solutions
- Revenue Management Solutions

Telecom
- BillCall
- Imax
- Bridge2Call
- Wholesale Career Solutions
- Telecom Aggregators & Retail Solution
- Enterprise Switches for ISP
- Network Switching Subsystems
- Solutions for MNO/MVNO

Consulting
- Implementation Consulting (SI)
- Business Consulting
- Financial Consulting
- Cloud and Data Center
- Resource Augmentation
- Managed Services

Technology Solutions
- Fintech
- Edutech
- ERPs
- ICCC

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Panamax

Panamax Facts

CMMI Level 5
Certified

9001-2015
Certified

$6+ Million
Annual Turnover

27001 – 2013
Certified

Panamax Facts

100+ Million
Fintech transactions per year

9+ OEMs
Partnered for SI & Consulting Practice

120+ Deployment
in 40+ countries

40+ Global
Mobile wallets

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Panamax Consulting Services

License revenues

Direct software license revenues by selling products

System Integrations

Professional services revenues from providing integration services

Annual Maintenance revenues

Revenues from support and maintenance of deployed products

Hosted services

Deployment of products in cloud or Panamax Data Centers generating fixed monthly revenues

Managed services

End to end Operations management

Clientele & Accolades

Key Clientele

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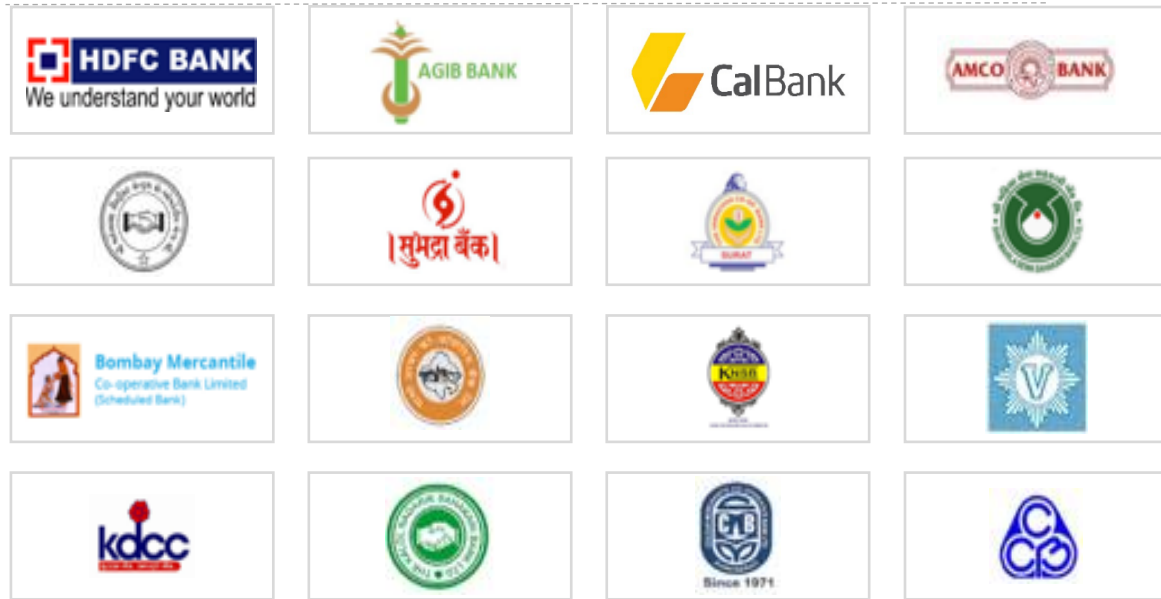
Telecom Companies

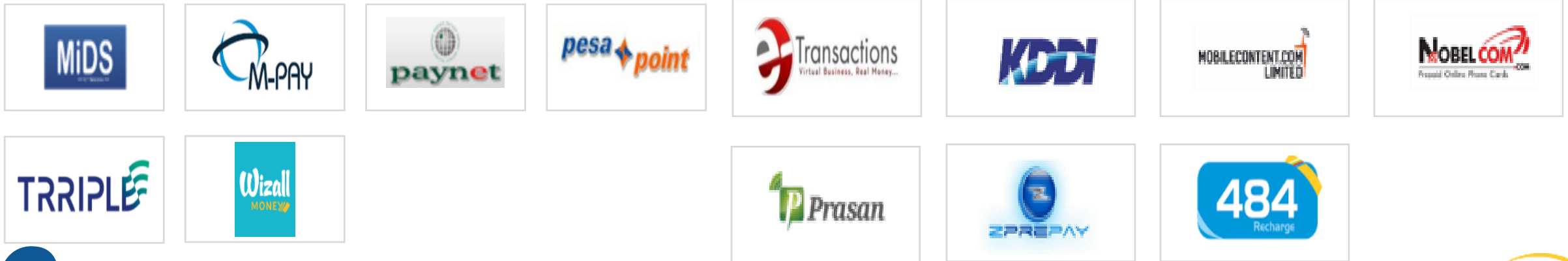PANAMAX®
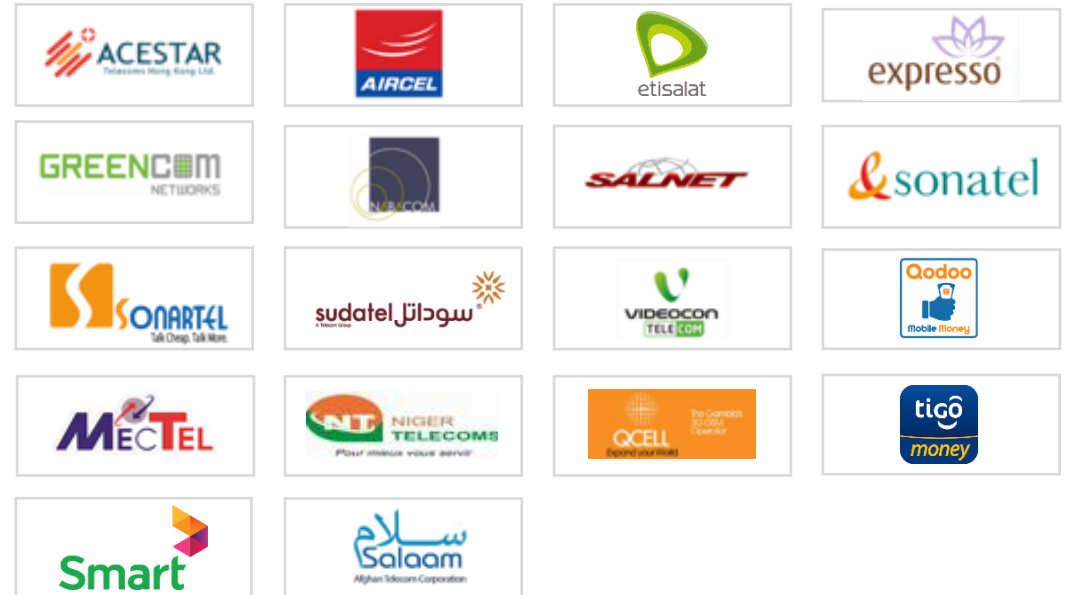
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Clientele – End–End Implementation

Licensed Wallet Operators   Aggregators

Client Customer Testimonials

TATA
"Bankai is one of the most dynamic and transformational company. They understand change and really follow the same till maximum is made from any opportunity created due to same. Bankai Group and its team is a recipe for success and they have exhibited the same in the past 8 years. They have really taken India's name forward on global telecom map."

SPARKLE *TELECOM ITALIA GROUP*
"The quality and performance of the routes offered by the Bankai Group have been flawless. We get the deliverance of the committed QoS required for our Wholesale and Retail Traffic consistently."

QCELL
"We've been in a business relationship with Panamax for their MobiFin software solution since long and the journey so far has been very good and rewarding. Panamax team provides us with a perfect technology platform and exceptional customer service. I am sure our business relationship will flourish to greater heights in the future."

tigo
"We are thankful to Panamax for providing their stellar MFS solution. Their solution makes it possible for us to provide services and solutions to the financial sector within the region and deliver value added products and services to our customers. We're happy working with Panamax and seek a long-time mutually beneficial business alliance with them."
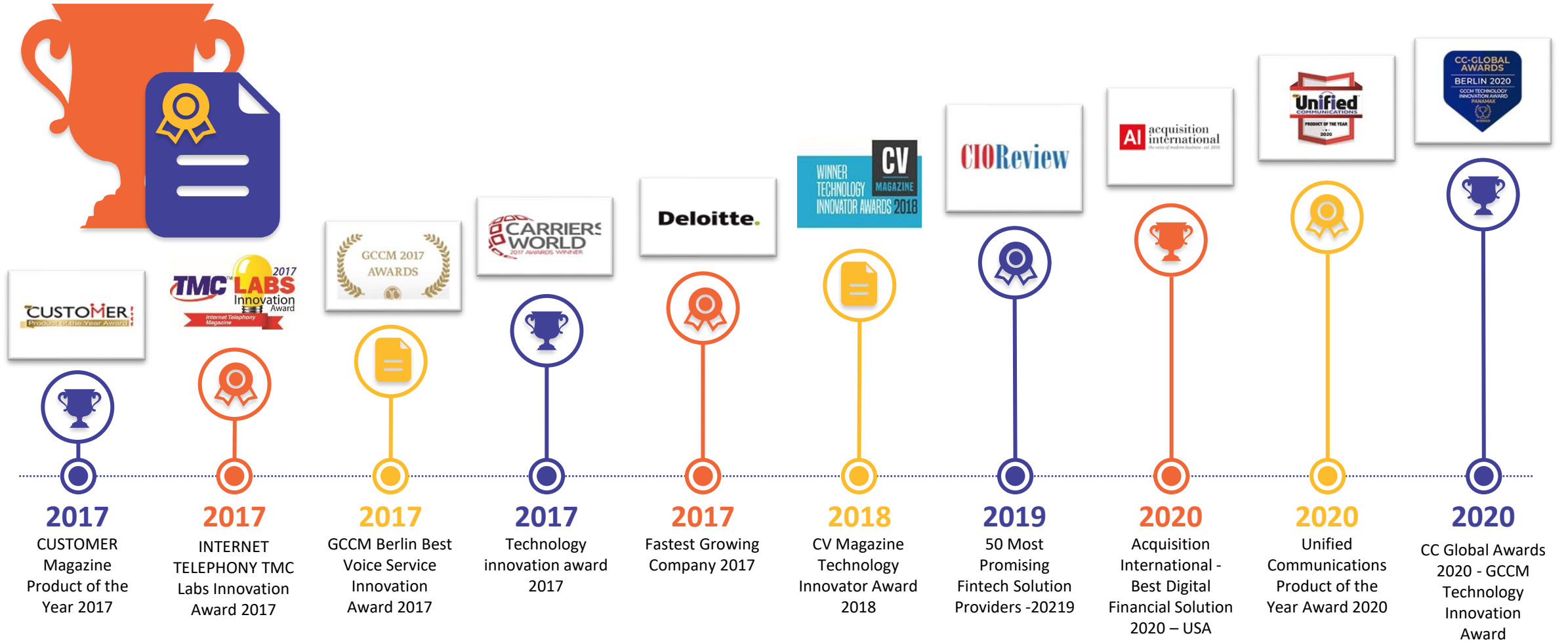
CalBank
"It has been a delight for Cal Bank to be a part of MobiFin's success journey. While MobiFin as a product is exemplary which made us mark the deal, Panamax's post delivery services have taken our association a notch above. We would mention here the excellent experience we had during the project phase with the product delivered custom tailored as per our requirement. We wish good luck to team Panamax and hopeful of a long term association."

KDDI
"We are fully satisfied with the performance of the product that was deployed successfully at our premises in the month of October for the year 2014. Also we're very much thankful to Panamax Inc. for providing their excellent services and co-operation in our times of need."

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Awards & Accolades

2017
CUSTOMER Magazine Product of the Year 2017

2017
INTERNET TELEPHONY TMC Labs Innovation Award 2017

2017
GCCM Berlin Best Voice Service Innovation Award 2017

2017
Technology innovation award 2017

2017
Fastest Growing Company 2017

2018
CV Magazine Technology Innovator Award 2018

2019
50 Most Promising Fintech Solution Providers -20219

2020
Acquisition International - Best Digital Financial Solution 2020 – USA

2020
Unified Communications Product of the Year Award 2020

2020
CC Global Awards 2020 - GCCM Technology Innovation Award

History of Data Centers

History Of Data Centers

ENIAC (Electronic Numerical Integrator and Computer) was introduced by USA

The Chase Manhattan Bank applied the first LAN – ARCnet supported up to 255 computers and a data rate of 2.5 Mbps for their Data Center

The 90's was a time of the .COM boom. The internet usage was rapidly increasing, and so was the demand for better connectivity and Data Centers

1946

1970's

1990's

In 2002, Amazon started their web services AWS, which include cloud computing, storage and more. Ten years later, 38% of the business is already in the cloud. Today, the data center is driving to a new model based on subscription.

During the 60s, the vacuum tubes were replaced with transistors which gave birth to DC Industry

The massive and expensive mainframes were dying. They were replaced with cheaper and easier to maintain PCs. Looked like DC Industry will never evolve
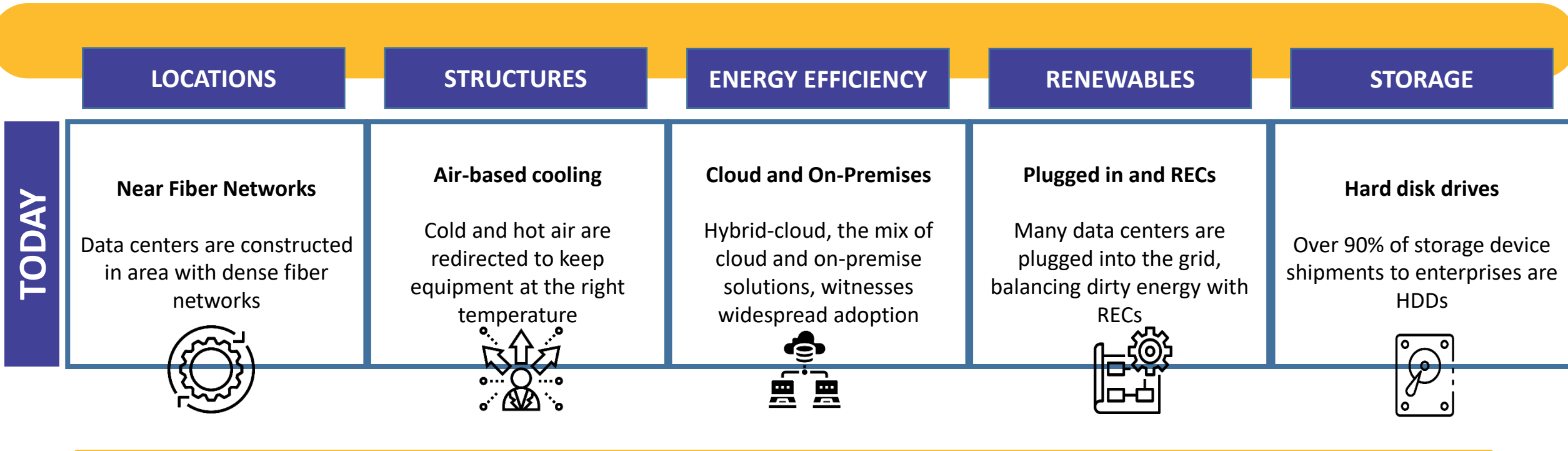
1960's

1980's

2000's

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Data Centers of Today

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Data Centers Of Today

LOCATIONS	STRUCTURES	ENERGY EFFICIENCY	RENEWABLES	STORAGE

TODAY

Near Fiber Networks

Data centers are constructed in area with dense fiber networks

Air-based cooling

Cold and hot air are redirected to keep equipment at the right temperature

Cloud and On-Premises

Hybrid-cloud, the mix of cloud and on-premise solutions, witnesses widespread adoption

Plugged in and RECs

Many data centers are plugged into the grid, balancing dirty energy with RECs

Hard disk drives

Over 90% of storage device shipments to enterprises are HDDs
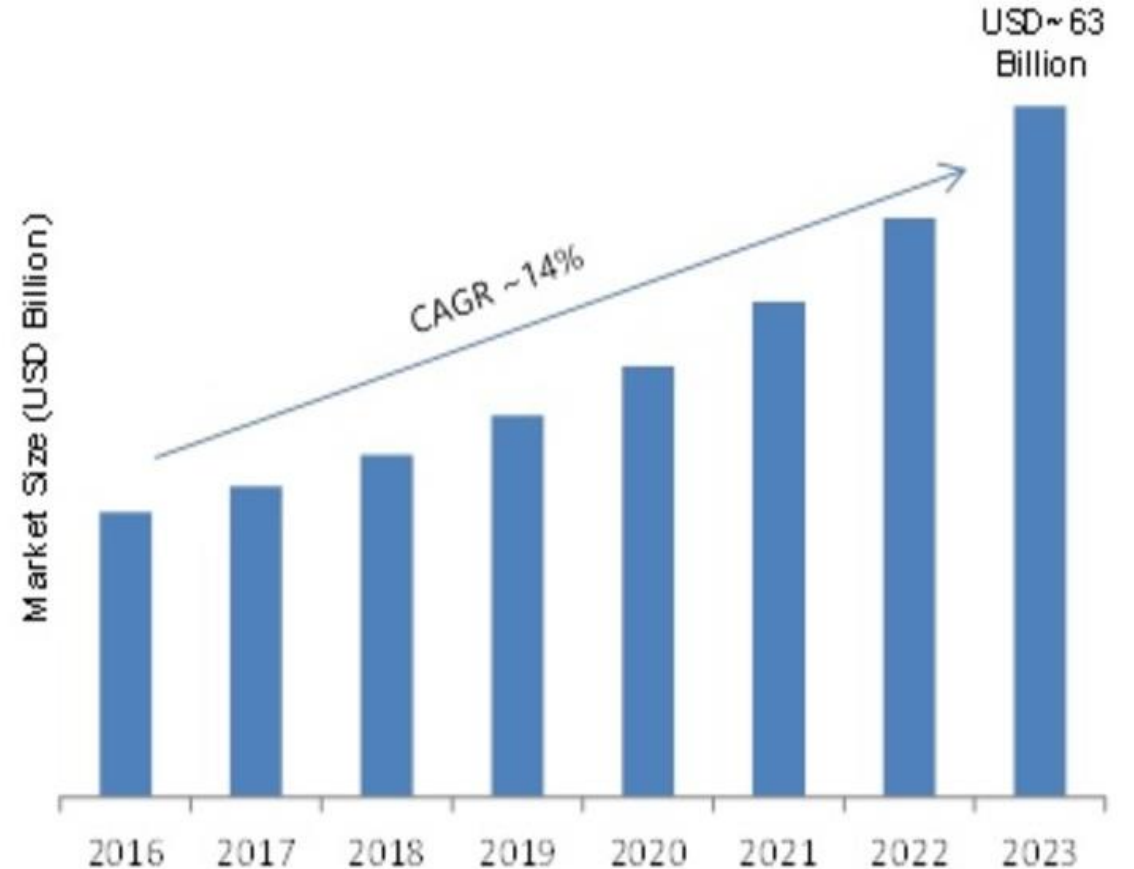
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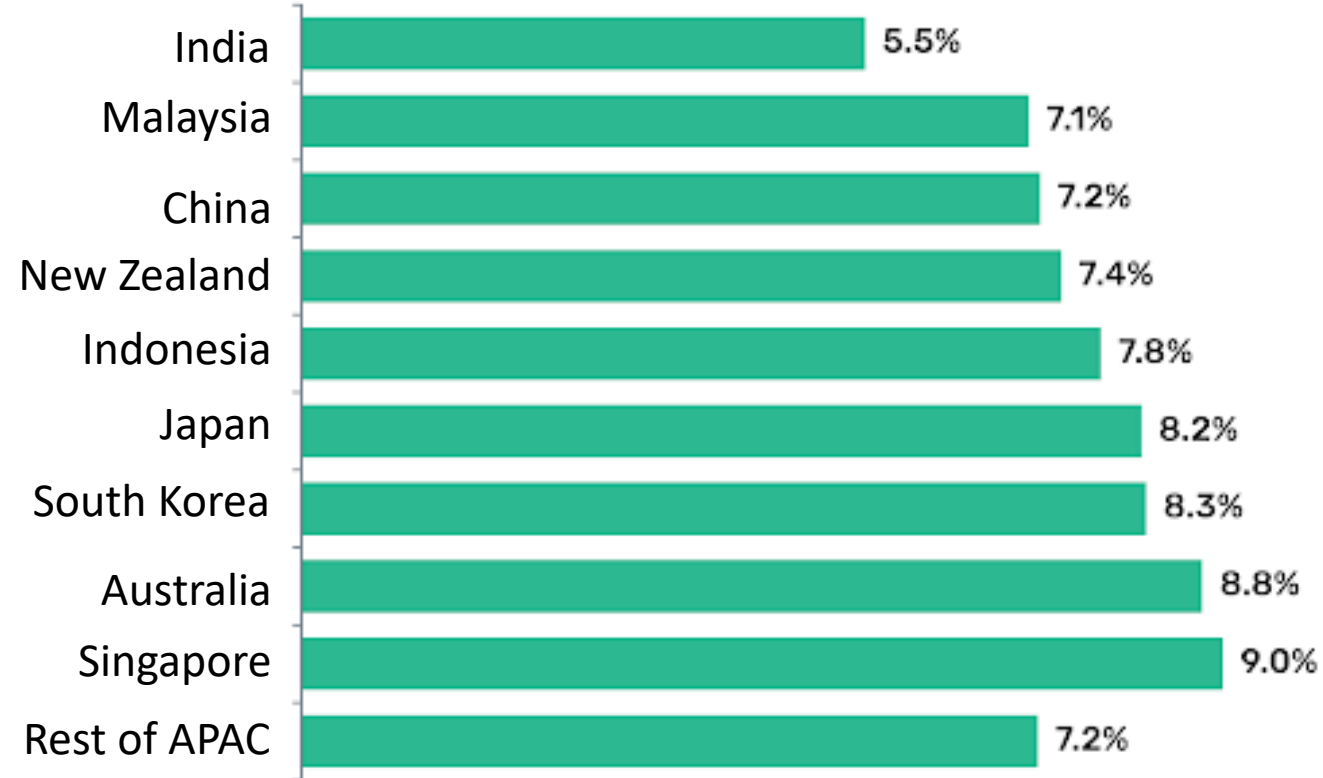# Market Segment and Growth Prediction of DC Industry

The Data Center Services Market is segmented by Service (Infrastructure, Cloud and Hosting, Networks, Consulting, and Virtualization), Data-center (Tier 1, Tier 2, Tier 3, and Tier 4), End-user Industry (BFSI, Healthcare, Retail, Manufacturing, and IT and Telecom), Deployment Mode (On-premise and Cloud), and Geography.

Market Overview

The global Data Center Infrastructure Management (DCIM) market size is expected to grow at a Compound Annual Growth Rate (CAGR) of 13.4% during the forecast period, to reach USD 2.9 billion by 2025 from USD 1.5 billion in 2020.

Data Center and Hosting Market Growth CAGR (%) in APAC Countries, 2018-2023

GlobalData.

Country	CAGR (%)
India	5.5%
Malaysia	7.1%
China	7.2%
New Zealand	7.4%
Indonesia	7.8%
Japan	8.2%
South Korea	8.3%
Australia	8.8%
Singapore	9.0%
Rest of APAC	7.2%

Source: GlobalData Market Opportunity Forecasts to 2023: Data Center and Hosting

Data Center Services Market - Growth Rate by Region (2019 - 2024)

Regional Growth Rates

- High
- Mid
- Low

Source: Mordor Intelligence

Data Centers of Tomorrow

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Approach Of Data Center Of Tomorrow

LOCATIONS	STRUCTURES	ENERGY EFFICIENCY	RENEWABLES	STORAGE

TOMORROW

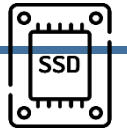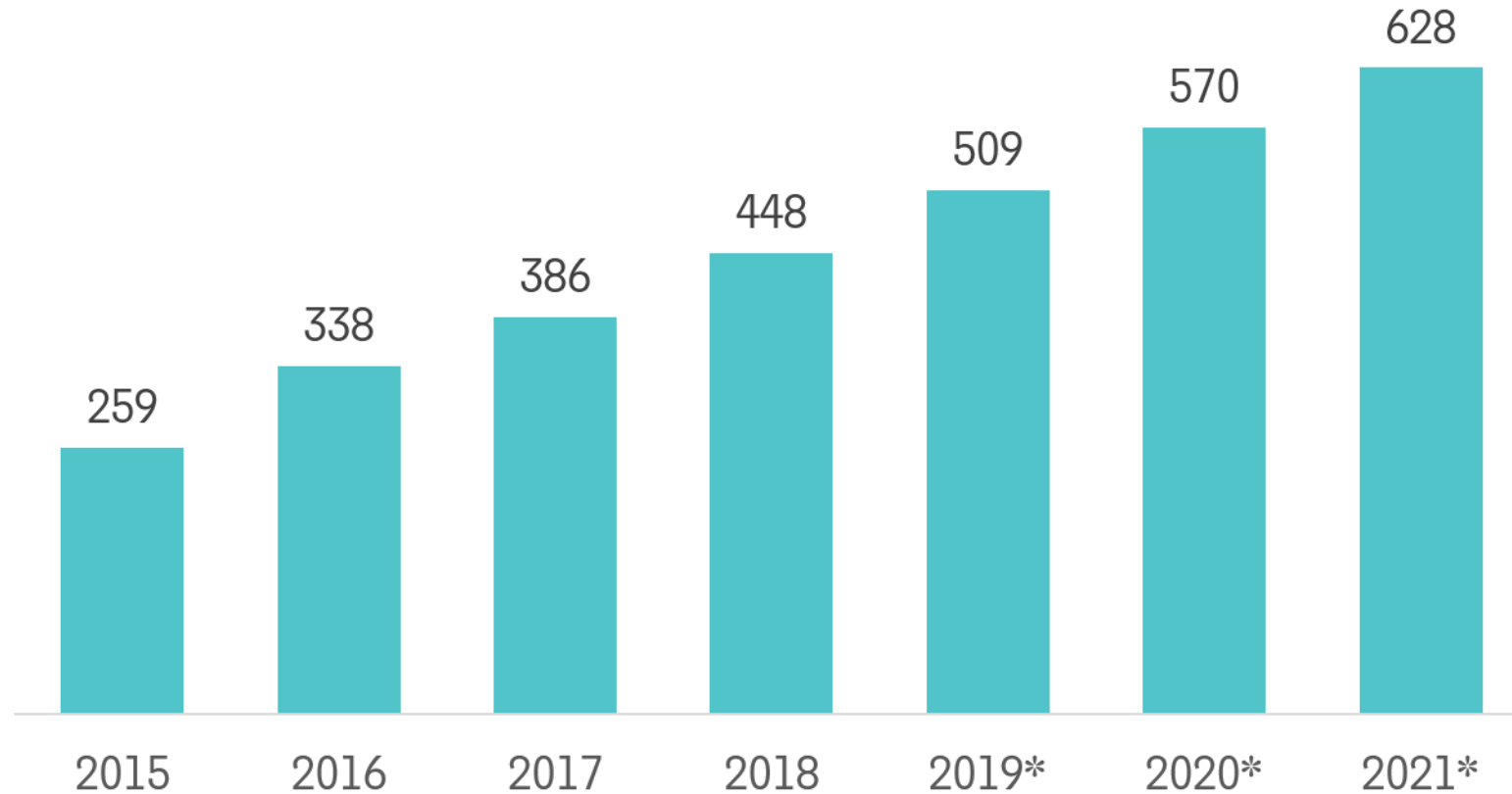| **Cool, Stable Climates**	**Smaller and Larger**	**Liquid and AI-assisted cooling**	**Big tech buys renewables**	**Solid State Drives**
Climates, like the Nordic region, allow data centers to cool efficiently and save energy	Mega data centers benefit from economies of scale, micro data centers benefit latency and portability	New cooling materials and AI-assistance emerges	FAMGA can afford to buy large amount of RE for its centers	SSDs become more prevalent in data centers as prices per unit fail

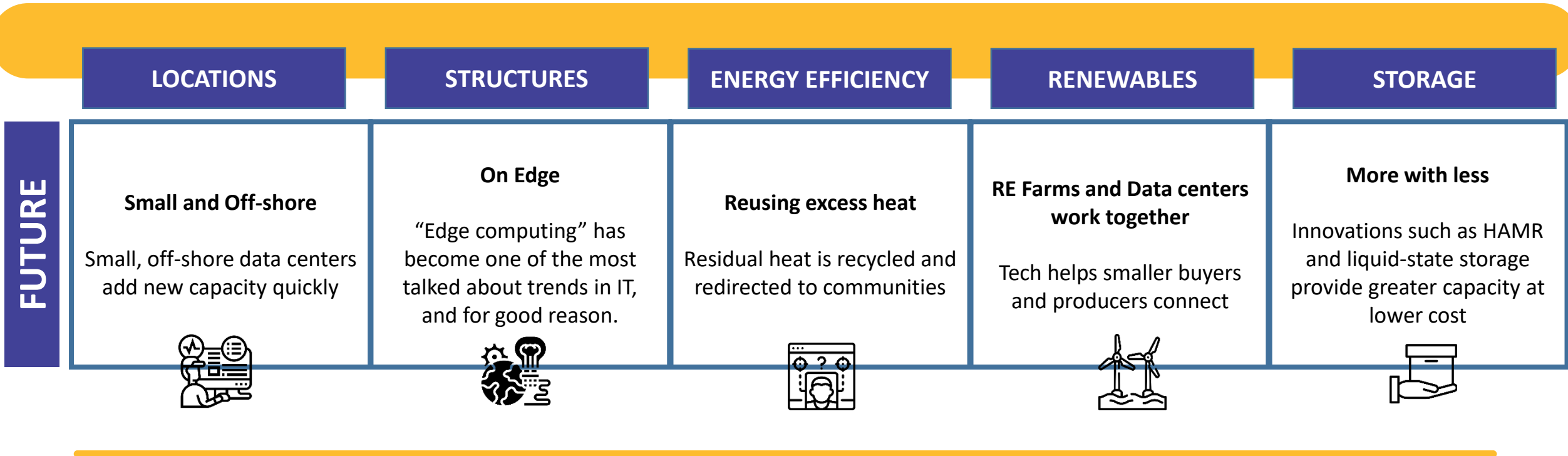# Number of Hyperscale Data Centers, Global, 2015 - 2021

Bar chart values:
- 2015: 259
- 2016: 338
- 2017: 386
- 2018: 448
- 2019*: 509
- 2020*: 570
- 2021*: 628

*Forecast

Source: Cisco Systems

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The Data Centers of Future

LOCATIONS	STRUCTURES	ENERGY EFFICIENCY	RENEWABLES	STORAGE
Small and Off-shore Small, off-shore data centers add new capacity quickly	**On Edge** "Edge computing" has become one of the most talked about trends in IT, and for good reason.	**Reusing excess heat** Residual heat is recycled and redirected to communities	**RE Farms and Data centers work together** Tech helps smaller buyers and producers connect	**More with less** Innovations such as HAMR and liquid-state storage provide greater capacity at lower cost

FUTURE

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The Data Centers of Future

With over **175** zettabytes of data expected by 2025, data centers will continue to play a vital role in the ingestion, computation, storage, and management of information.

By the end of **2022**, the number of enterprise network teams using a SaaS-based console to manage data center networks will increase by more than **10 times to over 1,500**, according to Gartner's new **2020 Magic Quadrant** For Data Center and Cloud Networking.

Another mega trend Gartner sees is that by **2023,** more than **10 percent** of large enterprises will be running on-premises public cloud infrastructure, such as AWS Outposts, in their private data centers, which is an increase from less than **1 percent in 2019.**
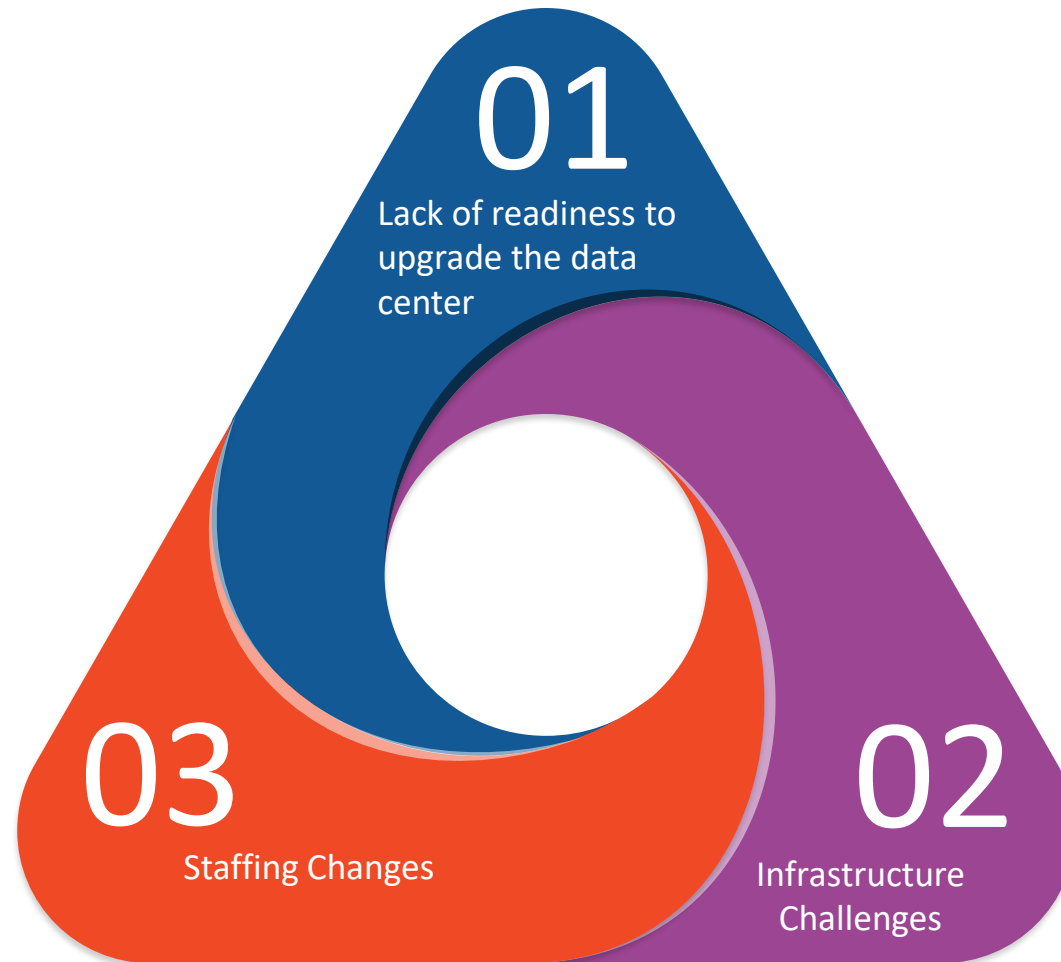
One final trend key in the networking industry is that **Gartner predicts by 2025, 20 percent** of data center hardware switches will be procured via an as-a-service model -- up from nearly zero in early **2020.**

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Are you ready ?

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Challenges for Organizations in Adoption

01
Lack of readiness to upgrade the data center

02
Infrastructure Challenges

03
Staffing Changes

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01 Readiness

- Just 11% of c-suite executives and 1% of engineers think their data centers are ahead of the curve and primed for higher data volumes.

- Most IT professionals say it's difficult enough to manage today's bandwidth needs. And yet, both leaders and engineers say bandwidth is at the very heart of future business success.

ANSWER TOWERS READINESS

Future data centers will inevitably require adequate processing power—locally, in the cloud and at the edge—to effectively manage new challenges around bandwidth, security and tools like AI, advanced analytics, 5G, edge computing and more.

29%

of leaders and engineers say their data centers meet current needs

Sources: Forbes Insights 2020

Challenges and how to prepare for them

02 Infrastructure

When more devices and users enter the network, new vulnerabilities and threats emerge. As traffic grows, meeting bandwidth demands gets more difficult. Adding these remotely-managed devices and edge processing to an organization's data center means significantly more infrastructure management tasks and a whole new set of problems to solve.

MOVING TOWARDS SELF-CONFIGURING & SELF-HEALING DEVICES

Self-configuring or self-healing computing devices feature infrastructure that allows for real-time maintenance, configuration and issue resolution, enabling data centers to adapt to dynamic, remote environments

32%

Of leaders say more than 59% of their data centers will be self healing by 2025

Sources: Forbes Insights 2020

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Challenges and how to prepare for them

03 Talent & Resources

- Recent research by Vertiv reports that organizations could lose up to 16% of their infrastructure workforce in the next five years.
- This raises a critical issue: companies face a brain drain as they aim to adapt the data center to disruptive forces.
- Developing solutions—across security, bandwidth, processing power and more—while helping internal talent build fluency in evolving environments and unfamiliar tech—will be essential as data centers change.

TIVATE SKILLS & BUILD PARTNERSHIPS

- As roles evolve and teams change, additional training, certifications, expertise and resources are required. Since configuration and management of data center infrastructure will become more automated, engineers might consider seeking new skills.

74%

Of leaders believe staffing will be reduced or handled by external cloud or edge service providers

Sources: Forbes Insights 2020

Evaluate your Readiness towards adapting Future Generations Data Centers for your Organizations with Panamax.

Thank You!

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