



A2Z  
INFRA SERVICES  
LIMITED

we  
care.



Whether it's cleaning yesterday's dust from the boardroom,  
Or ensuring that your employees feel comfortable in a new  
office from day one,  
Whether it's replacing fresh flowers at the reception every day,  
Whether it's a security man accompanying a little girl in the elevator,  
Whether it's rectifying an engineering fault in quick time,  
Whether it's disposing off your old electronic assets in an  
environmentally responsible manner,  
Or making certain that the glass panes shine as bright as the  
organisation's future,  
Or simply ensuring that the Rajdhani is spick & span for the  
comfort of all passengers for their onward journey,  
We do all these and more, because.....

we  
care.



## We manage your infrastructure with care

Whatever service you provide, big or small, if you render it from the bottom of your heart, it shows. And since inception, we have always strived to give that extra to delight our clients. Because we care for our client's business, we care for our client's precious infrastructure and we care for our client's most valuable assets - people. And through painstaking application of our values, we deliver value to our more than 500 clients. If today we have 100% track record in client retention, it's a testimony to our work philosophy.

A2Z Infraservices Limited is an integrated solution provider for all aspects of asset management services - from identification of an asset to its lifetime maintenance. We provide innovative, customised and cost-effective solutions to our clients by using latest technology, best-in-class services and dedicated in-house professionals across all levels. Today we are the foremost Indian company in the industry with a clientele that comprises MNCs, Indian Companies and the large Government sector.

## A2Z Group - An Indian Multinational



**Amit Mittal**  
B.Tech., IIT Roorkee

A2Z Group, founded by Shri Amit Mittal - a technocrat first-generation entrepreneur has given a different spin to the definition of “entrepreneurship” by creating a fast growing business conglomerate having diversified interests in just an unbelievably short span of 9 years. A strong customer-focused approach and constant quest for top-class quality have enabled A2Z to attain leadership position since inception. A2Z Maintenance & Engineering Services Ltd., the flagship company of the Group is listed at BSE and NSE. The annual turnover of the Group is close to ₹1500 crore and with manpower strength of over 30,000. Today, the Group is all set for making its mark among the top business houses of India.

### Coming together of industry leaders

As part of our expansion and consolidation drive, we at A2Z Infraservices have acquired **CNCS Facility Solutions** in 2009, an established player in Facility Management Solutions in western India. To harness opportunities arising out of infrastructure sector and **IL&FS Group** synergies, A2Z Infraservices has ventured into a merger with IPM&SL in 2010. This will see the emergence of A2Z as a key player in Asset Management business while



catalysing the development of infrastructure in the country.

This additional strength of A2Z Infraservices will provide a strong foundation for high level performance delivery in integrated facility management and asset management services across the most demanding markets of India and beyond.





## Our range of services

Our range of services encompasses Facility Management Services, Transaction Management Services, Project Management Services and Security Services.

We excel in rendering end-to-end commercial space solutions to both corporate and government clients. We take care of entire workplace needs of our clients as per their specific functional areas. Starting from the analysis of their particular requirements, to zeroing on the most strategically favourable location for the same, to the acquisition of the space, to complete furnishing of the interiors; from individual workstation to smallest fit-out, to comprehensive facility management after space handover, we do it all in the best and most cost effective way.

### Integrated Facility Management Services

We at A2Z provide comprehensive Integrated Facility Management services at a reduced cost with great emphasis on the quality of services rendered. With our proven track record and best of resources, we provide intelligent and goal-oriented solutions...thereby providing competitive advantages to our clients' businesses.

## Towards a cleaner world with ISSA

A2Z has joined ISSA, an internationally recognised organisation of cleaning industry leaders to become a member of a global community of more than 5,500 distributors, manufacturers, building service contractors, in-house service providers and manufacturer representative companies. The membership allows for connecting with industry leaders, trend-setters, technical and business experts from around the globe and thus progressing towards a cleaner world.



### Electro Mechanical Services:

We provide tailor-made engineering, utility, maintenance and operation services and solutions for HVAC systems, electrical systems, building management systems, fire fighting, plumbing and STP & ETP.



### Soft Services

- Pest Control
- Housekeeping
- Façade Cleaning
- Catering & Pantry
- Horticulture
- Procurement Services
- Waste Management



Apartments



Projects



Office spaces



Showrooms

## Transaction Management Services

Our Transaction Services team excels in providing our clients with detailed, relevant, up-to-date market intelligence and analysis of properties for acquisitions. We guide our clients through all available transaction options to help in making judicious business decisions while maximising their returns.

## Services offered

**Research & Advisory:** We render effective **Redevelopment Services** to our clients, wherein we provide comprehensive advisory services to Residential Housing Societies.

**Land Transactions:** We facilitate complete land acquisition and consolidation process for residential, commercial, industrial and any other property.

**Commercial:** We engage ourselves in both tenants (Acquisition) and landlord (Disposition) representation for the identification of office space for corporate clients.



**Retail:** We facilitate acquisition, disposition and identification of all retail spaces on a pan India basis.

**Residential:** For the residential sector, we facilitate tenants and landlord representation, project sales and corporate leasing, portfolio management and marketing townships on mandate basis.



### Project Management Services

From concept to execution, A2Z Infraservices houses the expertise to provide the complete array of services necessary for successful project completion: visioning, documentation, finance, development, management, technology and execution. Whether it is high-end interior fit-out for a data centre or plug-in & play for a telecom giant, A2Z Infraservices has established itself as a leader in the market in providing customised Project Management Services.



### Our PMS extends over the following key verticals

- IT/ITES
- Financial Services
- R & D
- Industrial
- Retail
- Education
- Entertainment



### Quality Commitment

A2Z complies with standardised quality and QS processes from the start to end, for each stage of the Project. Our central procurement team and highly experienced domain based review team are dedicated to deliver and ensure the services of highest standard. For our dedication to quality, we have ISO, EHS, Safety and Internal Compliance

processes which are adhered to even in most stringent of situations. Further, we hold certifications for ISO 9001, ISO 14001 and OHSAS 18001. Rising to the call of responsible energy usage, A2Z has also been accredited with ESCO Certification from the Bureau of Energy Efficiency (BEE) for using most energy efficient interiors in its projects.



### Security Services

A2Z InfraserVICES Limited clearly understands that professional security service is all about intelligence, insight, investigation and implementation; being inconspicuous and unobtrusive, yet effective; having the best of technology, processes, people and implementation skills...to provide complete peace of mind to individuals and organisations alike – 24x7x365.

Our service spectrum includes Total Manned Security Service; Specialised Protective Services for events and VIPs/VVIPs; Security Technology; Investigation and Security Consultancy; Parking Services and Toll Plaza Management; Value Added Services and Consultancy Services.



### A2Z of Asset Management Services

We provide the following services under the umbrella of Asset Management Services

- **Transaction Management Services**
- **Project Management Services**
- **Facility Management Services**







### **A2Z: Most Preferred Service Vendor for Indian Railways**

We provide the Indian Railways with highly flexible and responsive services round-the-clock across innumerable station yards and on-the-platform such as Intensive Mechanised Rake Cleaning, cleaning of en route trains under Clean Train Station Scheme; and the latest addition being On Board Housekeeping Services (OBHS).



**The following statistics speaks for itself:  
Number of coaches cleaned per day  
(approximate figures)**

- **Clean Train Station Scheme - 2400**
- **Intensive Rake Cleaning Scheme - 2000**
- **On Board Housekeeping Services - 500**
- **Area under cleaning - 39 lakh sq. mt.**



### Hospital Management Services

We offer a range of Hospital Support Services to create an environment of care around your patients which will enhance their safety, comfort, and confidence in the clinical care. We also provide end-to-end manpower solutions to Healthcare sector catering to their entire employment needs. We constantly seek customer feedback which helps us align our efforts towards constantly improving your patients' hospital experience.

### A2Z of Hospital Support Services

- Dietary Services
- Housekeeping and Attendant Services
- Laundry and Linen
- Plant Operations and Maintenance
- Security
- Waste Management
- Consultancy Services and Energy Management



### We Care for nature!

Today, sustainability requires all responsible service providers to use natural resources in responsible ways. Our 'Go Green' corporate philosophy aligns with your hospital's Green efforts to incorporate the safest and most environment friendly processes available.

### Energy Service Company (ESCO)

The future lies in intelligent and energy efficient buildings. In this respect, A2Z has the expertise to perform in-depth analysis of a property, design an energy efficient solution, install the required elements and maintain the system to ensure optimum energy savings. We intend to partner with Private Sectors and State Governments towards this endeavour.

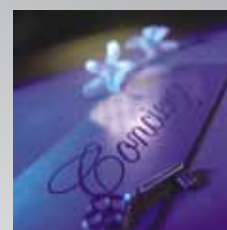


### E-Waste Management - Think responsible recycling

Today each and every organisation is exposed to several reputational and regulatory risks while disposing off its end-of-life electronic equipment - 'E-Waste'. In addition, improper disposal causes irreversible environmental degradation. A2Z is the asset disposition provider of choice for all stakeholders in electronic products' life cycle. We acquire end of life electronic assets including computers, servers, telecom equipment, other electronic items and dispose off the same using environmentally responsible means. We provide nationwide pick up services and process the e-waste in our state-of-the-art plant at Kanpur and Hyderabad. We have a unique inclusive model where we convert your corporate waste into 'Development Fuel' for the country.

### Value Added Services

- Technical Audit
- Fire and Safety Audit
- Product & Equipment upgradation consultancy
- Concierge Services
- Web-based help desk for complaint tracking and resolution



# A2Z Group and the Businesses



## Power Transmission and Distribution

A2Z has considerable market share as an EPC (Engineering, Procurement & Contracting) player being among the top 10 in India. A2Z Maintenance & Engineering Services Ltd, the flagship company of the Group, is indeed proud to be partnering with Indian Railways, NHPC, NTPC, State Electricity like JKPTD and other state utilities (Maharashtra, Haryana, West Bengal, Bihar, etc.) The group's next logical foray will be in the private distribution field.



## Waste Management

A2Z Infrastructure Limited is among the leaders in the sector with 6,000 TPD of waste (across more than 10 municipalities) contracted, with an ambitious target of 20,000 TPD in the next year. As a responsible group, care for the environment is critical, which is why A2Z intends to play a significant role in the Indian Waste Management story.

## Power-IT Application

A2Z integrates the best of systems that provide comprehensive, cost-effective and optimal designs in Power IT applications. Presently, the Group is among the empanelled companies of the Indian Power Ministry for an ambitious project of reducing the AT&C (Aggregate Technical & Commercial) losses. Towards this end, we have a joint venture with Sterlite Technologies of the Vedanta Group.





# The key differentiators



## Process

- We were the first ISO 9001 certified Facility Management company in North India
- We have a well defined Quality & Audit programme to deliver and monitor customer satisfaction

## People

- We have a captive manpower. Therefore we have better control and management of people, which in the long run is cost effective to our clients
- Our in-house team of experts in energy management and environment management add value to our clients
- Strong engineering gene pool which gives us definite technological edge and a robust delivery system
- The engineering team is a diverse group with SMEs in distribution, panels and chillers to provide continuous value additions to our discerning clientele

## Across India. Across industries.

- A2Z represents a pan India entity, one that spans all metros, Tier-2, Tier-3 and even Tier-4 cities
- We provide services to diverse industry segments - Corporate, Shopping Malls, Commercial Buildings, Retail Outlets, BFSI, Indian Railways, Airport Authority and Government of India. As a result, our cumulative learnings from each segment add to the advantage of our clients



### Our Partners

A2Z has further consolidated its presence in Asset Management Services' sector through its partnership with **Rare Enterprises**, which is an established asset management firm managed by Rakesh Jhunjhunwala, a famous equity investor of India. **Beacon Asset Management Inc.** and **India Equity Partners (IEP)** are some of the other renowned partners of A2Z Infraservices Limited, together with whom we constantly endeavour to provide comprehensive best-in-class asset management services.



## Growing beyond boundaries

Since inception A2Z Group has been guided by the urge to expand its capabilities and spread its wings far and wide... on the path of growth. Having attained a formidable presence all across India, A2Z is determined to extend its reach beyond boundaries, too. With our presence in distant lands such as **Kenya** and **Uganda** and closer home. In times to come, A2Z is set to grow and mark its presence across the globe.



## Some of our clients



**NEW DELHI**

L1, Mezzanine Floor,  
ASHIRWAD COMPLEX,  
D-1, GREEN PARK,  
NEW DELHI-110016

**CHENNAI**

Jamal Fazal Chambers,  
Unit A, Second Floor,  
26, Creams Road,  
Chennai 600006

**AHMEDABAD**

101, Ground Floor, Pragnesh Apartment,  
5, Modh Champaner Society,  
B/h Vadaj Post Office, Usmanpura,  
Ahmedabad-380013

**MUMBAI**

Unit No. 201, 2nd Floor,  
Mehra Estate, LBS Marg,  
Vikroli (W), Mumbai-400079  
Maharashtra

**BENGALURU**

# 35, "PARK ENCLAVE"  
1st Floor, Park Road, Tasker Town,  
Shivajinagar, Bengaluru – 560051  
Karnataka

**PUNE**

T-303, Ashoka Mall,  
Opp Sun N Sand Hotel,  
Bund Garden Road,  
Pune-411001

**KOLKATA**

La Vida Mall (7th Floor)  
Block No. CK-3, 4, 48 & 49,  
Sector Salt Lake City, Kolkata (W.B.)-700091

**INDORE**

FH-393, Scheme-54  
Near Soft Vision College  
Vijay Nagar, Indore (M.P.)- 452010

**HYDERABAD**

# 206 Ashok My Home,  
MCH No: 1-8-301-303 (Old no: 146-A),  
Sardar Patel Road,  
Secunderabad-500003

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[www.a2zinfraservices.co.in](http://www.a2zinfraservices.co.in)

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