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Cyber Security, Enterprise Information Management and ICT Consulting for Government Agencies and their Service Providers

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Interview conducted by:
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> "Our track record of being a result driven organization that has delivered significant value to our customers. This can be seen from one cyber security engagement where we remediated over 2 million vulnerabilities on the customer applications, servers and workstations in the last year alone."
> **- Shivaji Sengupta**

CEOCFO: *Mr. Sengupta, what is the vision behind NXTKey?*
Mr. Sengupta: The vision behind NXTKey is to provide a value-add "As A Service" platform for commercial and government customers. We are traditionally moving away from the typical staff augmentation model to provide more of a solution-based approach that is more in line with customer needs and meeting their cost effective expectations.

CEOCFO: *Are people looking for this level or is it still the case that many people do not understand the value of a "As A Service"?*
Mr. Sengupta: Many of our customers are in the federal government space looking for a comprehensive Service as a Solution, rather than staff augmentation model. We have found many of our customers would like to get a complete team to address a particular requirement, compared to hiring a bunch of bodies who are not cohesive while working together. That cohesiveness as a team is what drives efficiency while addressing a particular problem, and is the differentiator that NXTKey provides.

CEOCFO: *You also mentioned government as well as commercial customers. Who are your typical customers?*
Mr. Sengupta: In the commercial space NXTKey provides services to large and medium sized corporations primarily in the Enterprise Information management Space. These companies are in Healthcare, Banking and Manufacturing space.
In the government space we have federal agencies and state government agencies who look to us to providing multiple levels of service. The first is our core competency in the cyber security space, enabling NXTKey to provide a comprehensive cyber security solutions and operation teams. The second core competency is in the enterprise information management space where we go in, understanding the particular challenge and providing the customers an understanding of what solutions exist out there putting ourselves in as one of the offerings for the range of solutions being presented. The third core competency is Information Communication Technology consulting where we provide top rated consultants to work on complex and challenging consulting projects. NXTKey provides our customers with the flexibility typically not provided by a traditional service provider.

CEOCFO: *On your website it indicates a full range on mobile as well as open source. Are you covering all fronts?*
Mr. Sengupta: NXTKey has four focus areas: cyber security, enterprise information management, ICT consulting and enterprise content management. These are the four cornerstones of NXTKey from a service perspective, that are delivered through various technologies, whether this is cloud, mobile, open source or managed services. While technology is a part of every solution we deliver; we are a solution-focused company.