

To,  
The Manager  
**National Stock Exchange of India Ltd**  
Exchange Plaza, Plot No.C-1, G Block  
Bandra Kurla Complex, Bandra (East),  
Mumbai - 400 051

Date: 22 September 2024

**Security Code: ONEPOINT**

**Sub:** Press Release on appointment of Mr. Amol Kanskar as Vice President of Sales, to drive Public Sector Engagement.

**Ref.:** Regulation 30 (Disclosure of event or information) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith business update in respect of appointment of Mr. Amol Kanskar as Vice President of Sales, dedicated to establishing a focused vertical on public sector deals for your information and records.

Thanking you,  
Yours faithfully,  
For One Point One Solutions Limited



Pritesh Sonawane  
Company Secretary & Compliance Officer  
Place: Mumbai

Encl.: As above

**ONE POINT ONE SOLUTIONS LIMITED**

Corporate Office: C-42, TTC Industrial Area, MIDC, Village Pawane, Navi Mumbai, Maharashtra- 400 705.

T. 022 6687 3800 F. 022 6687 3889 CIN: L74900MH2008PLC182869 website: [www.1point1.in](http://www.1point1.in)

Reg. Office: T-762, 6<sup>th</sup> Floor, Tower-7, International Infotech Park, Above Vashi Railway Station, Vashi, Navi Mumbai, Maharashtra -400 703.  
Mumbai. Gurgaon. Indore. Bangalore

## ONE POINT ONE SOLUTIONS APPOINTS AMOL KANSKAR AS VP-SALES TO DRIVE PUBLIC SECTOR ENGAGEMENT

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**Mumbai, India** – 21 September 2024 – One Point One Solutions Ltd. (NSE: ONEPOINT) is pleased to announce the appointment of Mr. Amol Kanskar as Vice President of Sales, dedicated to establishing a focused vertical on public sector deals. This strategic move underscores the company's commitment to expanding its footprint in the public sector, aiming to leverage Amol's extensive experience to enhance service delivery and client engagement. With over 30 years of extensive experience in sales, Amol brings a wealth of knowledge and expertise that spans multiple industries. His career highlights include:

- 10+ years in the Government Sector: Amol has focused on Sales and Receivable Management, working with various government fields including Railways and Defence, effectively managing relationships and driving revenue growth.
- 12+ years in the Telecom Industry: He has held key positions at major companies such as BT, TalkTalk, Orange, Everything Everywhere, and O2. His specialization includes Sales, Customer Experience (Life Cycle Management), Business Development, Strategic Planning, and Collections.
- 7+ years in Industrial Sales: Amol has also made significant contributions in the sales of transformer oils within the government sector, emphasizing Business Development and Operations across processes.

**Amol's** impact on B2B sales has been notable, particularly in areas such as customer experience enhancement, transformational business strategies, and launching new business initiatives. His innovative practices in product positioning and government sales promotions have consistently made him a "game changer" in his field.

**Mr. Akshay Chhabra - Chairman & Managing Director of One Point One Solutions Limited, commented on the potential of the public sector domain:** "The public sector represents a significant opportunity for growth. With increasing investments in infrastructure and technology by government entities, we see a vast potential for our solutions to make a meaningful impact. Amol's advent into our team will undoubtedly propel our efforts in this vertical. His extensive background in government sales and proven track record will be invaluable as we aim to strengthen our relationships with public sector clients and capture new opportunities. As One Point One Solutions continues to innovate and adapt to market demands, the establishment of this dedicated public sector sales vertical marks a significant step towards enhancing its service offerings and fostering deeper connections with government clients."

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**About the Company:** One Point One Solutions Limited is a leading player in Business Process Management (BPM). The company was incorporated in the year 2006. The company offers technology, accounting, skill-development and analytical solutions that help businesses build better capabilities and enable them to achieve seamless growth. The company serves a broad spectrum of industries like Telecom & Broadcasting, Retail and E-commerce, Consumer Durables & FMCG, Banking and Finance, Travel & Hospitality and Insurance. The company has 5 service centres located across Navi Mumbai, Gurgaon, Chennai, Bangalore and Indore with 5,500+ seats on per shift basis. The company offers services like customer care, lead generation, content management, voice analytics, accounts payable and receivable, SME Management, predictive analytics, Chat bots, IVR, voice analytics and E-mail management. Akshay Chhabra is the founder of One Point One Solutions Ltd., he focuses on technology-driven innovation to build efficiencies and surge ahead in the BPM space.

The company got listed in the year 2017. The company boasts of 40+ leading clientele spread across sectors. Some of the leading clientele are SBI Cards, SBI Life, Godrej Appliance, ICICI Bank, Kotak Bank, DMI Finance, Chola MS to name a few.

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