



Hello!

I'm happy to share with you in this newsletter, some of the exciting and challenging activities that have kept us busy for the last three months. We've kicked off several projects in new markets in Europe and have a host of initiatives in the pipeline for the coming year. Our Sakaar team has been busy too – several successful and rewarding efforts have reinforced our belief in the value of looking out for the interests of the communities we live and work in.

As the year winds down, the last few months are always tinged with anticipation and reminiscences - we get a chance to look back at what was accomplished during the year and plan for the upcoming year. We also celebrate **Diwali** in November in India and look forward to the coming holiday season. This year, after a particularly long and hot summer and one of the wettest monsoons in many years, the cooler winter months are even more welcome.

As always, we look forward to hearing from you - tell us what you think, what you care about and what added value Extentia can help deliver to you.

And, here's wishing you and your families a wonderful, peaceful, holiday season, and a successful 2006 ahead.

Umeed Kothavala, Director

Customer Focus: AlphaSmart



This month's focus is on **AlphaSmart**, a company that delivers affordable learning technology solutions to the education market. Since 1992, AlphaSmart has been providing the education market with lightweight, rugged, portable computing devices that are expandable, easy to manage and provide exceptional battery life.

In markets where mobility and speedy gathering of information is key, these devices specially help writers, journalists, research professionals as well as dyslexic children.

Extentia works with AlphaSmart to develop a suite of applications for the education market. The applications work on the AlphaSmart devices as well as on the PC or the Mac via USB and serial interfaces. These solutions help students improve their fundamental academic skills and help teachers increase classroom productivity.

“ Extentia's 'can-do' approach to solving IT problems has created innovative solutions that lie at the core of our business processes. Our partnership with Extentia has created a relationship of trust and a win-win situation for our company. It's good to get detailed feedback from a results-oriented partner, helping us to manage our work-load. I choose Extentia as a reliable and cost effective resource. ”

- **Ketan Kothari, President, AlphaSmart Inc.**

Newsletter Spotlight: We have expanded!

To accommodate our growing team we moved into additional office space earlier this quarter. With over 3,500 square feet of additional space, a conference room, garden and adequate parking, we hope to accommodate several additional teams at the new location.

Our new office space retains our preference for function over form, comes equipped with high speed Internet access and most importantly, is right here in Koregaon Park - just a short walk away from our old offices and nearby cafes and restaurants.



Exploring the Open Source space

Over this year our commitment to Open Source has grown substantially. In addition to several smaller projects, we successfully completed yet another large project using Java/J2EE technologies including EJB, JMS, Hibernate and the Struts framework. We have also been making increasing use of Aspect Oriented Programming (AOP) and undertaking UNIX based deployments for these kinds of projects. Our latest project in this space involved clustering an application using the JBoss application server and Apache as a load balancer.

Our teams' expertise in Eclipse, MySQL and JBoss has also been strengthened through additional training, the infusion of fresh talent and the challenging projects that compel us to work harder and think smarter. In the coming year, we're keen on continuing to grow our teams in this area and look for additional opportunities to leverage their skills and experiences.

Sakaar: An evening at the orphanage



We can make a difference to a thousand lives only if we try. This is the spirit that created "Sakaar". Derived from Hindi, Sakaar means to realize, fulfill or achieve. Our mission is simple - create social awareness in our city, help the underprivileged and provide support for charitable institutions. With our work, we aim to offer a helping hand and hope to bring a smile to people's faces.

As part of our ongoing initiatives the Sakaar team organized a fun filled evening for about two hundred girl students at a local orphanage.

The evening started with a magic show, lots of games and a dance program for the children. Later in the evening we distributed snacks, gifts and prizes. The excited little children were quite a handful but just playing and interacting with them was a pleasure that made the evening extremely fulfilling. They had so much to offer all of us in terms of appreciation and love - feelings that we will cherish for a long time to come.

“ I will never forget my experience at the orphanage. The kids wouldn't stop impressing us with their broken English and showering us with their love! It was overwhelming to see the gratitude in those sparkling eyes. ”

- **Anisha Anand, Marketing Executive**