

# ABSOLUTE EXPRESS

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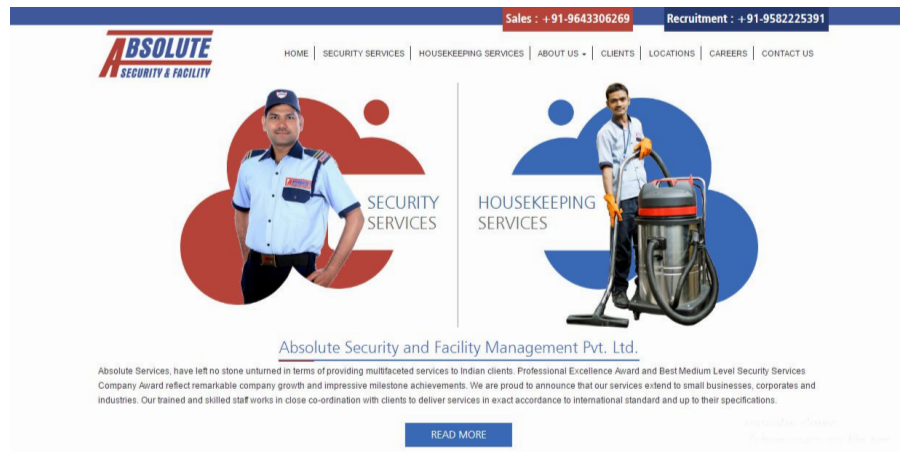


## Rate Revision & Company Margins

We have been revising our rates in the past based on minimum wages. Basic logic being that guard's and housekeeping staff's salary and our profit should on an average increase by rate of inflation (6-10%) per year. Any increase less than that would either lead to shortage of guards or company going bust due to lack of funds. Any revision more than that is primarily because of change of statutory obligation or compliances. Increase of more than 6-10% is always completely passed on to the guards. I hope you agree that this can be the only fair way to manage

## Revamping of Existing Website

We are delighted to inform you that we have completely revamped our existing website with lots of new articles, past newsletters etc. besides much simpler and cleaner look. We encourage you to visit the same at [www.absoluteservices.in](http://www.absoluteservices.in).



Every quarter we introduce you to the one of the processes which company follows. This quarter we are happy to introduce you to the new client deployment process.

## New Client Deployment Process

Any new client who joins the company is monitored strongly for first 15 days to ensure an appropriate deployment. We monitor some of the following things:

1. No change of guards during this period.
2. Sending the welcome letter to the key person at the client.
3. Ensuring a call by the General Manager (GM).
4. Ensuring a visit by the Security Manager (SM).
5. Ensuring that post duty manual (PDM) is prepared for the special duties of the guard at the site.

All this is done with the help of checklist so as to ensure that the client gets an appropriate service.

## Know The Staff Member

### Sudhish Kumar, Head Personal Department

This quarter we would like to introduce Mr. Sudhish Kumar. He is graduated in BBA. He started working with us as an accounts executive and now is the head of Personnel department. He has been associated with us for over 10 years. He plays a vital role in our organisation with a team of 10 people reporting to him and is responsible for compliances (e.g. ESI, PF, Bonus) and payroll management. He is a dedicated employee and is a good team player. Sudhish is happily married for 3 years. He loves playing volleyball and cricket.



## Clients this Quarter

Some of the Clients whom we have signed up or have given us Business in this Quarter are :



**30**  
YEARS

**11**  
STATES

**300+**  
CLIENTS

New Delhi | Punjab | Haryana | Uttar Pradesh | Uttrakhand  
Bihar | Rajasthan | Chhattisgarh | Madhya Pradesh | Orissa | Gujarat



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