

Customer Spotlight

Motor Vehicles Department, Government of Kerala

Overall Project Value

₹150 Crores

IMFS funded

₹11.3 Crores

Partner Details

eCentric Solutions is a leading provider of AI and urban digitization solutions, helping customers implement their social infrastructure projects.

Summary

The Safe Kerala Project envisages revolutionary changes to vehicular traffic management within the state with an aim to reduce fatal road accidents and enhance road safety. The Motor Vehicles Department, Government of Kerala, urgently sought funds to implement this initiative.

eCentric Solutions leveraged Ingram Micro's leasing solution to help the customer purchase and deploy a cutting-edge, fully automated traffic enforcement system with minimal upfront investment.

Solution

The automated traffic enforcement system included several components such as AC power supply and UPS modules, router with LAN modules, tape drive and storage system, desktop computers, industrial switches, etc. Some of the IT solutions were from Non-Ingram Micro vendors.

The Ingram Micro Financial Solutions team structured a fixed, long-term payment solution with 12 quarterly payments spread over 36 months.

Partners & Customers looking for flexible, customizable financing options contact IN-financialsolutions@ingrammicro.com or contact your Account Manager

Customer Requirement

- The Motor Vehicles Department (MVD), Government of Kerala, had an urgent requirement to deploy a fully automated traffic enforcement system in the state.
- KELTRON, a government of Kerala undertaking, submitted a detailed proposal for this project.
- KELTRON and MVD entered a service level agreement for a period of 5 years.
- KELTRON issued an RFP to which SRIT (a leading SI for the Government of India) submitted a detailed proposal.
- SRIT then approached eCentric to obtain these solutions.
- As an IT project of this size and complexity requires a massive upfront investment, eCentric approached the Ingram Micro Financial Solutions team for a discussion.

Win-Win for all stakeholders

Our flexible payment structure made the project more viable commercially for eCentric and MVD, Government of Kerala.

- Helped eCentric execute a large deal in a timely manner.
- Helped the customer acquire latest IT solutions cost-effectively, with minimum upfront investment.
- More financially viable as compared to opting for a new limit or term loan from a bank.
- The partner and the customer were able to get financial support for Non-Ingram Micro Vendors and Solutions as well.