



# INNOVATION IGNITES GROWTH

Testing excellence, Pioneering innovation,  
Unleashing growth.

## THE PULSE EDITION 5

"Changes call for innovation, and  
**innovation** leads to **growth**."

- **Meet Our Top Innovators**
- **Product Expansion & Diversification**

**June-August**

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[www.kairostech.com](http://www.kairostech.com)

**#FutureReadyKairos**

# CEO

As we approach the end of another quarter, I am elated to highlight the monumental successes we've achieved at Kairos Technologies, particularly with our K-Labs products. KiTAP and DQGateway have not only set new benchmarks in innovation but have also been instrumental in winning more business and garnering immense interest from prospective clients.

Our unwavering commitment to innovation, excellence, and customer satisfaction has not only propelled us to new heights but has also solidified our position in the market. The expansion of our global presence, marked by securing new clients in emerging markets and fortifying relationships with existing ones, speaks volumes about our growth trajectory.

While our comprehensive suite of services, ranging from end-to-end testing to Salesforce testing, has always been our strength, it's our groundbreaking platforms like KiTAP and DQGateway that have truly set us apart.

These platforms have attracted significant attention worldwide, underscoring our dominance in the digital quality engineering domain. Our customer-first approach remains at the heart of all our achievements.

The backbone of our success is, without doubt, our phenomenal team. Their dedication, passion, and relentless efforts have been unparalleled. We remain committed to investing in their growth, nurturing a culture that champions innovation, ethical practices, and a vibrant work environment.

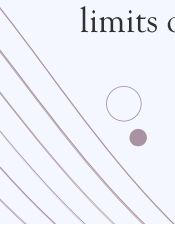
As we set our sights on the upcoming quarter, the horizon looks promising with endless opportunities. Our focus will remain on pioneering solutions, expanding our horizons, and consistently delivering unmatched value to our clients.

Thank you for your unwavering commitment and exemplary performance. Together, let's redefine the limits of possibility.



## Sudhakar Pennam

**Co-founder and CEO**





# COO

As we transition into another quarter, I'd like to spotlight the remarkable business strides we've made, largely credited to our K-Labs product suite.

K-Labs, with standout products like KiTAP and DQGateway, has carved a niche in the industry. These trailblazing products have not only redefined innovation standards but have also been instrumental in clinching pivotal business deals and forging influential partnerships.

KiTAP, with its cutting-edge testing prowess, has been embraced by industry frontrunners, a testament to its unparalleled efficacy and robustness. Its success narratives span diverse sectors, underscoring its universal appeal and adaptability.

On the other hand, DQGateway, our avant-garde data quality solution, has transformed data management paradigms for corporations. Its prowess in amplifying data precision and trustworthiness has attracted significant attention, making it a go-to solution for businesses prioritizing data quality.

Moreover, the business momentum generated by these products has facilitated our foray into new markets, amplifying our global presence. The overwhelming endorsements and collaborations from global enterprises testify to our vanguard position in the digital quality engineering arena.

In sum, the business accolades garnered by our K-Labs offerings have been stellar, laying a robust foundation for future triumphs.



**Jagadish Mankal**

**Chief Operating Officer**



# CDO

As we draw the curtains on this transformative quarter, I want to take a moment to delve into the monumental business victories we've achieved, which have not only set new benchmarks but have also fortified our position in the industry.

K-Labs, our innovation hub, has been the epicenter of our success this quarter. The products birthed here have not only garnered industry acclaim but have also been pivotal in winning significant business contracts. KiTAP and DQGateway, two of our flagship products, have been game-changers. Their innovative features, scalability, and efficiency have resonated strongly with industry leaders, leading to a surge in adoption rates.

Our collaboration with Fortune 500 brands this quarter has been a direct result of the trust and reliability that K-Labs products have instilled in the market. We've transitioned from being a solution provider to a strategic partner for these industry giants, all thanks to the robustness and innovation of K-Labs offerings.

The business wins this quarter have been staggering. We've secured long-term contracts, entered into lucrative partnerships, and expanded our global footprint, all riding on the success of K-Labs products. The industry now recognizes us as a vanguard of innovation, and our products have set new benchmarks in terms of performance and reliability.

This has truly been a proud quarter for Kairos. The accolades, the business victories, and the industry recognition we've received are a testament to the dedication, hard work, and visionary thinking of the K-Labs team. Their relentless pursuit of excellence and innovation has propelled us to these dizzying heights.

As we look ahead, we are filled with optimism and excitement. With K-Labs leading the charge, we are confident of scaling even greater heights, breaking new ground, and continuing our legacy of excellence. This quarter has set the tone, and we are poised for even bigger achievements in the days to come.



**Radhika Rao**  
**Chief Delivery Officer**



# INNOVATION TEAM

## It's a Proud Quarter for K-Labs!

### A Quarter of Trailblazing Achievements:

The past three months have been monumental for K-Labs, marking a period of significant business wins and innovation. Our team's dedication to developing groundbreaking products has not only expanded our client base but also solidified our reputation in the industry.

### Focused Innovation for Impactful Growth:

Our commitment to simplicity and user experience is evident in our no-code solutions, designed to empower users without overwhelming them. This approach has been instrumental in securing new business partnerships and collaborations, setting the stage for consistent and impactful growth.

### Democratizing the Digital Landscape:

K-Labs stands as a champion for democratizing the digital realm. Our no-code products have attracted a diverse range of clients, from startups to Fortune 500 companies, all seeking to innovate without the constraints of technical complexities. This has led to improved efficiency, seamless operations, and fostered collaboration at unprecedented levels.





## Resilience Amidst Challenges:

Despite facing challenges in a competitive market, K-Labs has secured long-term contracts with our unwavering client-first approach and the sheer dedication of our team members. These victories testify to our ability to navigate obstacles and achieve remarkable milestones.

## Gratitude and Looking Ahead:

Reflecting on our achievements this quarter, we are filled with gratitude for our team's hard work and the trust our clients have placed in us. The transformative impact of our products, combined with our significant business wins, positions us as a leader in the digital landscape. The accolades and recognition from industry stalwarts and media further validate our commitment to excellence and our vision for an inclusive digital future.

With this momentum, K-Labs is poised for even greater accomplishments in the coming days. Here's to pushing boundaries, setting new benchmarks, and continuing our journey of innovation and excellence!



# SALES TEAM

## A Quarter Marked by Monumental Business Wins and Strategic Growth

### Strategic Talent Acquisition for Targeted Growth:

In the past three months, our primary mission has been customer acquisition for K-Labs products. We've strategically onboarded new talent to our IST Team, ensuring that we have the best minds focused on driving our business growth. This dedicated team has been instrumental in generating potential meetings, building a robust pipeline across all our service offerings, and ensuring our products reach the right audience.



### Empowering Teams for Optimal Efficiency and Innovation:

By empowering our teams to innovate and providing them with the unwavering support of our technical experts, we've seen a surge in efficiency and collaboration. This empowerment has not only streamlined our internal processes but has also played a pivotal role in our successful outreach to potential clients, even amidst challenges.





## Focused Customer Acquisition and Business Expansion:

Our Go-to-Market strategy has been laser-focused on acquiring new business, especially for K-Labs products. The results? A burgeoning pipeline of potential clients, exploration into new regions, and a solid foundation laid for our IP Led Platforms. Our efforts have translated into tangible business wins, positioning us as a trusted partner in the market.

## Exploring New Opportunities and Amplifying Brand Presence:

Our team's proactive approach has led us to explore valuable opportunities, such as the T-Hub value proposition and strategic events like NASSCOM 2023 in Hyderabad. These platforms have not only expanded our network but have also significantly amplified Kairos's brand presence in the industry.

## In Retrospect:

This quarter has been a testament to our team's dedication, strategic approach, and relentless pursuit of growth. We've not only built a formidable team and fostered innovation but have also achieved significant business wins, especially in customer acquisition for K-Labs products. Our journey, marked by resilience and strategic growth, makes us optimistic about the future and the milestones we're set to achieve.





# HR TEAM

## A Quarter of Nurturing Growth and Well-being

### Fostering Team Bonding and Cohesion

We introduced a 'Bonding Playbook for Managers' to help them connect with their teams and foster teamwork. We also partnered with YourDost to host an event for team bonding

### Promoting Personal and Professional Growth

We shared monthly good reads for employees that contributed to their career and personal growth. Topics included 'Attitude Towards Life Test,' '4 Habits When Work Gets Stressful,' 'The Secret to Thriving Under Pressure,' and 'Hacks To Promote Self-Acceptance.'



### On-Going Events

We continued with our regular events such as Fun Zone, Monday Motivation, Birthday posts, and HR Meet & Greet to keep the team engaged and motivated.



## Celebrating Special Occasions

On Mother's Day, we gave employees the opportunity to send their mothers a virtual greeting card and a doorstep delivery. Similarly, we planned a virtual activity called 'Dad Bingo' for Father's Day to encourage self-care. Additionally, we organized a Yoga Day session in the office with a well-trained yoga instructor to help employees discover healing through yogic practices.



## Reflecting on the Quarter

As we reflect on this quarter's accomplishments, we are filled with gratitude for our team's hard work and dedication. Looking ahead, we are excited about the opportunities that lie before us as we continue to innovate, grow, and contribute to a more inclusive and supportive work environment.





# TEAM HERTZ

## KiTAP Demo Impresses Hertz Management:

We had the privilege of presenting a demo of our innovative Test Automation Product, KiTAP, to the Hertz team. The response was overwhelmingly positive, with the Hertz management expressing keen interest in our product. This is a testament to the hard work and innovation that has gone into KiTAP, and we are proud to see it being recognized at such a high level.

## CEO Meets Hertz's CIO:

In a significant move, our CEO had a productive meeting with the CIO of Hertz. Such high-level interactions not only strengthen our business ties but also pave the way for deeper collaborations in the future.

## Transitioning to a Strategic Partnership:

The recent developments have positioned Kairos not just as a vendor but as a potential strategic partner to Hertz. Their interest in onboarding Kairos as their automation/QA partner is a significant step in this direction. It's not just about business; it's about trust, collaboration, and shared visions.

The image shows a close-up of a car's front wheel. The wheel has a black tire and a multi-spoke alloy rim. A bright yellow brake caliper is visible through the spokes. The car's body is a light blue color with a fine, ribbed texture. The background is a dark, textured surface, possibly asphalt.

## Team Expansion:

Reflecting the growing partnership, our team dedicated to Hertz has seen considerable growth. This expansion is not just in numbers but also in the depth and breadth of expertise we are bringing to the table.

## Anticipating a Large Order:

In conclusion, our journey with Hertz this quarter has been nothing short of exciting. These developments underscore our commitment to excellence, innovation, and building lasting partnerships. A big shout-out to everyone involved in making this possible. Let's keep the momentum going and continue to make Kairos proud!





# TEAM QUEST



As we reflect on the past quarter, it's essential to highlight the remarkable strides made by our Quest Diagnostics team at Kairos. Their unwavering commitment and innovative approaches have not only added value but have also been instrumental in the technological growth of Quest Diagnostics. Here are some of the key achievements:

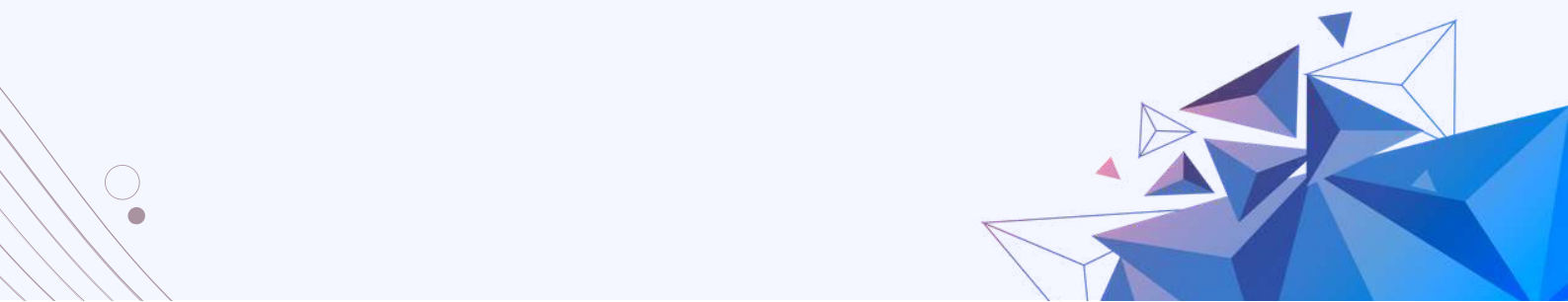
## Innovative Collaboration:

Our team, in collaboration with Quest automation architects, has successfully developed an Automation framework using Typescript/JavaScript. This state-of-the-art framework has enabled the triggering of automation scripts using Newman Runner & WDIO. Furthermore, we are harnessing the power of GIT Lab to implement a seamless CICD pipeline



## Rapid Skill Acquisition:

Despite being new to Typescript and WDIO, our team showcased an impressive learning curve. Within a short span, they not only mastered these technologies but also began offering valuable insights to enhance the framework. This rapid adaptability is a testament to their dedication and skill.



## Error Resolution Document:

In a move to streamline processes and offer quick solutions, the team developed a reusable Error Resolution Document. This invaluable resource is now being leveraged across project teams, aiding them in swiftly addressing any challenges they encounter.

## Automation Efforts:

The team is diligently working on developing an Automation smoke/regression test suite. Their efforts have already reduced manual tasks by a commendable 60%. With their continued dedication, we are optimistic about achieving a reduction target of at least 80% soon.

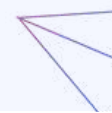
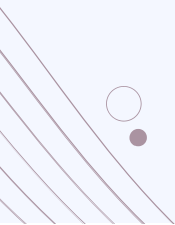
## Unwavering Support:

Our Quest Diagnostics team has consistently showcased their commitment by quickly ramping up and offering extended support hours for hot fixes and releases. Their ability to deliver on schedule and within budget, even during demanding times, is truly commendable.

## Cost-Efficient Defect Identification:

The team's proactive approach in the early identification of defects in 50% of user stories developed so far in the CIT MuleSoft project has resulted in significant cost savings for the Quest team.

A heartfelt thank you to the team for their relentless efforts and to everyone who has supported them on this journey. Let's continue to push boundaries and achieve greater heights together!





# TEAM PROVIDENCE

It's time to shine a spotlight on the exceptional achievements of our team Providence at Kairos. Their unwavering dedication and innovative solutions have consistently added value to Providence, earning admiration and appreciation.

## PowerBI Report Validation Framework:

Our team has been at the forefront of supporting the creation of a framework for PowerBI report validation. Some of the notable accomplishments in this area include:

## Angular Application Development:

The team successfully developed an Angular application to display PowerBI visuals externally with added data. This ingenious solution not only offers a cost-saving alternative to expensive PowerBI licenses but also facilitates selenium-based automation in report validation.



## Dockerized Deployment:

Demonstrating their technical prowess, the team implemented a dockerized deployment for the Angular Application, ensuring efficient on-premises hosting.



## Mastery of Tosca DI Tool:

In a display of adaptability and commitment, the team swiftly ramped up on the Tosca DI tool.

## Azure Logic App Creation:

In line with our continuous efforts to provide cost-effective solutions, the team created an Azure Logic app as part of the UiPath License Loaner Program. Additionally, they implemented actionable emails, leading to significant cost savings and enhanced availability for Providence.

In conclusion, the achievements of team Providence this quarter are a testament to their dedication, innovation, and commitment to excellence. Their ability to consistently impress Providence speaks volumes about their capabilities and the values we uphold at Kairos. A big round of applause for the team and everyone who supported them in this journey. Let's keep the momentum going and set even higher benchmarks in the coming quarters!

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# PRESALES

## Strategic Business Wins and Revamped Pre-sales Collaterals:

### Emerging Opportunities in Data/Automation:

The Data and Automation domains have been a hotspot for us, with a significant influx of enquiries. We've successfully onboarded new clients, further strengthening our foothold in this space. The future looks promising, and we are poised to capitalize on these emerging opportunities.

### Revamped Pre-sales Materials for Targeted Outreach:

Understanding the importance of first impressions, we've revamped our pre-sales materials to resonate with our target audience. From releasing impactful templates, product presentations, to service decks, we've ensured that our collaterals are not only informative but also compelling. While some materials are undergoing final touches by our marketing team, the initial feedback has been overwhelmingly positive.

### Strategic Market Positioning:

Our strategic business wins, especially the acquisition of new clients, have been pivotal in solidifying Kairos Technologies' position in the market. With the right tools and materials at our disposal, coupled with our recent successes, we are confident in our ability to secure even more business in the upcoming quarters.

### Future Endeavors:

As we celebrate our recent successes, we are also looking ahead, streamlining processes, and ensuring that our pre-sales collaterals are always aligned with market trends. Our commitment to excellence and relentless efforts will undoubtedly lead to more efficient and effective engagements with potential clients.





## Marketing Excellence: Amplifying K-Labs Product Success

As we reflect on this quarter at Kairos Technologies, it's evident that our Marketing Team has been a driving force behind the heightened visibility and success of our K-Labs products. Our strategic initiatives, coupled with innovative content strategies, have significantly elevated our product positioning in the market.

### Strategic Content Themes for Comprehensive Outreach:

By focusing on four distinct content themes - Product Centric, Industry Centric, Employee Engagement, and Service Centric - our team has:

- Elevated the prominence of our K-Labs products, showcasing their transformative capabilities.
- Positioned Kairos as a thought leader in the industry, emphasizing our deep domain expertise.
- Enhanced our brand's reputation, highlighting our commitment to customer success.
- Celebrated our team's achievements, fostering a sense of community and shared purpose.

### Diverse Content Formats: Engaging Every Audience Segment:

To ensure our product-centric messages resonated powerfully, the team employed a mix of Videos, Carousels, Articles, Infographics, GIFs, and Polls. This multi-format approach ensured that we reached diverse audience segments, amplifying interest in our K-Labs products.

### Celebrating Our Kairos Family:

Through various employee engagement initiatives, we've showcased the heart and soul of Kairos. This not only strengthens our internal community but also underscores our commitment to excellence, a hallmark of our K-Labs products.





kairos<sup>7</sup>

07th June 2023

Potluck



[www.kairos7tech.com](http://www.kairos7tech.com)

#LifeAtKairos

## POTLUCK VIDEO

We enjoyed a delicious and diverse potluck, where we showcased our cultural backgrounds and culinary skills.

## BLOOD DONATION CAMP

We participated in a noble cause of donating blood and saving lives.



## INTERNATIONAL NO PLASTIC BAG DAY

We pledged to reduce our plastic consumption and use eco-friendly alternatives.



## TEAM OUTINGS

We had fun bonded with our colleagues in the serenity of nature.





## INDEPENDENCE DAY CELEBRATIONS

We celebrated our nation's independence with patriotic fervor and enthusiasm, by hoisting the flag, singing the national anthem, and wearing traditional attire.

## FREEDOM RIDE CEO PROMOTION

We congratulated our CEO on his promotion and joined him on a freedom ride.



## Kairos on YouTube: Spotlight on K-Labs Products:

Our strategic move to YouTube, with videos like "Revolutionizing API Testing with No-Code Tools," has further amplified our product outreach, positioning K-Labs products as industry benchmarks.

video 1



video 2



video 3



... and more!

## Thought Leadership: Driving Trust and Credibility:

With insightful content pieces, such as the blog "Why No-Code DQM is the Future of Business Analytics," we've established Kairos as a trusted voice in the industry, further bolstering confidence in our K-Labs product suite.



- Blogs:

## Revolutionizing API Testing with No-Code Tools



## Why No-Code DQM is the Future of Business Analytics



- White Paper:

## Exploring the Future of Generative AI



## Collaborative Initiatives: Broadening Horizons:

### T-Hub:

Our collaboration with the THUB/Startup Clinic has expanded our network, introducing our K-Labs products to a wider audience.

1

### Product Marketing:

By intertwining marketing insights into product UI/UX design, we've ensured our products are both functional and appealing.

2

### Sales Collaboration:

Our synergistic efforts with the sales team and the K-Labs team have translated into tangible business outcomes, with our product promotions directly contributing to increased client acquisitions.

3

### Supporting Pre-sales:

By aiding the pre-sales function, we've ensured that potential clients receive a cohesive and compelling narrative about our K-Labs products.

4

In conclusion, this quarter stands as a testament to our Marketing Team's unwavering dedication to spotlighting the prowess of our K-Labs products. Our efforts have not only elevated product visibility but have also translated into significant business wins. Heartfelt gratitude to the team for their exceptional work and to everyone who has been a part of this journey.



# KAIROS GLORIFIED



Quick Learner



**Sathya Teja Tallam**  
Team Quest

Ace Performer



**Sudhakar Pulagam**  
Team Innovation

Keen Observer



**Ankita Shrivastava**  
Team Quest

Experimenter



**Bharath Bhushan Sunkara**  
Team Innovation

Ace Performer



**Ram Reddy**  
TAG Team

Experimenter



**Ashwin Reddy K**  
Team Sales

Ace Performer



**Ravi Kumar Pulusu**  
Team Innovation

