

Delyth Tulasi IT Solution LLP

India's Trusted Partner for Premium Refurbished
& New Enterprise IT Hardware

Founder: Jitendra Patra **Seeking:** ₹30 Lakhs | **Equity:** 5%

Affordable Enterprise IT. Trusted Quality. Pan-India Reach.

About Us

Delyth Tulasi IT Solution LLP is a fast-growing enterprise IT hardware company specializing in premium refurbished and new laptops, desktops, workstations, servers, and IT accessories.

We source high-quality enterprise-grade hardware from trusted international suppliers, ensuring affordability without compromising quality.

Today, we serve SMEs, startups, educational institutions, corporates, and reseller partners across India through a reliable sourcing, distribution, and support network.



Problem

Enterprise laptops remain expensive for SMEs & startups.

Refurbished market lacks trust and quality assurance.

Limited suppliers for bulk procurement.

Poor warranty and after-sales service.

Imported premium devices are difficult to source.



Solution

- ✓ Delyth bridges the affordability gap by offering:
- ✓ Premium refurbished laptops & desktops
- ✓ New enterprise IT hardware
- ✓ Corporate procurement
- ✓ Annual Maintenance Contracts (AMC)
- ✓ Managed IT Support
- ✓ Installation & Deployment Services



Market Opportunity

TAM: India's broader IT hardware market across laptops, desktops, accessories and enterprise systems

SAM: Refurbished enterprise laptops/desktops, SME & startup IT procurement, educational institutions, corporate bulk purchases

SOM: Pan-India B2B sales, e-commerce, dealer/reseller partnerships and repeat AMC/service revenue

Market drivers: rising digitization, affordability focus, growing acceptance of refurbished devices, office replacement cycles

Product & Service Portfolio

Products: Refurbished enterprise laptops, desktops, workstations, new IT hardware & accessories

Services: Corporate IT procurement, AMC contracts, managed IT support, deployment and installation support

Revenue mix: One-time hardware revenue + repeat orders + recurring AMC/support income



Business Model

Hardware Sales

One-time product sales

Corporate Procurement

Bulk enterprise orders

Dealer Network

Wholesale distribution

E-commerce

Direct online sales

AMC & IT Support

Recurring annual income



Why Delyth Wins

- ✓ Direct Imports from UAE & Saudi Arabia
- ✓ Premium Enterprise Inventory
- ✓ Rigorous Quality Testing
- ✓ Warranty Support
- ✓ Competitive Pricing
- ✓ Pan India Delivery
- ✓ B2B + B2C Distribution

Traction & Early Growth

Total Revenue

₹6.5 Lakhs

Avg. /Month

₹3.25 Lakhs

Units Sold

32

Customers

32+

Revenue Trend

May  ₹4.0 Lakhs

June  ₹2.5 Lakhs

✓ 10–15% Repeat Customers

✓ 15–20 Monthly Orders

✓ Pan-India B2B & E-commerce

Growth Strategy & Unit Economics

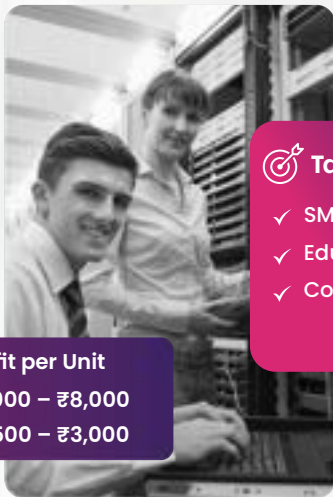
- ✓ Expand Import Inventory
- ✓ Strengthen Global Sourcing
- ✓ Grow Dealer Network
- ✓ Scale B2B & Corporate Sales
- ✓ Boost E-commerce Growth
- ✓ Expand AMC & IT Services

Sales Channel

- ♦ E-commerce
- ♦ B2B Sales

Profit per Unit

₹7,000 – ₹8,000
₹2,500 – ₹3,000



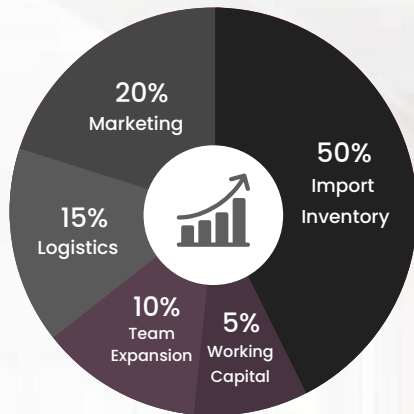
Target Customers

- ✓ SMEs
- ✓ Educational Institutions
- ✓ Corporate Buyers

Investment Ask

Seeking
₹30 Lakhs
In Exchange for
5% Equity

Fund Utilization



Accelerating inventory, faster fulfillment, and nationwide B2B growth.

Team & Founder



Jitendra Patra

Founder



Arun Sahu

Area Sales Executive, Bhubaneswar, Odisha

Drives local market sales, customer acquisition, and channel development in Bhubaneswar and surrounding regions

Email: arun.sahu@tulasiitsolutions.com

Mobile: +91 80181 21745



Thank You