

System Integrator

a. Name of the organization M/s Frizo India Private Limited Mr. Gopal Krishan Gupta, Mr. Amul Gupta and Mr. b. Name of the directors Rajeev Kumar Gupta 1st, Jeet Apartment, Near Ratanada Circle, Jodhpur, Registered Address of the c. Rajasthan-342001 **Organization** Same as above

d. **Service Unit Address**

Solar Power (SP) Grading SP 2B e.

f. **Grading Issue date** : November 25, 2025

Grading Valid up to : November 24, 2027 g.

No. of employees h. 150 permanent Employees

i. **Agency/Organization Details**

Category of Organization	Registration Details	PAN	GSTIN
Private Limited	Enclosed	AABCF2533P	o8AABCF2533P1ZF

GRADING SCALE

ity		Financial Strength							
ıbili		Highest	High	Moderate	Weak	Poor			
Capability	Highest	SP 1A	SP 1B	SP 1C	SP 1D	SP 1E			
-	High	SP 2A	SP 2B	SP 2C	SP 2D	SP 2E			
ınic	Moderate	SP 3A	SP 3B	SP 3C	SP 3D	SP 3E			
Technical	Weak	SP 4A	SP 4B	SP 4C	SP 4D	SP 4E			
	Poor	SP 5A	SP 5B	SP 5C	SP 5D	SP 5E			

B2K Analytics assigns "Solar Power (SP) Grading for Decentralized Solar PV Applications" (System Integrators) ranging from "SP 1A to SP 5E" based on the assessment of Technical Capability and Financial Strength.

The grading of SP 2B indicates High Technical Capability and High Financial Strength.

^{*}SP grading is not a Credit Rating to the entity.

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1. Fact Sheet

Name of the company	Frizo India Private Limited (FIPL)
Date of Incorporation	27 th June 2008
Constitution	Private Limited Company
Business Activity	The company is a registered contactor with 'SS' Class Contractor in MES (Military Engineer Services). The company undertakes on-grid and off-grid EPC (Engineering, Procurement and Construction) services and undertakes contracts for providing installation and commissioning service, in solar energy intergraded projects such as assembling of solar power generation system.
Names of the Directors	Mr. Gopal Krishan Gupta Mr. Amul Gupta Mr. Rajeev Kumar Gupta
Registered Office	1st, Jeet Apartment, Near Ratanada Circle, Jodhpur,
Service Unit Address	Rajasthan-342001
Experience in solar/ power related activities	The promoters of the company are having more than 2 decades of experience in the solar industry.
PAN	AABCF2533P
CIN	U45309DL2008PTC345241
GSTIN	o8AABCF2533P1ZF



2. Grading Scale

System Integrator SP2B

2.1 Grading Scale and Methodology

B2K Analytics' grading will reflect the "Technical Capability" and "Financial Strength" of the channel partner to undertake solar power projects.

The grading would be done on a 5x5 matrix (5x5). This matrix will assess the entity on two broad parameters: Technical capability and financial strength. Technical capability will include aspects such as track record of the entity, the diversity of its product profile, customers and suppliers, technical competence, adequacy of manpower, and quality of management of the entity. Financial strength would assess the entities with respect to revenue generation, profitability, financial flexibility etc. The grading scale is given below:

ity	Financial Strength								
Capability		Highest	High	Moderate	Weak	Poor			
apa	Highest	SP 1A	SP 1B	SP 1C	SP 1D	SP 1E			
_	High	SP 2A	SP 2B	SP 2C	SP 2D	SP 2E			
nic	Moderate	SP 3A	SP 3B	SP 3C	SP 3D	SP 3E			
Technical	Weak	SP 4A	SP 4B	SP 4C	SP 4D	SP 4E			
T	Poor	SP 5A	SP 5B	SP 5C	SP 5D	SP 5E			

The grading will be valid for a period of two years for all entities.



3. Grading Rationale

System Integrator

SP 2B

B2K Analytics assigns "Solar Power (SP) Grading for Decentralized Solar PV Applications'

- System Integrator of "SP**2**B" to Frizo India Private Limited (the company). The Grading indicates 'High Technical Capability' and 'High Financial Strength'.

B2K Analytics (B2K) has principally relied upon the audited financials of FY21, FY22 & FY23 of the company, publicly available information and information/ clarifications provided by the company.

The grading reflects favorable demand outlook for solar energy, healthy order book, moderate return on capital employed with year-on-year increased net worth of the company, moderate coverage metrics and comfortable current ratio. The grading is, however, constrained by the inherent execution risks associated with solar projects and intense competition from other players with higher capabilities & with established names in the vicinity.

Strengths

- The company is in existence for the last 16 years and has seen complete business cycles.
- The directors are well experienced in the line of activity.
- The net worth of the company has increased from INR 1285.62 Lakhs in FY23 to INR 1358.47 Lakhs in FY24.
- The company has a qualified and experienced technical team to handle the work of solar projects.
- The tangible net worth of the company has increased from INR 1285.62 Lakhs in FY23 to INR 1358.47 Lakhs in FY24.
- The company is Low leveraged with debt –equity ratio of 0.28 times in FY24.
- The company is holding orders on hand worth INR 11,251.12 Lakhs, to be executed by March 2025, indicating visibility of revenue.

Grading Drivers

Risk Factors

- The total revenue of the company has decreased from INR 2150.55 Lakhs in FY23 to INR 2100.77 Lakhs in FY24.
- The industry is driven by government policies. Government incentives, quality control policies, and mandatory certification for components can affect the sector.
- The market is fragmented with intense competition from other players with higher capabilities and with established names in the vicinity.
- The company faces execution risks in terms of time and cost overruns for each project undertaken.
- The company is exposed to customer concentration risk with revenue coming from Military Engineering services.

Company	Date of Incorporation	27 th June 2008
About the Co	Registered office address	1st , Jeet Apartment, Near Ratanada Circle, Jodhpur, Rajasthan-342001

Promoter's Track Record

Directors of the company have more than 2 decades of business experience in the solar energy industry.

Technical Expertise and Adequacy of Manpower

The Company has completed Grid/Non-Grid solar projects with an aggregate capacity of 1 MW to 6.3 MW. The Company has an in-house experienced technical team of ~ 33 members to carry out the project specific requirements. The team is professionally qualified and has more than 3 years of work experience in solar-related activities.

Quality of Suppliers and Tie-ups

The Company procures materials such as Solar Modules, Cables, SPV Panels & Devices, Switchgears, transformers, Electrical appliances, Solar Modules and Solar Inverters from reputed vendors like Adani Solar, Mudra; Vikram Solar Private Limited, Kolkata; Khatri Hardware, Jodhpur; Vikas Cable, Jodhpur; Raymon Enterprises, Jodhpur; Crompton Greaves Limited and Havells India Limited Jaipur, Andrew Yule & Company Limited, Kolkata etc. Geesys Technologies (India) Private Limited.

Customers and O&M Network

Clientele of the Company includes Chief Engineer (CE) Jaipur Zone, C E WAC Air Force Palam, Delhi; CE(Army) Chandigarh Zone, Chandigarh; CE Army, Jodhpur; CE Navy KochiIt. 56 persons for O&M to provide service to existing installations.

B2K Analytics assesses the Technical Capability of the company to be *High*.

Return on Capital Employed: The Company has moderate ROCE of 6.17% as on 31st March 2024, indicating adequate use of available resources.

Current Ratio: Comfortable current ratio of 3.87 times in FY24.

Net Worth: The net worth of the company has increased from INR 1285.62 Lakhs in FY23 to INR 1358.47 Lakhs in FY24.

Conduct of Bank Account: As per the Relationship Manager of State Bank of India, SME Branch, Jodhpur, the company is holding CC and BG facilities, and the conduct of account is **Satisfactory**.

B2K Analytics assesses the Financial Strength of the Company to be *High*.



4. Business Profile

4.1 Background of the Company

- Frizo India Pvt. Ltd (FIPL) was incorporated on 27th June 2008. It is located in Jodhpur, Rajasthan.
- The directors of the company are Mr. Gopal Krishan Gupta, Mr. Amul Gupta and Mr. Rajeev Kumar Gupta.
- The company is registered contactor with 'SS' Class Contractor in MES (Military Engineer Services). The company undertakes on-grid and off-grid EPC (Engineering, Procurement and Construction) services and undertakes contracts for providing installation and commissioning service, in solar energy intergraded projects such as assembling of solar power generation system.
- The firm's GST registration No is o8AABCF2533P1ZF dated 29/11/2018 and Udyam Registration Certificate No is RJ220002682 dated 04/09/2020.
- The company has completed solar projects with an aggregate capacity of 1000 KW to 6300 KW.

4.1.1 Management Details

Name of Director	Age	Qualification	Designation	Experience	% of shareholding
Mr. Gopal Krishan Gupta	56 Years	Engineer	Managing Director	25 Years	83.30
Mr. Amul Gupta	53Years	Post Graduate	Director	20 Years	8.35
Mr. Rajeev Kumar Gupta	48Years	Graduate	Director	15 Years	8.35



4.1.2. Technical Team

Name	Designation	Age(years)	Qualification	Experience(years)
Mr. D K Tyagi, Ex. ADG (MES) MOD	Chief Advisor	62	M.Tech	40 years
Mr. Sanjay Varshney	CEO (Const.)	52	Graduation	30 years
Mr. Manish Gupta	CEO (Tech.)	50	Graduation	30 years
Ms. Monal Gupta	CEO (Solar)	28	M.Tech	7 years
Mr. Rahul Gupta	CEO (Civ.)	24	B. Tech	4 years

The company has an experienced and professionally qualified technical team.

4.1.3. Track Record Analysis

Completed Projects

Client	Address	Capacity	Grid/ non-grid	Order Value INR	Completed Date	Technology
Chief Engineer WAC Air Force Palam	Bhisiana Punjab	1000.00 KW	Grid	7600.00	30.09.2017	Polycrystalline
Chief Engineer (Army) Chandigarh Zone	Ambala Haryana	1000.00 KW	Grid	6500.00	12.07.2018	Polycrystalline
Chief Engineer Army Jodhpur	Jaisalmer Rajasthan	6200KW	Grid	3600.00	27.07.2019	Polycrystalline
Chief Engineer Army Jabalpur	Mhow (M.P.)	5300KW	Grid	2600.00	24.012.2018	Polycrystalline
Chief Engineer Navy Kochi	INS Shivaji Lonavla Maharashtra	2200 KW	Grid	1850.00	07.02.2020	Monocrystalline
Chief Engineer Jaipur	Mathura Uttar Pradesh	1000 KW	Grid	600.00	18.08.2022	Polycrystalline



Ongoing Projects

Client	Address	Capacity	Grid/ non-grid	Order Value INR	Completion Date	Technology
CEJZ JODHPUR ZONE	Jaisalmer	CA NO.: CEJZ/JSLR/02OF	2259.47	29-9-2023	CEJZ JODHPUR ZONE	Jaisalmer
CEDZ DELHI	Delhi	CEDZ-24 OF 2020-2021	959.12	31-03-2023	CEDZ DELHI	Delhi
CEDZ DELHI	Delhi	CA NO.: CEDZ- 27/2021-22	1243.73	08.12.2023	CEDZ DELHI	Delhi
CEJZ JODHPUR ZONE	Jaisalmer	CA NO.: CEJZ/JSLR/31 /21-22:	6788.80	10.11.2024	CEJZ JODHPUR ZONE	Jaisalmer

5. Supplier Profile

5.1 Quality of Suppliers and Tie-ups

The Company procures materials such as Solar Modules, Cables, SPV Panels & Devices, Switchgears, transformers, Electrical appliances, Solar Modules and Solar Inverters from reputed vendors like Adani Solar, Mudra; Vikram Solar Private Limited, Kolkata; Khatri Hardware, Jodhpur; Vikas Cable, Jodhpur; Raymon Enterprises, Jodhpur; Crompton Greaves Limited, Havells India Limited Jaipur and Andrew Yule & Company Limited, Kolkata etc.

Supplier Profile

Name	Address	Product Details	Length of Relationship	Credit Period
Adani Solar	Mundra	SPV Panels & Devices	2 Years	30 Days
Crompton Greaves Ltd	Jaipur	Transformers, etc	2 Years	30 Days
Havells India Ltd	Jaipur	Cables & Switchgears	2 Years	30 Days
Andrew Yule & Company Ltd	Kolkata	Ht/Lt Transformers	2 Years	30 Days



6. Customer Analysis and O&M Network

6.1 Customer Analysis

The clientele of the Company includes Chief Engineer (CE) Jaipur Zone, C E WAC Air Force Palam, Delhi; CE(Army) Chandigarh Zone, Chandigarh; CE Army, Jodhpur; CE Navy Kochilt. 56 persons for O&M to provide service to existing installations.

Customer Profile

Name	Address	Product Details	Credit Period	Length of Relationship
Chief Engineer Jaipur Zone	Jaipur	Complete EPC and grid connectivity and 5 years O&M	15 days	01 Year
Chief Engineer WAC Air Force Palam, Delhi	Delhi	Complete EPC including net metering and grid connectivity and 5 years O&M	15 days	5 Years
Chief Engineer (Army) Chandigarh Zone, Chandigarh	Chandigarh	Complete EPC including net metering and grid connectivity and 5 years O&M	15 days	4 Years
CE Army Jodhpur	Jodhpur	EPC for 3.0 MW (DC) SPV at Military Station Jaisalmer	15 days	8 Years
CE Navy Kochi	Kochi	EPC for 3.0 MW (AC) at INS Shivaji Lonavala	15 days	4 Years



7. Financial Strength Assessment

7.1 Key Financial indicators

Year Ended	Units	FY21	FY22	FY23	FY24
Result Type	Office	Audited	Audited	Audited	Projected
Total Operating Income	Lakhs	2195.26	2829.72	2150.55	2100.77
EBIDTA	Lakhs	12079	16053	13548	13965
Operating Profit Margin	%	5.50	5.67	6.30	6.65
Net Profit Margin	%	2.82	3.06	3.34	3.47
Tangible Net Worth	Lakhs	1127.34	1213.87	1285.62	1358.47
DSCR	Times	9.30	16.16	186.75	31.93
ISCR	Times	4.93	6.20	5.32	3.13
ROCE	%	13.36	9.92	6.59	6.17
Debt-equity ratio	Times	0.00	0.03	0.29	0.28
Current Ratio	Times	7.01	7.16	3.14	3.87
Capital Employed	Lakhs	1128.20	1249.62	1656.28	1733.37

7.2 Remarks on Key Indicators to be provided:

Sales: The total revenue of the company has decreased from INR 2150.55 Lakhs in FY23 to INR 2100.77 Lakhs in FY24.

Return on Capital Employed: The Company has a moderate ROCE of 6.17% as on 31st March 2024, indicating adequate use of available resources.

Net Worth: The net worth of the company has increased from INR 1285.62 Lakhs in FY23 to INR 1358.47 Lakhs in FY24.

Conduct of Bank Account: As per the relationship manager of State Bank of India, SME Branch, Jodhpur, the company is holding CC and BG facilities, and the conduct of account is **Satisfactory**.



8. Annexures

8.1 Annexure I – Profit and Loss Account

Profit and Loss Account				
Lakhs	FY21	FY22	FY23	FY24
Result Type	Audited	Audited	Audited	Audited
Gross Sales	2195.26	2829.72	2150.55	2100.77
Traded Goods Sales	0.00	0.00	0.00	0.00
Excise Duty/Sales Tax	0.00	0.00	0.00	0.00
Net Sales	2195.26	2829.72	2150.55	2100.77
Other Operating Income	0.00	0.00	0.00	0.00
Total Operating Income	2195.26	2829.72	2150.55	2100.77
Operating Expenses	2074.47	2669.19	2015.07	1961.12
OPBDIT	120.79	160.53	135.48	139.65
Depreciation/Amortization/Impairment	38.83	42.61	39.70	35.09
OPBIT	81.96	117.92	95.78	104.56
Interest and Finance Charges	18.49	17.37	12.66	26.79
ОРВТ	57.46	92.03	70.29	59.88
Non-Operating Income (Expenses)	33.44	23.76	21.63	31.70
PBT	90.90	115.79	91.92	91.58
Extraordinary/Prior Period - Income (Expense)	0.00	0.00	0.00	0.00
Provision for Taxes	28.96	29.26	20.17	18.73
PAT	61.94	86.53	71.75	72.85



8.2 Annexure II - Balance Sheet

Balance Sheet				
Lakhs	FY21	FY22	FY23	FY24
Result Type	Audited	Audited	Audited	Audited
Liabilities		0	0 (0
Equity And Reserves	1127.34	1213.87	1285.62	1358.47
Share capital	11.97	11.97	11.97	11.97
Reserves and Surplus	1115.37	1201.90	1273.65	
Non-current liabilities	0.00	0.00	23.36	82.09
Long-Term Borrowings	0.00	0.00	23.36	82.09
Current liabilities	139.42	153.95	463.34	397.64
Short-Term Borrowings	2.54	38.81	351.84	298.14
Trade Payables	81.92	69.45	86.57	41.22
Other Current Liabilities	48.43	29.62	20.21	55.79
Short-Term Provisions	6.53	16.07	4.72	2.49
Total Liabilities	1266.76	1367.82	1772.32	1838.20
ASSETS				
Non-current assets	290.04	264.88	315.30	297.49
Net Fixed assets	238.36	228.82	232.50	192.33
Non-Current Investments	50.00	33.00	78.26	99.83
Net Intangible assets	0.00	0.00	0.00	0.00
Deferred Tax Assets (Net)	1.68	3.06	4.54	5.33
Long Term Loans and Advances	0.01	0.00	0.00	0.00
Other Non-Current Assets	0.00	0.00	0.00	0.00
Current assets	976.72	1102.94	1457.02	1540.71
Current Investments	444.54	202.93	158.30	338.69
Inventories	66.88	259.86	419.40	103.40
Trade Receivables > Six Months	0.00	0.00	0.00	0.00
Trade Receivables < Six Months	0.00	0.00	0.00	0.00
Cash and Cash Equivalents	146.31	15.40	537.63	133.16
Short-Term Loans and Advances	135.91	308.52	191.76	
Other Current Assets	183.08	316.23	149.93	78.51
Total Assets	1266.76	1367.82	1772.32	



8.3 Annexure III – Key Ratios

Ratios				
Lakhs	FY21	FY22	FY23	FY24
Result Type	Audited	Audited	Audited	Provisional
Total Debt	2.54	38.81	375.20	380.23
Tangible Net Worth	1127.34	1213.87	1285.62	1358.47
Capital Employed	1128.20	1249.62	1656.28	1733.37
Total Debt/TNW (times)	0.00	0.03	0.29	0.28
Long Term Debt/TNW (times)	0.00	0.00	0.02	0.06
TOL/TNW (times)	0.12	0.13	0.38	0.35
ISCR (times)	4.93	6.20	5.32	3.13
DSCR (times)	9.30	16.16	186.75	31.93
Net Cash Accruals/Total Debt(times)	39.25	3.29	0.29	0.28
Net Cash Accruals/Long Term Debt(times)	0.02	0.00	4.71	1,31
Net Profit Margin (%)	2.82	3.06	3.34	3.47
Operating Profit Margin (%)	5.50	5.67	6.30	6.65
ROCE (%)	13.36	9.92	6.59	6.17
Current Ratio(times)	7.01	7.16	3.14	3.87
Debt-equity ratio	0.00	0.03	0.29	0.28

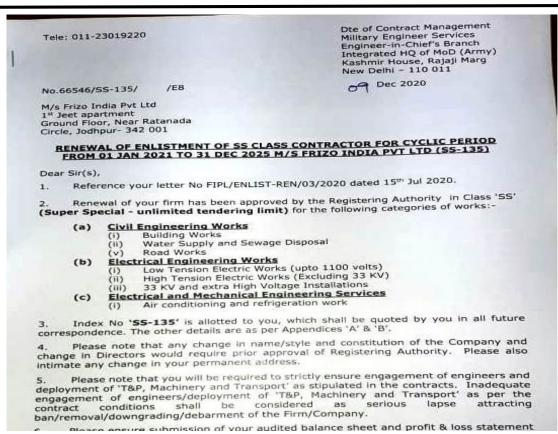
Note: Ratios are calculated based on B2K's Calculation



8.4 Annexure IV – PAN Copy



8.5 Annexure V – Certificate of Enlistment





8.6 Annexure VI – GST Registration Certificates

Government of India Form GST REG-06 [See Rule 10(1)]

Registration Certificate

Registration Number: 08AABCF2533P1ZF

1.	Legal Name	FRIZO INDIA PRIVATE LIMITED					
2.	Trade Name, if any	FRIZO	FRIZO INDIA PRIVATE LIMITED				
3.	Constitution of Business	Private	Limited (Company			
4.	Address of Principal Place of Business	0, jeet a 342011	0, jeet aparment, RATANADA ROAD, JODHPUR, Jodhpur, Rajasthan, 342011		odhpur, Rajasthan,		
5.	Date of Liability	01/07/2	2017				
6.	Date of Validity	From		01/07/2017	То	NA	
7.	Type of Registration	Regular					
8.	8. Particulars of Approving Authorit		ity Rajasthan Goods and Services Tax Act, 2017				
Signature							
Name	Name V		inod Kumar Vyas				
Desig	Designation A		Assistant Commissioner				
Jurisd	Jurisdictional Office A		Assist. Comm./C.T.O., Work Contract & Leasing Tax, Jodhpur				
9. Date	Date of issue of Certificate		9/11/2018				
Note: The registration certificate is required to be prominently displayed at all places of Business/Office(s) in the State.							



8.7 Annexure VII – Udyam Registration Certificate



भारत सरकार

Disclaimer: This is computer generated statement, no signature required.

Printed form https://udyamregistration.gov.in



8.8 **Annexure VIII – Banker's Feedback**

Date of Call	12/11/2024
Name of the Bank & Branch	SBI, SME Branch, Jodhpur
Name of the Bank Official	Mr. Anirwan Bhattacharya
Contact No.	+91-8769068804
Email ID	anirwan.bhattacharya@sbi.co.in
Credit Facility Availed	Cc-INR 350.00 Lakhs BG-INR 1600.00 Lakhs
Outstanding as on date	CC-INR 236.00 Lakhs BG-INR 1200.00 lakhs
Banker's Feedback	Satisfactory
Bank's Internal Rating	SB-08



Site Visit Report

Date Visited	October 10, 2024
Address of the Site Visited	1st , Jeet Apartment, Near Ratanada Circle, Jodhpur, Rajasthan-342001
City	Jodhpur
State	Rajasthan
Pin code	342001
Name of the Person Contacted	Mr. G.K. Gupta
Designation	Managing Director
Tel./Mobile Number	+91- 9783055999
Land Area in Sq. ft.	7200 sq. ft
Locality	Cluster
Site used as	Office
Type of Occupancy	Owned
Sharing of premises with other Group Companies	NO
No. of people working at this location	12
Does Owner stay at this locality?	No
Availability of Water	Available
Number of shifts per Day	One Shift
Overall Cleanliness	Good



Facilities Available at the site

Telephone	Yes
Internet	Yes
Printer	Yes
Signage & Name Plates	Yes
First Aid Kit	Yes
Fire Extinguisher	Yes
Drinking Water	Yes
Pantry & Canteen	Yes
Drainage & Sewerage	Yes
Transport	Yes
Power Back Up	UPS
Security Guards	Yes
Overall Infrastructure	Good

Disclaimer: A B2K SI/RESCO Grading reflects B2K's opinion on the ability of the graded system integration company to undertake solar power projects. B2K Analytics (B2K) has assigned the Grading based on the information obtained from the entity and other reliable sources which are deemed to be accurate. B2K has taken considerable steps to avoid any data distortion; however, it does not examine the precision or completeness of the information obtained. And hence, the information in this report is presented "as is" without any express or implied warranty of any kind. B2K does not make any representation in respect to the truth or accuracy of any such information. The Grading assigned by B2K should be treated as an opinion on the graded company. A B2K SI/RESCO grading is not a recommendation to use the services of the SI/RESCO, or to invest in any project undertaken by the SI/RESCO, or to lend to the SI/RESCO or invest in any financial instrument issued by the SI/RESCO. B2K shall not be liable for any losses incurred by users from any use of this grading. B2K has the right to change, suspend or withdraw the grading at any time, for any reason and as and when circumstances so warrant. This grading does not constitute an audit by B2K of the SI/RESCO. Further, no aspect or conclusion of this report is meant to be construed as legal advice. The assessment exercise of the entity concerned has been done for the limited purpose for which it has been intended and not for any other purpose.



10 Site Visit Photos











ABOUT B2K

B2K Analytics is a boutique consulting firm that helps clients profit from analytics.

B2K provides services and solutions in the areas of Risk Management, Research, Investment Management, Education, Marketing and Infrastructure. B2K has experienced domain experts and industry practitioners who have provided such services and implemented solutions in different countries. B2K Analytics brings

Its expertise to comprehend and analyse projects, understand the industry segment where the project operates, and make complex projections to test the sustainability of the project or business.

OUR OFFERINGS

Risk & Analytics

- Risk Models & Systems
- TEV Studies
- Credit Assessment
- Due Diligence
- Vendor Grading

Grading Services

- · Educational Institutes Grading
- MSME Grading
- · Real Estate Grading
- Solar Grading
- NGO Grading

Risk & Analytics

- Risk Models & Systems
- TEV Studies
- Credit Assessment
- Due Diligence
- Vendor Grading

Grading Services

- Educational Institutes Grading
- MSME Grading
- Real Estate Grading
- Solar Grading
- NGO Grading

More information on B2K Analytics and its services is available at www.b2kanalytics.com

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