In My Opinion

Ravi Pratap Singh, Executive Director & President – Products, Nucleus Software

CIO Insights

Venkat Iyer, CIO, Wockhardt Ltd

si50 2014 Fastest Growing Companies

₹50

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Company Spotlight

Ramesh Srinivas, Founder & CEO, worxogo

Agile Financial Technologies: Equipping the BFSI Landscape with Cutting Edge Enterprise Systems

Kalpesh Desai, CEO

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Publisher Alok Chaturvedi
Editor-in-Chief Pradeep Shankar
Managing Editor Anamika Sahu

Editorial Team
Kanak Prabha Kavitha G
Pankaj Kundwani Rashmisree Deb
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Visualisers
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Sarabindu Das Pradeep Kumar Dalai
Ramin Joseph

Delhi NCR
Ratnam
Branch Manager

advertise@siliconindia.com

Editorial queries

editor@siliconindia.com

Circulation Manager Magendran Perumal

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Editor Pradeep Shankar

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Editorial

If Growth's a Mere Chance for You, then You are under Miasma

Extinction is a scary word even in the business realm where everyone is on his/her toe to make business growth more pertinent. But the one who thinks that growth is by mere chance, their business is sure to be covered with miasma. But for those who believe that growth is the result of forces working together, growing numbers are mere figures for them. To them, growth is more about their offerings and how they address the pain points of the customers in a unique way that no one else does. To them, growth is about creating more Intellectual Properties and innovative ideas. To them, growth is the clients they have in their wallet, the team size and geographical presence.

Such organizations not just secure their future but their employees too. In the run, they empower their employees to take creative decisions ultimately leading to more innovative ideas. Even in deep state of flux when the economy tumbled, organizations walking hand-in-hand along with these factors not just hefted and scaled but showed tremendous growth and were able to create niche for themselves. However, it is essential to vet before you step. In this edition of siliconindia, we bring to you the stories of such companies in 'si50 Fastest Growing Companies' who with their sharp-edged skills and foresightedness garnered un-precedent success.

Apart from this, we also bring to you the story of 'Agile Financial Technologies: Equipping the BFSI Landscape with Cutting Edge Enterprise Systems' under our cover story column. The company which is a global enterprise software product company focused on the BFSI sector is growing leaps and bounds under the leadership of Kalpesh Desai, CEO.

Please do let us know what you think.

Anamika Sahu
Managing Editor
editor@siliconindia.com

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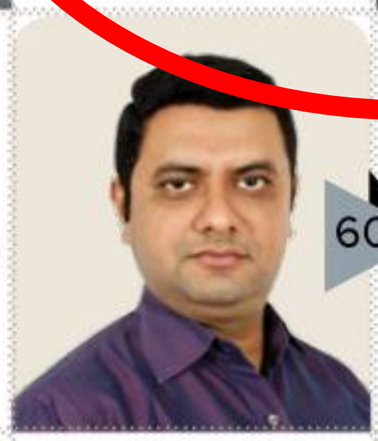

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Fastest Growing Companies

Revenue plays a very important role in driving the success of a business, so is its growth. As a key to sustainability, it makes one's business viable in the long run. The accelerating revenue growth and amplifying run-rates put the CFOs at a comfort position and the employees at a secure ground, motivating them to fuel the growth rate. However, only revenue growth cannot decide the over-all growth rate of one's business. Be it a start-up or an old giant, a company achieves the fortuitous label of a fastest growing entity only when it benefits its employees, its customers and the society from its intensification. It becomes easier when the companies walk the talk with their internal and external clients through a balanced alloy of beneficial facilities, in-depth industry experience, proven prowess and global-standard technology.

But amongst the horde of companies that are emerging and growing in India, it becomes an imperative, yet tricky step to partner with those who have all the aforementioned facets to speed up their growth. To help people to conveniently choose the perfect professionals, siliconindia identifies 'si50 Fastest Growing Companies-2014'. A distinguished panel of the industry's topmost CIOs, CEOs, VCs and industry experts including siliconindia's editorial board scrutinized the list of companies in different business touch points. The thorough analysis delved into business practices, services, compared them against industry standards to ensure that the work is of best in class quality and finally led siliconindia to come up with those companies who have made a remarkable performance in the year 2014 in different respective industries. While this no-frills archive intends to facilitate such companies, it also puts forward an easy and hassle-free platform for people to partner with crème de la crème companies that have made a name with their greater efficiency, enduring relationship with customers & employees, faster time to market, trimmed operational cost and much more.

Company	Management	Founded	Description
360Logica Noida 360logica.com	Mohammad Asad Khan, Co-Founder	2007	A provider of offshore software testing services that also include test automation and test automation solutions
6D Tech New Delhi 6dtech.co.in	Abhilash Sadanandan, Co-Founder & CEO	2002	A provider of standout solutions that cover integrated Messaging Platform, Integrated BSS Platform, Cloud-based SDP, Mobile Marketing and several others for MVNOs
Agile Financial Technologies Mumbai agile-ft.com	Kalpesh Desai, CEO	2008	A provider of global enterprise software products and services across Banking, Financial Services and Insurance sectors
Airvana Bangalore airvana.com	Richard Lowe, CEO Sriram Sankaran, MD & VP- Engineering	2000	A provider of revolutionary products in femtocell arena that is enjoying the early mover advantage with vast experience & customer exposure and innovative technology
cFIRST Background Checks Bangalore cfirstcorp.com	Viral Vora, Founder	2010	A provider of tech-savvy employee background verification services such as employment, education, identity and criminal check through a technology system, cfConnect
Confetti Media Bangalore confettimedia.in	Vinod Srinivas, Co-Founder	2006	A provider of niche services such as content provision, syndications, contract publishing, media marketing & distribution, online media and artwork & design
Confluo Panchkula confluo.com	Sandeep Kaushal, Director	2007	A provider of range of innovative business solutions that encompass strategic consulting, technology services, outsourcing services
Corporater Chennai corporater.com	Tor Inge Vasshus, Founder & CEO	2000	A provider of highly flexible services such as an EPM Suite and Strategic, operational & individual Performance Management solutions
Cupola Technology Bangalore cupolatechnology.com	Ajay Agrawal, Co-Founder & CEO	2011	A provider of offshore product development, services and product incubation center with a focus on product development for emerging technologies like IoT, Wearable, Video OTT, Wireless and Broadband
Enlightiks Bangalore enlightiks.com	Shaunak Joshi, CEO	2012	A provider of agile solutions like strategic consulting, Predictive Analytics and Big Data via a proprietary, predictive clinical and computational platform - Querent
Excelledia Quality Consulting Mangalore excelledia.com	Muhamed Farooque, CEO	2010	A provider of management consulting solutions that focus on ISO Management Systems, Health, Safety & Environment, Business Process Improvement, Project/Risk Advisory
FuGenX Bangalore fugenx.com	Debashis Behera, Co-Founder & COO	2008	A provider of mobile apps, game development and mobile cloud computing services

Company	Management	Founded	Description
GapBridge Software Services Bangalore gapbridgesoft.com	Sudheer Kumar, Director	2010	A provider of cost-effective expert services that include aplication management, IT consulting, professional consulting, infrastructure outsourcing and mobile enablement solutions
Hi-Tech eSoft Gurgaon hitechesoft.com	Prashant Joshi, Business Head	1999	A provider of entire matrix of Engineering Solutions ranging from Product Design Services, Value added Engineering Application development, Process Automation & Optimization solutions to After Sales Information Management Solutions
Ignitee Digital Services Mumbai ignitee.com	Atul Hegde, CEO	2000	A provider of comprehensive online advertising services such as PPC, SEO, Social Media Optimization (SMO), Online Media Buying and Technology & Creative Solutions
Innobox Hyderabad innobox.com	Murali Kakarla, Founder & CEO	2011	A provider of wide-range of innovative solutions & products such as Linux & Android, Wireless, Networking, computer vision, media streaming, content management system and portable devices
IOTAP Mumbai iotap.com	Ebrahim Nalwala, Managing Director	2004	A provider of end-to-end comprehensive IT consulting and Software Services for implementation of CRM, Sharepoint Portal and Collaboration solutions, Web content management systems and Custom Application Development projects
Kaspersky Navi Mumbai kaspersky.co.in	Altaf Halde, MD (South Asia)	1997	A provider of effective digital security solutions for large enterprises, SMBs and consumers
KNOWARTH Technologies Gujarat knowarth.com	Gaurav Barot, Director & Co-founder	2014	A provider of end-to-end spectrum of services that encompass application services, enterprise solutions and consulting services including Cloud Computing and remote infrastructure management services
Kumi Labs Haryana kumilabs.com	Kunal Mahajan, CEO & Founder	2013	A provider of global software product development services like mobile games development, mobile applications development, BlackBerry Apps and Games Development and Android Apps & Games Development
Locanix Ahmedabad locanix.com	Ruchit Surati, Co-Founder	2012	A provider of quality solutions such as Track-N-Trace, Smart-Fleet, Fuel Monitoring and Temperature monitoring that enable safety, security and operational efficiency
Mobiveil Bangalore mobiveil.com	Ravi Thummarukudy, CEO	2012	A provider of high speed Serial Interconnect and Storage IP solutions that include DDR4/3, LPDDR3/2, PCI Express Gen4/Gen3, RapidIO Gen3/2, Flash Controllers and PCI Express Bridge and Switch systems amongst others
Monotype Solutions Noida monotype.com	Neeraj Gulati, MD	2012	A provider of one of the world's largest and most highly regarded typeface libraries, as well as innovative solutions like Display Imaging, Enterprise Font Management Software, Font Design and Internet Development
Neer Info Solutions Noida neerinfo.com	Ankur Goel, Founder & CEO	2004	A provider of executive research leadership recruitment services along with one time resource search, technology hiring across web-based and applications servers, support hiring for consulting and IT services along with other services

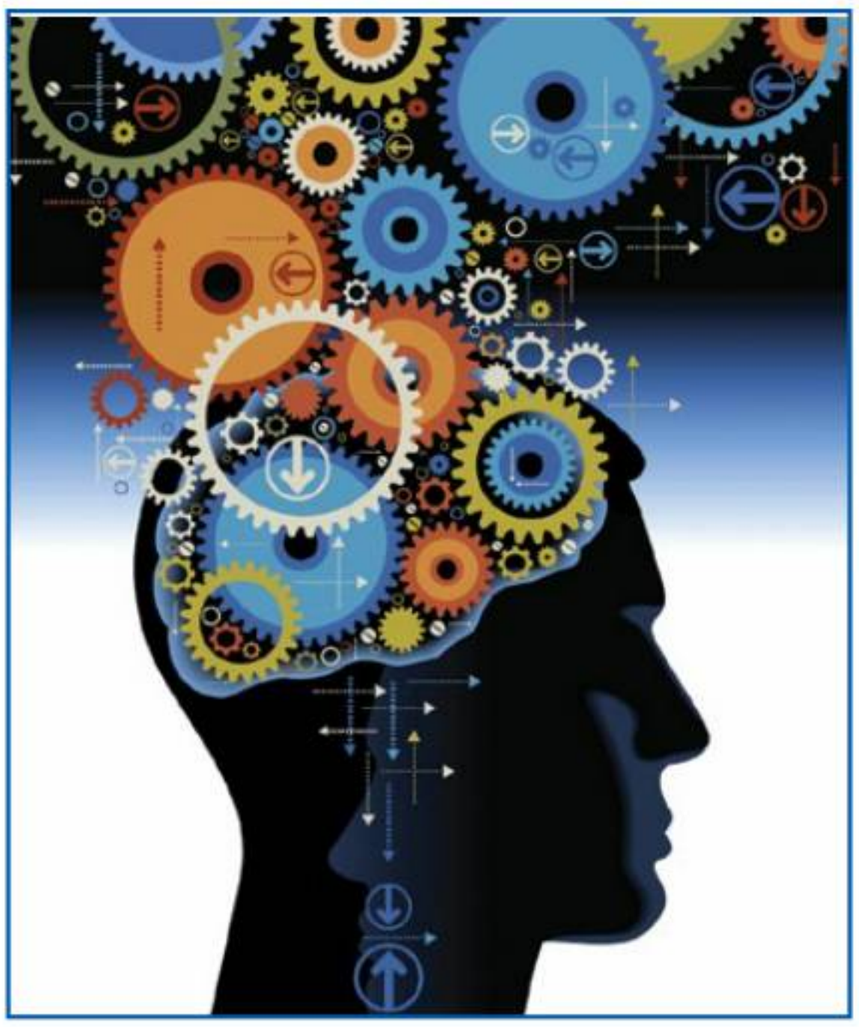
Company	Management	Founded	Description
Netcore Mumbai netcore.in	Rajesh Jain, Founder & MD	1998	A provider of Email Infrastructure solutions & Marketing Solutions for Email, mobile and web
NovelVox Delhi novelvox.com	Amit Kumar Gandhi, India Head	2009	A provider of customer focused contact center software products like Finesse Gadgets, iVision, Media Trace and iAgent Designer
Orca Sys Pune orcasys.co	Anurag Bhusari, CEO	2011	A provider of spectrum of business solutions like ERP implementation & Hospital administration Software (e-HAT), Technology Solutions like cloud computing & web app development and value added services
PARC Technology Bangalore parctech.co.in	Aijaz Ahmed, Founder & MD	1997	A provider of high-end embedded product design services in the areas like consumer electronics, security & surveillance, industrial design, medical products and green energy solution including licensing IPs
Path Partner Technologies Bangalore pathpartnertech.com	Tushar Kanti Adhikary, CEO & Co-Founder	2006	A provider of niche quintessential multimedia design solutions like multimedia codecs, pre & post processing on different platforms, video analytics & vision, multimedia middleware, BSP & device drivers among others
PeopleLink Hyderabad peoplelink.in	Amit Chowdry, CEO	2008	A provider of cloud, on-premise customized API's that includes features like digital white board, document sharing, email scheduling, multiple room creation, public & private chat, support for Android/iOS
pinnacle teleservices Nagpur pinnacleteleservices.com	Rajesh Banerjee, Director	2008	A provider of cellular integrated end-to-end IT solutions in assorted platforms such as SMS, voice, mobile application, social media/mobile internet and radio frequency identification
Point Perfect Transcription Services Coimbatore pptservices.com	Premnath K, Founder & CEO	2001	A provider of high-quality services such as clinical data research, stock market analysis, translations & transcription, data mining & analytics, software development and call centre services
Prequate Consultants Bangalore prequate.in	Pradyumna Nag, Director	2010	A provider of financial services through four main approach – Business Setup, 360 Finance, Process and Transaction services
QSS Technosoft Noida qsstechnosoft.com	Pankaj Wadhwa, Co-Founder	2010	A provider of solutions that cover mobile application development, cross platform application development and cloud application development services
R&M India Bangalore rdm.com	Gaurav Ahluwalia, Managing Director	2006	A leading provider of passive cabling solutions for high-quality communication networks
Shuban Global Ahmedabad shuban-global.com	Samin Shah, Founder	2011	A provider of 3rd Party Logistics Services and solutions, Products Sourcing and Marketing, Third Party Logistic cost auditing, Supply chain Visiblity and Contract Manufacturing
Skild Solution Hyderabad skildsolutions.com	Ajay Malkowthekar, Director	2004	A provider of effective learning and technology solutions-custom development, product training & LMS-to the businesses to improve performance and develop talent

Company	Management	Founded	Description
smartData Enterprises Panjab smartdatainc.com	Ajay Tewari, CEO	1996	A leading provider of offshore software development services like customized application development, system integration, product implementation and consulting services
Sprinklr Delhi sprinklr.com	Ragy Thomas, Founder & CEO	2009	A provider of range of services such as integrated social media management, Social Content Management, Social Customer Relationship Management, Social Campaign Management, CRM, CMS and Social Relationship Infrastructure
SupportMart Technical Services New York supportmart.net	Amitoz Singh, Founder & CEO	2011	An independent provider of online & remote technical support services support services for browsers, printers, software & apps, peripherals and computer security
SwaaS Systems Chennai swaas.net	Anand Nataraj, Founder & MD	2008	A provider of user-friendly software solutions for pharmaceutical sector such as Sales force automation, Pharma CRM, Pharma Sales & marketing, Pharma CLM, SFA for Pharma and more
Sybrant Technologies Chennai sybrant.com	Shankar. K COO	2007	A provider of UI/UX services, Product Development services, Web and Mobility Solutions, User Experience Design, Vtiger CRM, Ecommerce Solutions and IT services
Tech Vulcan Bangalore techvulcan.com	Pradeep Mishra, President & CEO	2010	A provider of System-On-Chip (SOC) VLSI design and development services along with IP & VIP Development services
TMI Network Secunderabad tminetwork.com	T Muralidharan, Chairman (TMI Group) & MD (TMIe2E)	2011	A provider of integrated talent acquisition and retention solutions
Toon Explainers Coimbatore toonexplainers.com	Jabeer Khan, CEO	2013	A provider of range of effective and targeted Explainer animated videos such as Explainer Videos, Promotional Videos, Media Production, Web Videos, Startup Videos, Product Video, Broadcast Videos & Video Production
valueprospects Ghaziabad valueprospects.in	Abhishek Tyagi, CEO	2011	A provider of one stop shop for all the BTL activites such as Digital Marketing & CRM Data Management that focus more on information - led - direct Market Intelligence & Database Marketing sector
vPrompt Hyderabad vprompt.com	Ameet Chauhaan, President & CEO	2008	A provider of a comprehensive set of BPO Services, Conversion Services, Website Services, Data Mining, Data Entry, Publishing Services, Software Development and SEO Services
Wincere Noida wincere.com	Himanshu Kansara, MD & Co-Founder	2012	A full-service provider of both Business and Information Technology consulting services
worxogo Bangalore worxogo.com	Ramesh Srinivas, Founder & CEO	2014	A provider of technologically enabled solutions embedding game design and mechanics that drive collaboration, engagement and ownership
Zobble Solutions Mumbai zobble.com	Gunjan Gupta, Co-Founder & Director	2005	A provider of e-Learning & Customized Application solutions that include Custom Elearning, application, game & media development and web services

Hi-Tech e Soft: Ensuring Quality from Product Conception to After Sales

By Pankaj Kundwani

Right from the revolutionary evolution of the wheel to the fastest cars and computers being developed today, everything that human beings have created has been backed by some rationale. Further, as the human development progressed, 'needs' have changed into 'wants'. From varying customer preferences to intensifying competition, product design has emerged as one of the most significant element in every product. This cross-functional, knowledge oriented process is the most relevant strategic activity for many businesses who are trying to develop distinctive products to gain competitive advantage in their respective markets. While 'Make in India' is something that we heard recently, a decade ago, most of the large technology and engineering design companies were focused only on serving developed markets like U.S. and Europe. Unfortunately, the Indian market was heavily neglected. Discerning this negligence, Hi-Tech e Soft came into existence in 1999 with an immense focus on the Indian market. The Gurgaon headquartered company has today established itself as a well-known name in supporting the entire product lifecycle.



Having a vision to lead the world in 'Integrated Engineering' & 'Knowledge Driven' solutions, Hi-Tech e Soft, a part of Hi-Tech Group, has created a niche in the field of Engineering Solutions ranging from product design services, value added engineering application development, process automation and optimization solutions and after sales information management solutions. Hi-Tech e Soft constantly endeavors to work on creative ideas to come up with intelligent solutions for research work, product development, practical shop floor problems and after sales & service. Since inception, the company has been engaged in delivering high-quality services in varying domains. It has served many venerated clients like Fiat, Piaggio, AMW, Mahindra & Mahindra, Hero MotoCorp, Tata Motors and Eaton in the automotive sector; Case New Holland, Escorts, TAFE, Mahindra & Mahindra and JCB in the off highway area; Whirlpool, Phillips, Stryker, Elekta and IFB in the consumer & medical domain; and Cummins, Emerson, Toshiba, Punj Lloyd and L&T for industrial equipments.

Facilitating Entire Product Lifecycle

Unlike other players in the industry who solve only one or few pieces of the puzzle, Hi-Tech e Soft takes care of the entire product lifecycle starting from product design, product engineering, prototyping and testing to engineering support. The company not only helps in the product development process but also provides its clients the needed consulting and innovation support. Over the years, it has built strong domain expertise in agriculture, white goods space and construction. When clients' R&D teams are tied up working on the future products, Hi-Tech e Soft takes care of the small scale products being launched on a constant basis. It extends professional support and works as an extended team for clients' organizations. Adhering to delivering best in-class engineering services, Hi-Tech e Soft has established a comprehensive system in line with ISO 9001:2008 standard requirements. Many of its clients such as Case New Holland, Escorts and Whirlpool have been constantly recognizing the company with sev-

eral best supplier awards and best engineering supplier awards amongst other recognitions.

Dealer Enablement, Beyond Dealer Management

After sales and service plays the most vital role in a product lifecycle. Unfortunately, dealer management systems that are available in the market today lack a very crucial aspect of enabling dealers by providing them the required technical knowledge to serve customers. Consequently, dealers are very much dependent on OEMs for each and every query. Striving to build its own IP, Hi-Tech e Soft has developed several off-the-shelf B2B solutions for sales and after sales processes of the organizations. Aiding an automated transaction between OEM, dealer and customer, the integrated 'Dealer Information System' (DIS) offered by Hi-Tech e Soft ensures that the after sales and service processes, product information and technical information are managed with maximum efficiency. The

Striving to build its own IP, Hi-Tech e Soft has developed several off-the-shelf B2B solutions for sales and after sales processes of the organizations

product is intended to help businesses streamline their after sales business processes to craft business differentiators in terms of ensuring product sale, customer delight leading to repeat customers and feeding new product development with field feedback data. Hi-Tech e Soft's DIS also has a Dealer Management System and Technical Information System built on top of it. It is a truly optimized customer service business system to assist spares & service professionals, product managers, research and development professionals, & technical documentation professionals.

Housing a team of about 350 engineers, Hi-Tech e Soft keeps an eye on the new advancements happening in the world of technology and encourages internal research and innovation activities. The company regularly trains people who closely work with clients' organizations in their endeavor to build high quality products. Hi-Tech e Soft believes that Artificial Intelligence and Mobile Robotics are going to be the future and has made significant investments in this area backed by Hi-Tech group's company Hi-Tech Robotic Systemz.

Toward the Next Goal

Hi-Tech e Soft is on a constant ride to reach the Rs.100 crore mark in the days to come. "Growing almost 60 percent year-on-year, we have reached a point where we have built up strong competencies in all the areas of product development. But the journey doesn't end here, we will keep adding new services to our portfolio, develop new competencies and establish our foot print in the international market in the near future," says Prashant Joshi, Business Head, Hi-Tech e Soft.

Prashant Joshi, Business Head