

E CONNECT SOLUTIONS



B Srinivasan, National Technical Manager, Leviton India, presenting the award to Jaimin Patel, Director, E Connect Solutions

Udaipur-based E Connect Solutions grew by 38.5 percent from ₹21 crore in FY2010-11 to ₹29.1 crore in FY2011-12.

Jaimin Patel, Director, E Connect, attributed the company's growth to bagging large application-led projects in the government and PSUs. "Last fiscal we won projects where we developed certain software applications."

One such application-led project was for the excise department in Uttarakhand, where E Connect implemented a revenue management system which included developing a licensee database, and an application to generate online transport permits and excise passes across the supply chain. The solution was implemented on a BOO basis with the scope of setting up a data center at Uttarakhand and a DR site at E Connect's data center in Udaipur.

Another project was for Balco (part of the Vedanta Group), where E Connect deployed a customized HRMS application that included modules such as performance appraisal, learning & development, payroll, and a company-wide knowledge management system. It deployed similar modules for another Vedanta Group company, Hindustan Zinc, and L&T Dubai, among others.

The company tied up with the Info Tech Corporation of Goa as a technology partner to implement an ERP solution for the Goa State Infrastructure Development Corporation.

E Connect also signed up with industry automation companies such as Rockwell and Schneider, and developed competencies for the IT components of large-scale SCADA projects. For one such SCADA-led project worth ₹10 crore for South Eastern Coalfields, Chhattisgarh, E Connect set up the WAN, LAN and data center. Overseas, through L&T Dubai, it implemented for ₹2.75 crore a similar project for Takreer, the Abu Dhabi oil refining company.

E Connect aims to close FY2012-13 with revenue of ₹50 crore. "We will expand geographically across India and abroad, and also offer turnkey solutions on the cloud to the excise segment," Patel said.

The company is banking on bids for e-governance projects at the municipal corporation level. Patel informed that E Connect has developed 18 modules of citizen services for e-municipality, pilots of which have been rolled out across Rajasthan, and some districts in Gujarat, Kerala and Goa. A similar application is being developed for National eGovernance Projects.

Also on the cards is a cloud-based service offering. Disclosed Patel, "We are testing SaaS-based services. The first service to be rolled out will be workflow management for HR." ♦

PERFORMANCE HIGHLIGHTS

- ♦ Grew 38.5 percent to ₹29.1 crore
- ♦ Implemented a revenue management system for the excise department in Uttarakhand
- ♦ Deployed a customized HRMS application for Balco
- ♦ Developed competencies for the IT components of large-scale SCADA projects
- ♦ Set up WAN, LAN and data center for Eastern Coalfields; a SCADA-led project

COMPANY SNAPSHOT

Company: E Connect Solutions
MD: Manoj Agarwal
Year of inception: 1999
No. of branches: 5
Turnover in FY2011-12: ₹29.1 crore
Turnover in FY2010-11: ₹21 crore
Employees: 263
Certified employees: 8
Principals: Cisco, HP, Microsoft, Oracle, Digilink, Rockwell, Schneider

COMPUTER GALLERY



RK Philip, CEO, Computer Gallery, receiving the award from Srikanth Doranadula, Director, VAD Channels, Oracle

Imphal-based Computer Gallery grew 10 percent with its topline increasing from ₹3.7 crore in FY2010-11 to ₹4 crore in FY2011-12.

Large projects in the government and education segments, deep-selling to existing customers, and its partnership with Apple for video editing solutions contributed to the growth.

Explained Rajkumar Philip, Proprietor, Computer Gallery, "Government and education are the two most active buyers in Imphal, and we have good traction in these sectors. We started doing Apple's post-production solutions business in the last fiscal wherein we installed servers which the customers connected with Apple notebooks as consoles to play and record audio and video. We acquired around 10 small customers in the last fiscal; these include NGOs and media companies, with each deal worth ₹3 lakh-5 lakh."

The company also got its AMCs renewed by its existing 12 customers, mainly in the education vertical. "Services form 35 percent of our revenue; out of this more than 55 percent is contributed by the education vertical while 10 percent comes from the government and the rest from SMBs," Philip said.

One of its major projects was a consolidation and virtualization solution with gigabit gateway routing for Manipur University worth ₹1.5 crore. "This project was a 3-year roll-out; it included upgrading the entire server infrastructure, virtualizing, and setting up the networking solution. We completed the project with ₹50 lakh of the final implementation accruing from the project in FY2011-12," informed Philip.

For the Treasury & Accounts Department of the Government of Manipur, Computer Gallery installed 17 servers at different locations which can be accessed remotely from a central location. This multi-phased project was completed last fiscal, adding ₹70 lakh to Computer Gallery's kitty.

The company plans to cross ₹6 crore in turnover in FY2012-13 with expansion to the neighboring states of Mizoram and Nagaland so that it can procure more deals in the education and government verticals.

"With a few private sector companies such as Reliance investing in the north-east, we expect increased demand," said Philip. "We have plans to build new skill-sets in security, remote managed services and networking."

The company is in talks with the Regional Institute of Medical Sciences, Imphal, for managing their hospital network system and installing Internet and gateway security. ♦

PERFORMANCE HIGHLIGHTS

- ♦ Grew 10 percent to ₹4 crore
- ♦ Started doing Apple's post-production solutions business
- ♦ Acquired 10 small customers, including NGOs and media companies
- ♦ Executed a consolidation and virtualization solution for Manipur University worth ₹1.5 crore
- ♦ Installed 17 servers at different locations for the Government of Manipur

COMPANY SNAPSHOT

Company: Computer Gallery
Proprietor: Rajkumar Philip
Year of inception: 1996
No. of branches: 1
Turnover FY2011-12: ₹4 crore
Turnover FY2010-11: ₹3.7 crore
Employees: 33
Certified employees: 18
Principals: Cisco, IBM, HP, Lenovo, Apple, Cyberoam