

HCL Info pushes offshore expansion with services

SHIFT KEY Its system integration business is also eyeing large acquisitions

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NEW DELHI: HCL Infosystems is eyeing opportunities abroad. Known as a hardware maker, the firm plans to take its systems integration (SI) services business — involving the integration of computers and software to set up IT systems for clients — to markets in Dubai, Africa and Singapore.

SI can be used in any sector that requires computation, such as telecom, banking, insurance and defence.

“We are augmenting our facilities to develop software services along with hardware, and networking applications. This will allow us to deliver complete SI solution to a client,” Ajay Chowdhry, chairman and CEO of HCL Infosystems told *Hindustan Times*.

Chowdhry said the vertical had been growing at around 40 per cent annually, in India.

HCL Infosystems expects revenues from its SI vertical to cross Rs 1,000 crore by June-end 2010.



■ CEO Ajay Chowdhry wants to sell services overseas but PCs are at the back of his mind.

RAJ KRAJ/HT

“Our order backlog from the vertical crossed Rs 2,000 crore in 2009. The business of SI is ramping up wherein the growth is quite smooth. We feel it is

time to take the vertical to a global level,” said Chowdhry.

Regarding the mode of expansion, Chowdhry said the company is exploring both

organic and inorganic modes.

“We might as well acquire some big companies involved in system integration in the near future.”

The company has created numerous software products and is developing more to support its SI services such that it is able to offer a complete bouquet of services to its clients.

“We are creating delivery capabilities and have already raised Rs 800 crore through qualified institutional placement of shares in October last year,” said Chowdhry.

The company is eyeing telecom, BFSI (banking, financial services and insurance), power, defense, education, infrastructure and health as the verticals to drive growth in its SI business.

HCL is also looking at Africa as a big market for its brand of computers. “We started export of our computers to Africa two years earlier, but last year had been a disaster. However, the continent has good potential and it will take around 2-3 years for exports to pick up in Africa and in West Asia.” He refused to give any revenue targets from exports for the company.