

LARSEN & TOUBRO INFOTECH LIMITED



Company Background

Larsen & Toubro Infotech Limited (L&T Infotech) is among the fastest-growing IT services companies in India. It is ranked as the tenth-largest software and services exporter from India in the year 2006 by NASSCOM. It is a part of the US\$ 4.5 billion-plus Larsen & Toubro Limited (L&T) group, India's largest technology-driven engineering group of companies. The company offers comprehensive, end-to-end software solutions and services to the following industry verticals:

- Banking and Securities
- Insurance
- Energy and Petrochemicals
- Manufacturing (Automotive and Construction Equipment, Hi-tech, Industrial Products, Consumer Packaged Goods, Utilities and Process)
- Product Engineering Services (Communications and Embedded Systems).

L&T Infotech delivers business solutions to its customers, leveraging its substantial domain experience and depth in technologies like SAP, Oracle (including PeopleSoft/JD Edwards/Siebel), Microsoft, EAI, and DW/BI. In addition to application development and maintenance services (ADM), L&T Infotech has strong capabilities in infrastructure management services (IMS), independent verification and validation testing (IV&V) services, end-to-end engineering services, and embedded system solutions. The company is continuously developing capabilities based on business and technology insights to provide world-class service to its clients.

Global Footprint of L&T Infotech

The company's global footprint includes development centers and offices in India, the USA, Canada, the UK, Denmark, France, Germany, Sweden, Japan, Korea and the Middle East.

The company generated US\$ 182 million in revenues in FY 2005-06, registering a growth of 41 per cent over the last year. The company employs 8,000 professionals at various locations across the globe. The company is assessed for ISO 9001:2000, SEI-CMMI Level 5, BS7799, and PCMM Level 5. It also has SAS 70 certification for its Insurance Business Unit in Pune (India).

L&T Infotech in the United States of America

Mode of Operation

The company operates in the USA through its sales and marketing offices as well as development centers. It has also undertaken acquisitions to increase its presence in the American market.

Overview

L&T Infotech has is present in the USA through nine sales and marketing offices and two development centers. It has approximately 1,000 employees in the USA.

Recently, the company acquired a US-based company, GDA Technologies Inc., and all its design centers in the USA and India. This acquisition has strengthened its end-to-end solution delivery

capability in chip design and product realisation services.

GDA Technologies Inc.

GDA Technologies Inc. initiated its operations in California (USA) in 1996. It has overran employee strength of 350 at its US and India design centers. The company, which provides services to over 100 clients in the US, Japan and India, has seven development centers in the US and Asia. GDA offers end-to-end design solutions in semiconductor product development (fIP licensing, logic design, and physical implementation) for advanced process technologies. The company's range of IT solutions is complemented by its portfolio of embedded hardware and software development capabilities.

Success Factors

Delivering End-to-end Solutions

L&T InfoTech provides its customers value-added end-to-end solutions through flexible business engagement models. Using its large resource pool of business and technology experts, the company provides customised solutions for a range of services such as architecture, integration, development and system maintenance. These flexible, tailored solutions are provided for on-site or offshore project execution, or for a combination of both.

Innovation-led service delivery

One of the major forces behind L&T Infotech's success has been innovation. The Company has to its credit an array of new tools and frameworks that have been employed for various clients across several domains. The company has set up a Center of Excellence (CoE) to develop new competencies and adapt new technologies to develop business solutions. The CoE focuses on identifying emerging technologies and improving their methodology, thereby improving software processes.

Future Plans

L&T Infotech plans to widen its reach and become a dominant player in the US and aims at reaching the US\$ 1 billion revenue milestone by the end of this decade. The Company is also taking the inorganic route to achieve this growth. Currently, the US accounts for 73 per cent of the company's total revenues. It has witnessed a growth rate of 45 to 50 per cent in the last couple of years. L&T Infotech plans to increase its focus on enhanced services to sectors such as manufacturing (automotive and construction equipment, Hi-tech, industrial products, consumer packaged goods, utilities and process), energy and petrochemicals, and financial services.