

# ROLTA INDIA LIMITED



## Company Background

Rolta India Limited is an Indian company that provides software and information technology based engineering and geospatial solutions and services to customers across the world. The company has successfully executed projects in more than 35 countries worldwide. Rolta is headquartered in Mumbai and operates through a network of 15 regional branch offices in India and seven subsidiaries located in USA, Canada, UK, The Netherlands, Germany, Saudi Arabia and UAE. It is listed on the Bombay Stock Exchange and National Stock Exchange in India and on the main board of the London Stock Exchange.

Rolta is a leading provider of GIS, geo-engineering solutions and services and one of the major AM, FM, GIS photogrammetry service providers in the world. The company provides services to various clients in diverse segments such as defence, environment, electric, telecom, gas, emergency services, municipalities and airports. The company provides GIS solutions to its customers present in approximately 17 countries.

Rolta is also the leading provider of plant design automation solutions and services in India and one of the major plant information management services providers worldwide. The company provides eSecurity implementation services, rapid application development and software testing services to its customers worldwide.

Rolta has established a joint venture with Stone &

Webster Inc., USA in order to develop expertise in the engineering domain. This joint venture provides high quality engineering services worldwide to selective refinery, petrochemicals and power projects in India. Rolta has formed strong business partnerships with many technology firms such as Intergraph, Z/I Imaging, PTC, Thales, CA, IBM, Microsoft, and Oracle. These partnerships have facilitated the company in providing cutting edge technology enabled solutions and moving up in the value chain.

Rolta has various quality standards for its services and solutions which includes ISO 9001:2000, BS ISO/IEC 27001, ISO/IEC 20000 -1:2005 and ISO 9001:2000 along with SEI CMM Level 5.

The company had revenues of approximately EUR 91.03 million in the FY 2005-06.

## Rolta India Ltd. in the EU

Rolta established its presence in the European Union in 1998, with its subsidiary in the Netherlands. The company caters to the requirements of its clients in the EU region through its three subsidiaries in the EU i.e. in the Netherlands, the UK, and Germany. The company provides its complete range of services and solutions to its customers in the EU.

Rolta has recently established a joint venture with Thales, France. The JV will provide broad spectrum of cutting-edge technologies, systems and solutions from Thales and Rolta. The JV has plans to develop

advance technology solutions and services for its various clients specifically.

### **Rolta in the Netherlands**

Rolta established its first subsidiary in 1998, in the Netherlands. The company was re-named to Rolta Benelux BV (RBBV) with the objective of expanding into the EU markets. RBBV is a wholly owned subsidiary of Rolta.

It is based in Hoofddorp, the Netherlands, and is primarily responsible for the sales and marketing, support and project management of the company's services and projects in the Netherlands and other parts of the Europe.

### **Rolta in the UK**

Rolta UK Ltd (RUK) was established in 2002 in England. Rolta UK Ltd is a 100 per cent subsidiary of Rolta India Ltd. RUK is the main centre for all services that are being provided by its various subsidiaries in the EU. The company provides services in discrete and process manufacturing, mapping and GIS, lifecycle data management, and eBusiness domains to its various clients in the UK.

### **Rolta in Germany**

Rolta Deutschland GmbH (RDG) established in 2001 in Neu-Isenbury in Germany. The company is a wholly owned subsidiary of Rolta. It offers services in GIS, automated mapping and facilities management, plant design automation, mechanical design automation, product lifecycle management and e-business services. Rolta provides advance technology solutions to its clients in the Continental Europe through this subsidiary.

## **Factors for Success**

### **A Market Leader with a Unique Combination of Solutions and Services**

The company provides an extensive combination of geospatial, plant and mechanical design engineering,

internet and eSecurity services and solutions. This varied range of solutions and services provides it a competitive advantage over other companies, which operate in similar domain. The company leverages its domain knowledge and deliver tailor made solutions to its clients across the globe.

### **An Experienced and Strong Management Team**

The company has qualified professionals which include engineers, finance professionals and marketing professionals, who manage the activities of the company. Rolta has a philosophy of promoting from within the workforce, supplemented by specialists as needs arise.

### **Skilled Workforce**

The company along with its subsidiaries employ approximately 3000 technical professionals, nearly 75 per cent of them have engineering qualifications, including significant numbers with master's degrees or doctorates. Rolta invests continually in providing specific technology and domain-specific training to its employees. This not only leads to strong market positioning for high-value services, but also contributes to employee satisfaction and retention.

### **Aggressive Investments**

Over the years, Rolta has invested in people, technology and infrastructure worldwide to leverage emerging opportunities at the global level. The company has gained a strong foothold in the geospatial, engineering design and eSolutions space, which has also helped it to strengthen its EU operations.

### **Relationships with Leading Multinational Companies**

The company has relationships with many international companies, which give it access to their latest technologies and a broad customer base. The company tailors the technology provided by its partners to develop specific solutions for its

customer requirements. Rolta enjoys strong business partnerships with international technology leaders such as Intergraph, Z/I Imaging, PTC, Thales, Computer Associates, IBM, Microsoft, Oracle, etc. to help the company move up the value chain.

### **Research and Development**

The company's research and development (R&D) efforts are recognised by the Government of India's Department of Scientific and Industrial Research (DSIR). Over the years, through investments in people, technology, R&D and infrastructure, the company has built a critical mass of intellectual property in geo-engineering, GIS, engineering design automation and eSolutions businesses. The intellectual property of the company is the result of its unique combination of IT, mapping, engineering, software and eBusiness skills and has been developed through expertise in the technology along with its partners.

### **Quality Control and Certifications**

Rolta maintains strong quality control over its products to ensure customer satisfaction. Rolta has established quality software engineering processes and methodologies and has been assessed at the SEI-CMM Level 5 by KPMG. In addition, the company also possesses certifications such as BS ISO/IEC 27001, ISO/IEC 20000 -1:2005, ISO 9001:2000.

### **Future Plans**

#### **Establishing a Development and Delivery Centre in the UK**

The company's UK subsidiary, Rolta UK Limited, acts as the hub for its European operations. The company has plans to expand its European operations by establishing a development and delivery centre in the UK, which will act as a nearshore centre for catering to the UK and

European clients. It will also facilitate in reducing the turn around time for the various projects of its customers based in EU and also address their specific requirements.

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