INFOTECH ENTERPRISES LIMITED

Company Background

Infotech Enterprises Limited (Infotech Enterprises), established in 1991, is a global IT software and services company. The company’s portfolio of services includes engineering design and software, technical publications, MRO services, engineering software, piping and instrumentation design, geospatial solutions and software, IT services, electronic design services, avionics, and offshore outsourcing. Infotech considers engineering design, geospatial services, and IT solutions as its areas of expertise.

For the half year ending September 30, 2006, Infotech Enterprises group gross revenues of approximately US$ 54 million. The company had 4,534 employees.

Global Footprint of Infotech Enterprises Limited

Infotech Enterprises has offices in India, Germany, the Netherlands, the UK, the US, Australia, Singapore, and Dubai. It has three global subsidiaries - Infotech Enterprises Europe Limited, Infotech Enterprises America Inc., and Infotech Enterprises, Gmbh. Infotech also has a JV in Puerto Rico, Infotech Aerospace Services Inc.

Infotech Enterprises has its offices in 22 cities across the globe. In addition, it has six global delivery centers. Three of these are located in India, two in the USA, and one in Puerto Rico as a JV.

Infotech Enterprises Limited in the United States of America

Mode of Operation

Infotech Enterprises entered the USA in 1992 to provide services to its clients through its various partners. In 1999, it established Infotech Software Solutions Inc, a wholly-owned subsidiary in California, which was later renamed as Infotech Enterprises America, Inc. (Infotech America).

In addition, Infotech Enterprise acquired VARGIS LLS, a geographic information systems (GIS) company, in January 2004, which enhanced Infotech’s geospatial division offerings.

Overview

Infotech America operates from ten locations across the USA. It has two global delivery centers located at Frostburg (Maryland) and Rockford (Illinois). As of September 30, 2006, the US subsidiary had an employee strength of 283.

Infotech America offers IT software and services related to engineering design, embedded systems, digital mapping and GIS services, and software to various government and commercial agencies.

Revenues from the US operation grew at a CAGR of 19.2 per cent during the period 2003-2006. Infotech’s business from the USA contributed US$ 43.9 million (approximately 53.4 per cent) to its global revenues for the year ending March 31, 2006.
Customer Focus

Infotech is a customer-centric company providing innovative and customised solutions to its clients. It has established strong relationships with its clients that have assisted the company to provide quality solutions. The company’s focus on customers has also enabled it to meet the changing requirements of its clients effectively.

Future Plans

Infotech America plans to focus on strengthening its relationships with existing clients. It also aims at widening its scope of service offerings in its areas of competence. Consequently, the company plans to provide the most comprehensive offerings in the engineering and GIS domains and move up the value chain. The company also has plans to leverage on the inorganic route for expansion in the US market.

Success Factors

Specialised Offerings

Infotech has developed expertise in select high-end services such as GIS, engineering services etc. This has helped the company in gaining wide visibility and high budget projects from large clients. Its geospatial division has bagged large projects from government bodies for civilian mapping and related projects. It has acquired statewide programs in Texas, Michigan, New York and Virginia. This has helped the company build considerable expertise in this field and has facilitated in building recognition not only in the USA but also across the globe. The company registered a 76 per cent growth in geospatial services and 200 per cent increase in new contracts, in the financial year ending March 31, 2006.

Strategic Tie-up

Infotech America has formed an alliance with IBM for providing services in the manufacturing domain. This will assist manufacturing companies in deploying solutions such as product lifecycle management (PLM) engineering solutions and related services. The alliance drafted in August 2006, will help its clients to leverage the unique expertise of both the companies. Additionally, the company will be in a position to deliver comprehensive, end-to-end solutions that will help clients in drawing more value from the association.