

Mphasis appoints India head

SHIVANI SHINDE
Mumbai, 10 February

Bangalore-based Mphasis, the information technology solutions and services company, has appointed Rajiv Singh as Regional Director to head its India operations.

"India is an important market. We have made the initial investment in the sales and marketing teams, in identifying the right market segments among other initiatives," said Ganesh Ayyar, chief executive officer.

The company had readied plans to tap the growing Indian domestic market towards the end of the third quarter of 2009. It says it is now ready to implement its strategy.

EDS, which had acquired Mphasis, was itself acquired by HP in 2008. HP contributes 12 per cent, as a client, to Mphasis' revenues.

In terms of services, Mphasis will bring in all its offerings into the domestic market. "Banking, capital markets, insurance, telecom and health care will be our focus areas in India. In terms of verticals, government will be a different one and we will look at specific ministries," said P A Krishnan, President, Infrastructure Technology Outsourcing, APAC and Japan.

Both Ayyar and Krishnan declined to share the investment details and growth trajectory, as the company was to soon announce its first quarter numbers. Krishnan said the company would see revenue trickling in from the domestic market in the next two to three quarters.

To grow its presence in India, the company will also leverage HP's presence. "HP is a partner and wherever we can leverage, we will do that," said Krishnan. The domestic IT-BPO revenue is expected to grow at 8.5 per cent to reach Rs 1,08,800 crore in 2009-10.