

## News

### Omnitech to Build Six BCBP/DR Sites Pan-India

By Sonal Desai, May 29, 2009 01:05 PM



Omnitech Infosolutions, a business availability and business continuity solutions provider, is planning to set up six work place recovery centers and disaster recovery sites across India in the next two years.

Called Omnicenters, the centers will be built in Gurgaon, Bangalore, Pune, Chennai, Nagpur and Ahmedabad. The company has already launched its first DR site at Mahape in Navi Mumbai in February 2008, plans to launch the second DR site by end-June 2009. Each site will be developed at a cost of \$ 3 million to \$ 5 million.

The services will include infrastructure management, application management, performance management, disaster recovery consultancy and management, data vaulting and workplace recovery services, as part of business continuity and business planning (BCBP) and disaster recovery (DR) services.

"The DR sites have been chosen very carefully. We stuck to the near DR and far DR philosophy, especially taking into consideration disasters and catastrophes such as earthquakes, 26/11, 9/11 or the terror attacks on Mumbai last year. The sites are in different seismic zones," said Atul Hemani, managing director, Omnitech, in an exclusive interaction with CXOtoday.

The company has identified the potential markets in India and categorised it into three segments viz: infrastructure management services (IMS), application management services (AMS) and performance management services (PMS).

The market size for each of these segments is manifold. According to media reports, the Indian market for IMS is around \$80 billion and the global market is tall at \$150-225 billion, AMS is \$15 billion in India and the business continuity market is around \$12 billion worldwide.

And despite these stats, how many Indian organizations are DR ready? Said Hemani, "With changing business dynamics, enterprises are reviewing their business strategies. We are still at a very nascent stage. Barring banking (70%) and mature large organizations (30%), not many enterprises are BCBP- and DR-ready. Compliance, competition and other factors are forcing banks to apply for such best practices. But we see a lot of scope in other industries where the maturity level is rising. A lot of awareness is required."

Admitting that Omnitech is investing a lot of money on Omnicenters, Hemani said, "A few years down the line, we will be ready with the infrastructure. We have already started getting a lot of queries from banks and mature organizations. So when it gets to inflexion time, we will be able to take a large number of customers in our bracket."

According to him, all CXOs in an enterprise should be involved in decisions as regards BCBP and DR. CIOs are important to drive the technology and DR strategies, but the business aspect has to come from somewhere. "Only a risk and analysis division can analyse the needs and firmly cite the real needs for a BCBP/DR. The organisation can map the actual services required, losses and benefits. Compliance is driving our business right now."

The company sees a lot of traction from the ITeS and manufacturing companies. Going forward, it expects the government to also have a proper BCBP/DR policy in place.