

News

We expect over USD 20 mn revenues worldwide in next 3 years: Atul Hemani

In an exclusive interview with Ashwini Kunder of Myiris.com, **Atul Hemani, MD & CEO, Omnitech InfoSolutions**, says "We have proven solutions and services which we used effectively in 2008-09 during the global economy crisis. We intend to leverage this situation and overall we do not see any major impact on the numbers going forward."

In uncertain global and domestic markets, how do you see business outlook going in 2012? Are you experiencing any signs of slowdown in demand?

Omnitech provides majority of solutions and services which are needed post implementation of IT Infrastructure and Applications. In spite of the uncertainties surrounding the global economies, companies need to manage their IT infrastructure efficiently and effectively. Omnitech acts as their partner and helps them achieve the desired objective. India has been growing strong for us. European economy is under stress and hence there is an immediate need of organizations to reduce their cost of operations. We have proven solutions and services which we used effectively in 2008-09 during the global economy crisis. We intend to leverage this situation and overall we do not see any major impact on the numbers going forward.

Rupee has crossed the level of 53 against US dollar. Do you think weakness in rupee will help Omnitech?

In the short term it will definitely work in our favor for the part of foreign revenues not hedged. We also use PCFC which acts as a natural hedge for us.

Recently Omnitech has launched DR solutions. Could you share the response you got from clients? How much revenue are you targeting from this product launch?

We recently launched Revive - Disaster Recovery as a Service. This is very cost effective besides it helps customer totalize "Pay as you use" model. Customers need not have to invest into CAPEX. We are seeing a good traction from our existing customers and new prospects. We expect over USD 20 million revenues worldwide in next 3 years.

Omnitech has posted a strong revenue growth of 51.4% in Q2. However, Q2 PAT witnessed a drop of 4.8%. How do you see revenue, margin and profit performance for H2?

We are well in line with our annual growth guidance for FY12. We have revenues accrued from Avensus operations and some large turnkey projects in India, both these businesses continue single digit % in terms of bottom line. We see a steady growth in revenues while profits will only start getting better once we start off shoring business from Avensus clients. We expect that to happen in next 2 quarters.

Could you update us on your plans to strengthen domain expertise in education, healthcare, pharma and government?

We have launched BFSI vertical business and benefiting well in terms of differentiators and profitability. We have plans to cater to healthcare and education segment through our cloud based managed services.

What are the unique challenges of managing a rapidly-growing technology company?

Every growing IT company faces biggest challenge which is Human resources and we are no exception to that. Retaining dedicated and skilful people has been the biggest challenge in the IT industry. However, we overcame that situation by implementing various measures and we have now a very stable platform. People do not leave the organization just for the sake of money. There are multiple factors involved such as career aspirations, geographical flexibility, the international exposure, getting to play the role as per their skills and so on. We strongly believe in harnessing the human power and for that we have apt policy for talent management. We have a separate learning and development department for our employees to enhance their abilities and capabilities for their individual growth plans. These measures have helped us in retaining our core executive team and our mid-management team.

Would you like to convey any message to the shareholders and investors of the company?

We have posted a growth of 31% in our topline and 29% in our bottomline despite the global slowdown. This in itself is a showcase of our ability, determination and focus to run the business effectively in testing times. We did not pursue our acquisition plans and we feel it was a right decision to hold back at that time, given the economic scenario then.

I would like to thank all the investors for showing the confidence in Omnitech and I assure them that we understand the responsibility of generating good returns on your hard earned money invested in us. We remain focused and aggressive, yet cautious, and therefore will take the right decisions at the right time so that all the stakeholders benefit from such moves. We look forward for their continued support and trust.