

## **AL Faisaliah Group plans to move IT jobs to Hyderabad, YASH Technologies To Set Up Offshore center In City**

**August 04th, 2004. (The Economic Times, Hyderabad)** - It is not just American or British companies that have been bitten by the Middle East too are now jumping on to the bandwagon. The \$800-million AL Faisaliah Group of Saudi Arabia has signed a strategic outsourcing deal with YASH for all its IT needs.

The deal that envisages relocating 40 jobs initially to Hyderabad from Riyadh to handle remote IT support functions, also includes the building of a mobile sales and route-accounting application here for the AL Faisaliah Business and Technology Company (FBTC). Officials from the two companies, however, refused to divulge the size of the deal citing Saudi sensitivities except for saying that it was a multi-million dollar sized order that would extend over several years.

YASH, a 100% subsidiary of the Illinois-based YASH, currently employs about 200 people at its Hyderabad development center. It will ramp up to over 500 people within the next one year. Mr Bala Avulsing, head global operations told press persons on Tuesday.

While initially we would be relocating to Hyderabad 40 IT jobs that currently service the 15-odd companies AL Faisaliah group, it should also be noted that its IT arm FBTC is also adding several of its own clients aggressively, Mr Khalid Shamlan, general manager FBTC added indicating an increased number in the near future.

If the company was to hire the same personnel in Riyadh it would have to do so at a cost that is four times that it would incur in Hyderabad, he added. The sales and route accounting application currently built on the Delphi platform will be re-engineered on a Microsoft.net platform will be deployed in the FBTC group as well as a number of other customers in the Middle East. YASH will also provide ERP services to