

Arabia, Inc. to outsource to India

August 04th, 2004 HYDERABAD - It is not just American or British companies that have been bitten by the outsourcing bug.

Companies in the Middle East too are now jumping on to the bandwagon. The \$800-million Al Faisallah Group of Saudi Arabia has signed a strategic outsourcing deal with YASH for all its IT needs.

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YASH, a 100% subsidiary of the Illinois-based YASH Technologies, 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 Navuluri, 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 in the Al Faisaliah group, it should also be noted that its IT arm FBTC is also adding several of its own clients aggressively", K. halid Shamlan, general manager FBTC added indicating an increased number in the near future.

If the company were 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 and 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 FBTC and its customers in the region.