

YASH Technologies aims at Chemical, auto, Govt segments...

February 19th, 2004. (The New Indian Express, Hyderabad) - YASH Technologies Pvt Ltd, a wholly owned subsidiary of the Illinois-based YASH Technologies Inc, is targeting chemical, automotive and governance vertical segments in offering Enterprise Resource Planning (ERP) solutions from SAP and Oracle, besides a host of other services. It is expecting to finalize at least two SAP installations shortly.

Sharing the company's future plans and the opportunities expecting in ERP and consultancy space with The New Indian Express, Vinod K Samanthula, General Manager-Sales and Marketing, said, ERP market is looking up now with considerable reduction in price points. "The price of SAP solution was prohibitively high in the past. But now the Rs 1-crore investment requirement is a myth. That can be as low as Rs 35 lakh, which is quite affordable to any SMB," he said.

However, ERP installation firms have become like insurance agents swarming the prospective clients. "It is our people and internal processes that distinguish us. In fact, it is the functional consultancy that matters and we are positioning domain experts in all our implementation practices," he said.

YASH, having advantages of pre-configured customized implementation, experiences of all domains and significant shortening of the time of implementation, expects to bag a number of contracts in this year, "Our global operations have about 60 implementations and YASH. India within six months achieved two implementations and offering on-call support and maintenance," Vinod said.

However, only half of the resources of YASH focus on SAP and the Company's other competency offerings include enterprise portals and content management, enterprise application integration, enterprise web services, enterprise architecture, and business intelligence and data warehousing. "We have 125 professionals at the Hyderabad development/delivery center, who work on ERP implementation as well as consultancy projects. We also have a dedicated team for Actuate consultancy solutions. We are about to sign two new installation contracts and hope to secure four other installation projects in 2004. Most of our center's work now is on upgradation from version 3.0 to 4.7 and basic maintenance. If every thing goes according to projections, we might have to double our headcount," he said.

YASH, has another development center in Indore with a headcount of 30 and the company has invested Rs 3 crore in India operations till now. "If it is needed, we are ready to invest an equal amount. While we get half of our revenues from SAP implementations, the other half is contributed by Actuate consultancy, IBM portal, Microsoft.Net and legacy migrations from Windows 98 to Linux," he said. YASH India is the hub for Asia Pacific operations and it is planning to set up Actuate consultancy offices in Singapore and Malaysia by Q3 of 2004.