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Article Title: The DQ 181 - 190

URL: <http://dqindia.ciol.com/makesections.asp/08080702.asp>

Section: Company Ranking 08

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#### 181 | Newgen Software Technologies

The year saw Newgen bagging several banking and insurance deals including seven contracts from Saudi banks like National Commercial Bank, Al Jazeera Bank, Arab National Bank, and Capital G Bank of Bermuda. The Arab National deal involved deployment of the Cheque Truncation System (CTS) and Yes Bank was another CTS customer. The company bagged major deals in insurance from LIC and United India Insurance. To facilitate venture into the US and Europe, Newgen sold close to 10% stake to HSBC Private Equity for Rs 30 crore.



#### 182 | Cambridge Technology Enterprises

The company went public last year, and acquired ComCreation, Reilly & Associates and Q-soft systems. With these, it added enterprise application implementations, legacy system migration, and remote DBA to its portfolio. It also launched a free online tax preparation service. Krishna Nangegadda took over as president, North America and split the operation into two North America Government, and North America Commercial, for which Ravi Joseph became the head, while Ramesh Reddy became the head of newly created Apac business unit.



#### 183 | Quintegra

Murali Subrahmanyam was appointed COO, following which the company aligned itself into five verticals with practice heads taking over each of them. It provided a holistic service to its clients using its Operations-as-a-Service methodology. It was awarded copyrights for its proprietary products including Flexible Real Estate Sales, HMIS, and EduCampus. The company acquired US-based PA corp in a \$49 mn all-cash deal, which brought clients like Charles Schwab, NASD, Amex, Washington Mutual, and Wells Fargo in high-end consulting.



**184 | Lauren Information Technologies**

Lauren saw high growth from its infrastructure solutions and in-house range of software products and services. Hardware contributed 68% to its revenue, and It increased its presence in the pharma sector with high profile customers like Glenmark, Panacea Biotech, and Pfizer. In retail, the company added new clients such as Home Care Retail and MyDollar. Another big win was Hindalco for messaging solutions to 18,000 users. On the SI front, Lauren entered the virtualization space with VMW and partnered Citrix on thin clients.



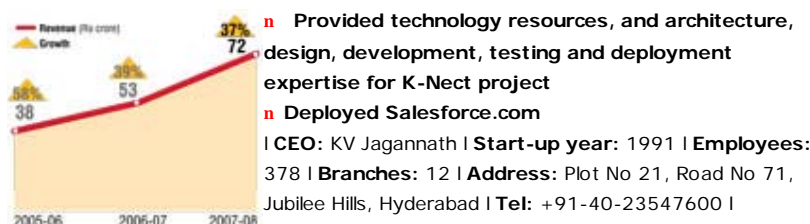
**185 | RMSI**

During the year, RMSI aligned its growth strategy to target opportunities in five focus verticals with the objective of becoming more competitive when seeking large contracts. While the company had started experimenting with the strategy in FY 07, its effective implementation started in FY 08. The company created an SBU for the agriculture and natural resources vertical. It will be spinning off the remaining verticals into separate SBUs as well in the future. The company meanwhile added forty-three new clients during the year.



**186 | Choice Solutions**

In FY 08, the company provided technology resources, architecture, design, development, testing, and deployment for K-Nect, a pilot education program in the US. Using smartphones with advanced mobile broadband technologies, K-Nect was targeted to deliver educational material to ninth grade students in a few counties. The company ramped up its focus on data center business. It deployed Salesforce.com to streamline its sales management and delivery with the back office processes. Choice is now a company that provides a range of IT solutions.

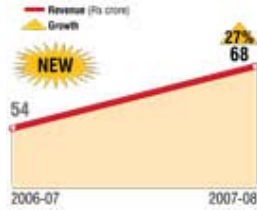


Website: [www.choicesolutions.com](http://www.choicesolutions.com)

### 187 | ASM Technologies

During the year, ASM signed a definitive agreement to acquire 100% of Enterprise Software Resources. This acquisition was through ASMs wholly owned subsidiary in Singapore, Advanced Synergic, and financed by Indian Bank, Singapore. Enterprise Software Resources is a US-based firm involved in strategic SAP consulting for Fortune 500 and SME companies in the US. The acquisition has afforded ASM the opportunity to expand its offerings to a larger SAP client base in the US and broaden its revenue margins.

- 42 new clients were added during the year by ASM (group)



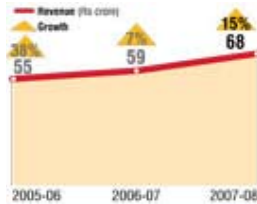
- Enterprise Software Resources a US based firm, in an all cash deal

CEO: Rabindra Srikantan | Start-up Year: 1992 | Products & Services: Software development and consultancy services | Employees: 511 | Branches: 2 | Address: 80/2, Lusanne Court, Richmond Road, Bangalore-560025 | Tel: +91-80-66962300 | Fax: +91-80-22273606 | Website: [www.asmltd.com](http://www.asmltd.com)

### 188 | Value Momentum

With a good topline growth compared to last year, Value Momentum saw a substantial increase in the number of client engagements delivered offshore. The company also saw substantial increase in the revenues from India and Apac on the insurance enterprise market segment. The company has made a mark in its insurance products domain through iFoundry insurance solutions.

- Recognized the Top Tech 2007 survey, in the category of Most Value Adds vendors in the North American market

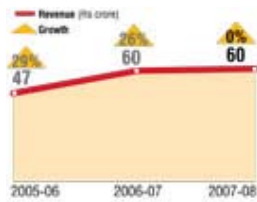


CEO: Rabindra Srikantan | Start-up Year: 1992 | CEO: Samanthapudi Gopimani Raju | Start-up Year: 1999 | Products & Services: IT services | Employees: 274 | Address: Plot No 1, Sagar Society, Road No 2, Banjara Hills, Hyderabad-500034 | Tel: +91-11-23556289 | Fax: +91-11-23556087 | Website: [www.valuemomentum.com](http://www.valuemomentum.com)

### 189 | Mistral Solutions

FY 08 saw the amalgamation of group companies under Mistral Solutions. It raised \$6.5 mn in venture funding from entities like Nexus and JAFCO Asia for its global expansion. On the products side, it came out with OMAP2530 and OMAP35x EVMs, ideal software development, and device prototyping platform for product developers to expedite their multimedia-based device development. Its 8-Tiger SHARC and PowerPC Board (V8TS) were also recognized by industry bodies like Nasscom as market facing innovations.

- Won the Nasscom IT Innovation award, 2008
- Forged new partnerships with Adacore, Altium, and Coverity

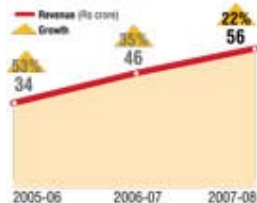


CEO: Anees Ahmed | Start-up Year: 1997 | Products & Services: Embedded solutions | Employees: 287 | Branches: 8 | Address: No 60, Adarsh Regent, 100 Feet Ring Road, Domlur Extension, Bangalore-560007 | Tel: +91-80-25356400 | Fax: +91-80-25356440 | Website: [www.mistralsolutions.com](http://www.mistralsolutions.com)

### 190 | Nelito Systems

Nelito continued to target tier-2 and tier-3 banks across the globe with its flagship core banking solution FinCraft Core. After having its systems and processes appraised at CMMI Maturity Level 3, the company is now pursuing CMMI Level 5. It entered the BI space by signing up with MAIA Intelligence as a consulting partner, through which Nelito offered consultancy on strategic planning, implementation, technical infrastructure, data integration, custom upgrade, and migration services on MAIA's 1KEY Business Intelligence Platform.

- Won the Best ISV Sales & Marketing Award from Microsoft
- Strengthened presence in ERP and BI space



MD: P Bhaskar Rao | Start-up Year: 1995 | Products & Services: Software services and products | Employees: 1,077 | Branches: 13 offices, 120 delivery facilities | Address: 2205-208, Building 2, Sector 1, Millenium Business Park, Mahape, Navi Mumbai-400710 | Tel:

+91-22-27782646 | **Fax:** +91-22-27782643 | **Website:**  
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