



Soumitro Ghosh

Wipro has rolled out a structure last year for its domestic and Middle East business, Wipro Infotech, to bring greater focus and accountability. Wipro Infotech accounts for nine percent of the company's global revenues.

The new structure has seven business units aligned with industry segments. The seven business units are banking, financial services and insurance, energy & utilities, telecom, healthcare, manufacturing, retail, and the government. The key objective of the structure was to bring in increased focus on customers by bringing in domain-centric solutions. The business units are now responsible for sales as well as delivery giving far greater accountability to customers.

Growth in the first three quarters of the FY 2014-15 stands testimonial for the successful restructuring of the company.

Among the service lines, business application services continue to be the focus area while maintaining the company's growth in infrastructure services business. While Wipro Infotech continues to support its customers on the *Run* business, and will, by bringing in new disruptive technologies, help the customers for the *Change* business. Investments in order to develop competencies across advanced technologies that include mobility, analytics, and cloud are giving company the desired traction in the market.

Wipro Infotech is keenly following the government's initiatives on *Digital India*, *Smart Cities*, *Make in India*, Railways modernization, and financial inclusion and have the solutions to support these initiatives.

The company has identified focus accounts across all the business units which have higher potential for growth. Apart from the focus on existing customers, where the intent is to increase wallet share, the company has also identified a specific set of accounts to hunt for new logos.

Wipro Infotech is focusing on large deals in a big way and has seen quite a few wins in the current fiscal.

The author is Chief Executive, Wipro Infotech

Girish Oberoi

The pace at which India is digitally progressing is astounding. The Modi government is aggressively working toward e-governance and the *Digital India* initiative, resulting in huge generation of data. Industries are under constant pressure to store data and make it available to the users at any given point, leading to requirement of data center infrastructure management (DCIM) solutions. Organizations are now looking for facilities that will help them keep their data centers afloat and not succumb to heat. Emerson Network Power provides solutions that prevent the breakdown of data centers due to heat and is investing in making data centers more power efficient. Our DCIM solutions help organizations model their entire infrastructure and see where they are located. Our solutions enable organizations to see the relationship of power, cooling, and data devices at data centers. Although India has been making steady progress in ensuring power availability, power requirements are rising exponentially and the demand for power backup and conditioning equipment has gradually gone up.

India has seen increasing requirement for clean, reliable, and efficient power sources. This crucial need to facilitate smooth functioning of factories and manufacturing units is driving the demand for UPS systems. Emerson Network Power provides UPS systems to ensure clean and uninterrupted power supply, which facilitates the functioning of the manufacturing units without any interruptions in production processes. We aim to contribute wholeheartedly with the government's *Make in India* initiative. IT industries are taking a more proactive approach to power backup and conditioning equipment as it helps take better control of their equipment and improve reliability of their production plants while reducing costs. Emerson Network Power's DC power products have become the industry standard-bearers as we have adopted the SMPS (Switched Mode Power Supply) technology for our power systems, marking the beginning of a major evolution. Although the price of solar inverters has not fallen considerably as compared to solar panels or solar turnkey projects, we expect that the price will reach grid parity by 2016 with growing demand from businesses, as it will introduce scales of mass production in the economy.

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