

'I set the strategic focus'

GREETING opportunities with open arms, Ranjit Dhuru, chairman and CEO, Aftek Infosys, is one of the founder members of the company.



Ranjit Dhuru

IT, cultivating vineyards, gliding, astronomy and astrophysics are his diverse passions, as he disclosed in a conversation with Sapna Agarwal.

"I have completed a certified course in gliding from Nashik, but don't have time to pursue this passion presently," says Dhuru. I have also built my own telescope way back in the 1970's when I could not afford buying one. Today, I pursue this passion by constantly reading books on astronomy and astrophysics," he mentions.

A man with strong business acumen, he says, "I travel to Europe, particularly Bordeaux, often. I formed my relationships with an expert there and now have a team working with me here in India. I

look into the management aspects during weekends and set the strategic focus for the company, while the rest I leave to the experts."

He is the key visionary of Aftek and has successfully transformed the company with a hardware background into a thriving, e-business software company. A dominant player in the industry, Aftek Infosys has expertise in enterprise business management with focus on the infrastructure, information and processes segments.

The company recorded a business turnover of over Rs 100 crore in the last financial year and is expecting about 40 per cent growth for the financial year ending June 04.

The company's revenue streams come from services, products and projects. "Our flagship product, Powersafe, is creating waves in the US at the national power generation level.

We have a MoU with the government organisation, Grivan, a NASA funded organisation. We also have strategic alliances with HP and MGE amongst others," he says.

Explaining activities in the information management segment, he says, "The recent acquisition of the German firm, Arexera Technologies, has given the company exciting propositions. We have now acquired Intelligent Property (IP) offering in unstructured database management systems and the services business. We have also got a lot of top-of-the-line customers in Germany.

Besides, with this acquisition, we have also entered into the search engine IP arena with the launch of our own subsidiary, Seekport. We have tied up with E-spotting, the biggest player in this domain after Yahoo. We receive about 1.5 million search requests daily."

Speaking about the employee count in Germany, he says, "From an employee count of 12 in Arexera, it has now grown to 25 with five on the advisory board and another 15 working on Seekport. In all, we have 45 Germans working for us."

"Lastly, we have a product, Jadoogar, in the communications segment. It works on the bluetooth and 802.11b GPRS technologies. We undertake projects for the installation and implementation of this product with different front-end partners. As such, we leverage our IP as a project company," concludes Dhuru.