

GUJARAT RELOAD



Rajkot to host machine tool expo in November

Rajkot, the commercial capital of Saurashtra region, will host the Machine Tools Show 2010 from November 24-28. This will be the third show in the machine tool sector that the city has hosted, the previous two being in 2006 and 2008. Local players are hopeful that the show will help Rajkot place itself on a strong footing in the machine tool sector. "It will help us enhance our brand image, show our technical prowess and give us access to the unexplored market," said Narendrabhai Bhandari, partner at New Dilip Industries. The city is home to about 300 organised players, mostly SMEs, in the machine tool segment. It has equal number of unorganised units. Rajkot produces machine tools worth Rs 500 crore annually, around 5% of which is exported. The industry here is growing at around 15%.

Spread over an area of about 2.5 lakh square feet, the exhibition area on the Race Course road, will showcase machinery, machine tools, automation and automotive technology. The six pavilions will have over 500 stalls. The players are relying more on demand from the domestic market rather than exports. "The local demand is extremely good. However, with world-renowned machine tool manufacturers now setting up their units in India, it is necessary for small units like us to maintain quality. The expo in 2008 had generated around Rs 40 crore of business and we expect it to rise to Rs 50 crore in the forthcoming event," added Mr Bhandari. He, however, feels that participation in such events increases the visibility of the company. "When a client sees a particular machine tool producer present in national and international events, he takes us seriously and once he sees the quality of our products, he is confident enough to place an order," said Mr Bhandari.

INTECH LAUNCHES ERP SOLUTION

Ahmedabad-based software consulting, implementation and management services company Intech Systems has recently launched an enterprise resource planning (ERP) solution for small and medium enterprises (SMEs). Capital Equipment Manufacturing Industry Solution (CEMIS) is basically a Microsoft product, but customised for requirements of local industries after one year of research. It is an product offering end-to-end solutions in the areas of pre-sales, sales, manufacturing, inventory control, subcontracting, automation, etc.

It was conceived after realising that enterprise class solutions are very costly for SMEs while local ERP solutions are not comprehensive and exhaustive, fulfilling all the requirements of the smaller units, informed Intech Systems MD Ashok Mehta. "The product is cost effective in the sense that the customer realises its return on investment in about two years. It will help the client employ its resources in a manner that gives him the maximum output, improve efficiency, reduce the throughput time, improve delivery schedules and do a host of things," said Mr Mehta.

The features added as a part of customisation include

provisions to fulfill taxation obligations and other statutory requirements. Mr Mehta feels that with Indian SMEs exposed to increased competition from global players as well as increase in their exports, there is an increased tendency amongst them with regard to adaptation of ERP solutions, as a result of which the market is witnessing a healthy growth rate of over 30%.

SGS BAGS COIMBATORE SURVEILLANCE PROJECT

Ahmedabad-based Smart Guard Systems (SGS) has bagged the contract for city surveillance of Coimbatore city in Tamil Nadu. It involves deploying more than 200 cameras. It is unique in the sense that a non-metro city has adopted IP-based surveillance in a big way. IP technology helps get live feed of the traffic flow or other happenings at critical commercial locations of the city, which will facilitate quick reaction in case of an eventuality. The feature of recording will aid in analysing of an event or crime, and thereby takes measures to repeat such mishaps in future. Sixty cameras will be Speed Dome cameras with feature of 360° rotating view and zoom features. Wireless infrastructure will enable the transmission of the video from the camera and encoders installed at various traffic signals and important junctions in Coimbatore city. As a part of the project, Smart Guard will supply 200 one channel encoders and video management software through its channel partner Netcom Online Solutions India. "We are witnessing heightened interest in Indian cities for the 'Smart City' concepts. Installing IP surveillance systems will significantly improve safety standards in Coimbatore city and enhance security, making it a Smart city in a cost effective way," said Smart Guard Systems CEO Gurudas Parwani.

(N)CODE EYES 50% GROWTH IN REVENUES

(n)Code Solutions, a division of state PSU Gujarat Narmada Valley Fertilizers Company (GNFC), is eyeing 50% growth in revenues in the current fiscal compared to the previous fiscal. The largest company in India in the area of providing digital signatures, (n)Code is also into e-procurement, setting up data centres on turnkey basis, managing public key infrastructure (PKI), security policy implementation and designing, PKI based application development, secure portal development, e-Governance and remote IT infrastructure & management services. Speaking to media persons in Ahmedabad, Jagdeep Kochar, ED and chairman of (n)code, said, "Last year, we had a revenue of ₹40 crore while the first half of the current fiscal has seen revenues of ₹30 crore, so we expect a total revenue of over ₹60 crore in the current fiscal." Having launched its e-procurement service in 2005, (n)Code has so far completed over 4,000 e-tenders worth about Rs 80,000 crore. About 85% of its e-tendering business comes from Gujarat. In September, (n)Code solutions issued 52,000 digital signature certificates while past 12 months have witnessed issuing of more than 2 lakh certificates.

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