

INFRAISOFT TECHNOLOGIES

HANUMAN TRIPATHI

FOUNDER AND GROUP MANAGING DIRECTOR



SNAPSHOT

HEADQUARTERS: MUMBAI

EMPLOYEES: 650

OTHER KEY EXECUTIVES: YASH PAREKH, VP-
PRE-SALES AND MARKETING; HARSHADA
DEOKAR, AM-CORPORATE COMMUNICATIONS

KEY PRINCIPALS: MICROSOFT, ORACLE, IBM,
HP

KEY TECHNOLOGIES: SOFTWARE APPLICATION
DEVELOPMENT, MAINTENANCE, SUPPORT,
MIGRATION AND INTEGRATION SERVICES,
CORE BANKING, MICROFINANCE AND ANTI
MONEY LAUNDERING SOFTWARE PRODUCTS

WHY IT IS A WINNER: Because Infracsoft Technologies had the guts to acquire a loss making diversified financial services (DFS) unit of another major IT company. Because it took the risk of acquiring a third-party business without a management team or the usual growth engines like channel partners or sales teams. Because such bold moves have known to fail yet it looked beyond the risks.

Because its revenue and profitability skyrocketed in the first 18 months of the acquisition. Because it has achieved big sales of its anti-money laundering solution which is not only popular in India but also in the Middle East, Africa, South-East Asia, and Latin America. Because it foresaw the need for such a solution much before its competitors. Because it constantly upgraded solutions and met changing customer demands on a large scale.

Because it does not disappoint its customers. Because it introduced solutions in foreign locations and successfully competed against the local system integrators. Because the outcome of such concentrated workflow resulted in enhanced sales. Because the enhanced sales resulted in a 16 percent growth in revenue.