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# Zensar eyes buys in Germany, Switzerland

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WITH a view to enhancing its global footprint, IT major, Zensar Technologies, is scouting for acquisitions in Germany and Switzerland and hopes to seal a deal by end-this fiscal, a top company official said.

"We have short-listed around six to seven companies but we are not in a hurry to close a deal. We will evaluate all options carefully since it involves a tactical entry into a new geography for us," Zensar Global CEO Ganesh Natarajan said here.

The company hopes to seal an acquisition by end-this fiscal, Natarajan said.

Pune-based Zensar also plans to set up a centre in Latin America in the next two years, the official said.

"We also intend to set up a centre in Latin America which would be a nearshore centre for the US," Natarajan said adding that it would be established in FY 10.

The company has zeroed in on Mexico, Chile or El Salvador as possible destinations for the centre and a final decision would be taken by the end of the current fiscal, he said.

"Our expansions are geared to help us scale-up our revenue and enter new geographies," he added.

Last year, Zensar, an RPG group company, acquired a US-based com-



Browsing opportunities

pany and formed a joint venture with a Japanese company.

"During the previous fiscal, we acquired ThoughtDigital, a New York-based company for

\$21 million, which gave us a solid presence in Oracle on the east coast of the US," he said.

In Japan, Zensar formed a joint venture with EZA Technologies, Zensar Advance Technologies (ZATL). Zensar holds a 60 per cent stake in ZATL with the balance held by EZA Technologies.

Domestically, Zensar plans to set up an IT SEZ in the next financial year and is scouting for a suitable location, Natarajan said. The investment here would be around Rs 10-15 crore, he said.

Some of the destinations on the company's radar are Gwalior, Mohali, Nagpur and Vijayawada. A

final decision on the site would be taken soon, he added. With its expansion plan on track, the company plans to up its headcount from the present 4,900 to 5,500 this fiscal, he said.

The company also plans to focus strongly on the pharma segment this year. "Pharma will constitute a strong core focus segment for us," Natarajan said.

Presently, its core focus areas are retail, manufacturing and the insurance industry which account for 85 per cent of its business. "Going forward, we expect pharma to be a major revenue-earner for us," he said.

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