

August 5, 2002
GTL Eyes Targets For Acquisition In US.
The Financial Express
Sourav Majumdar & Priya Srinivasan

Mumbai: GTL Limited (formerly Global Tele-Systems Ltd), which recently restructured its businesses is angling for acquisitions both overseas and at home to augment its Network Engineering business which it sees as a key growth driver. Speaking with eFE, GTL Chairman Manoj Tirodkar said a couple of US-based companies were on GTL's acquisition radar. "There are several small companies which are into network design and we are evaluating a couple of them in the US currently", he said.

GTL has also clinched a major Rs 160 crore contract with Saudi Telecom to supply Network Engineering services.

Dwelling on the expansion plans in the CRM space, Mr Tirodkar said that GTL is gunning for anywhere between 600 and 1100 seats by the year end and possibly 2000 seats by next year.

The company has appointed Bangalore based consultancy firm ThinkHarbour, to advise it on its domestic CRM business. GTL is also talking to global consultancy firm McKinsey to avail of the latter's services for the company's global CRM initiatives. GTL expects to grow in revenue terms at 10-12 percent in the current fiscal. The company has recently restructured its businesses and reduced its focus on segments like the application service provider (ASP) business, payment gateway services and EDI. The company sees network engineering, particularly remote management of networks, enterprise solutions, IT-enabled services and call centres as its major growth drivers for the future. The reorganisation comes in the wake of GTL's image taking a hit in the past year on account of it figuring in the list of favourites of controversial stockbroker Ketan Parekh and subsequently, for its alleged links with former Tata Finance chief Dilip Pendse. He said that the company has three additional facilities ready for operations in case the demand rises.