

## Deals and Contracts

### IBM signs IT outsourcing deals with Indian banks Madhav Nagrik Sahakari Bank and Kotak Mahindra Bank Limited

IBM has signed a five-year IT outsourcing agreement with the Madhav Nagrik Sahakari Bank, a cooperative bank in the state of Rajasthan in India. As a part of the agreement, IBM is expected to host and manage the IT infrastructure to help the bank focus on its expansion plans while reducing its capital expenditure. Madhav Nagrik Sahakari Bank plans to increase its presence from the existing network of 25 branches in Rajasthan. The bank also offers services like internet banking, mobile banking and ATM facilities to its customers, who are predominantly from semi-urban and rural areas.

In another agreement, IBM has signed an IT infrastructure services deal with Kotak Mahindra Bank Limited, a provider of banking and financial services. As part of the USD 5 million deal, IBM will design, build and maintain a highly scalable, energy-efficient green data centre as well as the converged IP network infrastructure for the client. Kotak Mahindra Bank and all the group companies, including Kotak Securities and Kotak Life Insurance, will benefit from this consolidated data centre and network infrastructure.

### Superpartners selects TCS as systems integrator

Tata Consultancy Services (TCS), has been selected as the leading systems integrator for a new core administration platform by Superpartners, the largest retirement fund administrator in Australia. The financial terms of the contract were not disclosed. The contract entails TCS to administer end-to-end systems integration, including configuration work, complex integration with business critical applications and execution of complex testing scenarios. As per the contract, TCS is required to integrate all 16 Superpartners' Industry Retirement Fund clients onto the new platform by end-January 2010.

## Acquisitions

### QuEST acquires ASE Technologies

QuEST Global, a provider of outsourced engineering services and manufacturing, has acquired ASE Technologies, an engineering services company, having engineering offices in Greenville and Phoenix. ASE Technologies focuses on advanced engineering technology, research, product design and process development, with major emphasis on the aerospace and derivative industry. With this acquisition, QuEST will become one of the premier organisations globally, to offer Aerodynamic and Fluid System (AFS) solutions.

### Rolta acquires Piocon Technologies

Mumbai-based IT firm Rolta has acquired Piocon Technologies, a Chicago-based firm that has customers in the oil and gas sector. The acquisition gives Rolta access to solutions which address critical operational needs of refineries. Currently, all of Piocon's customers are based in the US and Rolta plans to expand this to the Middle East and India. The company also intends to cross-sell

these services to its existing customers for engineering design, which are mostly in oil and gas, petrochemical and energy sectors. About 50 consultants, who are permanent employees of Piocon, will transfer to Rolta.

### **Wipro buys Citi Tech for USD 127 million**

Wipro Technologies has announced to acquire Citi Technology Services the captive delivery centre of IT services and solutions centre of Citigroup in India, for USD 127 million in an all cash deal. While acquiring Citi Technology Services along with its 1,650-odd employees working across its four delivery centres in Mumbai and Chennai, Wipro has got a revenue commitment of about USD 500 million over the next six years. Wipro said that the Master Services Agreement that they have signed with Citi did not restrict them from serving other clients out of the centres. Wipro will provide technology infrastructure services as well as application development and maintenance services to Citi as part of the transaction.

## **Awards and Ranking**

### **Aptech is in the list of Top 20 Global Training Outsourcing Service Provider (OSP) Companies**

Aptech Limited, the global learning solutions company, has been ranked as one of the Top Global Training Outsourcing Companies for the year 2008. This is the third consecutive year for Aptech to have been featured in the TrainingOutsourcing.com's list of Top 20 Global Training Outsourcing Service Provider (OSP) Companies. Aptech has been selected in this list for its commitment to the IT training industry, use of innovative techniques, corporate leadership, strength of clients, leadership in shaping the IT training industry and for its geographic reach all over the globe. TrainingIndustry.com's review committee worked to ensure for a comprehensive view of the IT training sector to include tools, equipment and software training companies that demonstrate outstanding capabilities in the design, delivery and management of training services.

### **Micro Technologies wins the 'Deloitte Technology Fast 500 Asia Pacific and Deloitte Technology Fast 50 (India)' Award' for 2007-08**

Micro Technologies (India) Ltd., the global security solutions company, has been chosen as one of the fastest growing companies in India by the Deloitte Touché Tohmatsu. It has been awarded the 'Technology Fast 50 (India) Award' and the 'Deloitte Technology Fast 500 Asia Pacific Award' for the second consecutive year. The criteria for the award, instituted by Deloitte, includes a consideration of the revenue growth and overall financial performance of the company for three consecutive years.

### **Cisco WebEx wins the Frost & Sullivan Market Leadership Award for 'Audio and Web Conferencing Services' in 2008**

Cisco WebEx has been awarded the Market Leadership Award for 'Audio & Web Conferencing Services' in FY 2008 by, global growth consulting firm, Frost & Sullivan. The Frost & Sullivan award recognises Cisco WebEx as the leader in the audio and web conferencing services market in India. For the award, Frost & Sullivan took into account Cisco WebEx's revenue growth, market share and growth in market share, leadership in product innovation, breadth of products and solutions, major customer acquisitions, and business and market strategy.