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fter graduating and
10 million turnover

EMPIRE

NAME: Cyber Infrastructure private Ltd

SPECIALITY: Custom software
development

GROUP TURNOVER: US dollar 10 million

NUMBER OF EMPLOYEES: 300

ready heading a global software
development company with a turnover
of 10 million US dollars. Their prod-
ucts go to more than 70 countries
from five continents.

Of course, they had to work very
hard to make their mark on the glob-
al platform. "Initially, we did not have
a client. At first, we started on small
projects in India. Then gradual-
ly the bigger projects started coming
in," says Anil.

Each day worked on them in 2001
from India before making it a multi-



• Cyber Infrastructure private Ltd's Anil Agrawal, Kulkarni Kunal and Abhishek Parulkar at their office.

ANIL AGRAWAL

try for cyber cafes to filter out cer-
tain web sites and restrict the web
access. "We developed such a soft-
ware and got a lot of publicity. Then,
we got our first foreign client who
wanted similar software and a sort
of chain reaction started," he
recalls.

From 2001, CIS became a complete
outsourcing company. Even though
they have highly competent technical
staff working for them, the founders
still put in 10 hours every day. So how
do they unwind?

"We spend our weekends with our
families. We go to movies and restau-
rants and basically try to chill out dur-
ing the weekends," says Kulkarni. Their
favorite evening joints are Kebab Vibe,
Small Kebab Factory, Kebab, and

Shawarma.

Abhishek spearheads CIS's finan-
cial development, corporate devel-
opment initiatives and helps archi-
tect the company's quality as per
global standards. Anil is responsi-
ble for providing technology direc-
tion at CIS and building technology
capabilities. Kulkarni is responsible
for providing technology direction
at CIS and building technology cap-
abilities.

Going forward the economic slow-
down is a big challenge, feels Anil
adding that they were looking for a
space in special economic zone (SEZ).
They can't hide their disappointment
while talking about the liberalisation
policy of the state government.

"The government is also a big

to big companies and we don't have
a problem with that but we want the
government want to support us for
in fact, we are also looking at set-
ting up centres in Philippines," says
Anil.

At present, their focus is on web
application development, e-commerce
and also on mobile platforms like
Android. "We are more of a custom
software development company than
an off-the-shelf development company,"
says Anil.

They have set an ambitious
turnover target of 100 million dollar
for the next five years. The future plan
include having more space in India
to move towards their aim of having
a 2,000-employee company by
2015.