

P R Venketrama Raja
VC & MD
Ramco Systems

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After change on top, Ramco plans to go global with cloud

HCL ex-honcho, Virendar Aggarwal, joins firm as CEO

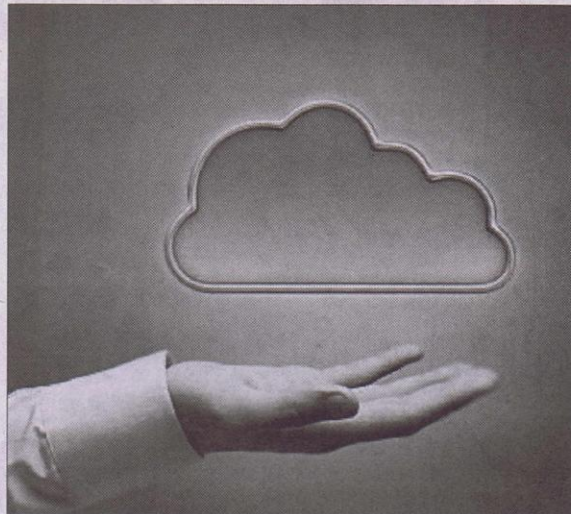
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Chennai

VIRENDAR Aggarwal, until recently the president and Asia Pacific – head of HCL Technologies, has now joined Chennai-based enterprise solutions company, Ramco Systems, as its CEO. With the appointment of Aggarwal, who had a long stint in Singapore as part of his previous assignment, Ramco Systems hopes to firmly establish a global footprint for its cloud enterprise solutions' products.

"Our enterprise solutions under the cloud platform has been very well accepted across industries in India. Now, with Aggarwal at the helm, we expect this to have a world wide reach and make Ramco Systems one of the most preferred cloud enterprise solutions company globally," P R Venketrama Raja, vice chairman & managing director, Ramco Systems told *FC* in Chennai on Wednesday.

According to him, Ramco Systems offers one of the best end-to-end enterprise solution, covering every-



ON CLOUD NINE: With good acceptability in India, Ramco Systems is confident of doubling its customer acquisition in 2012

thing from board room analysis to shop floor management. It is one environment encompassing hundreds of solutions and with the cloud platform, customers across the globe can choose solutions based on their needs.

"Its acceptability in India has been very good to the extent that we are confident of doubling our customer acquisition this year, than

what we achieved last year," Raja said. "Now, the new CEO has taken upon the task of spreading this globally, especially in markets like the US, parts of Europe and Africa to begin with," he added. However, Raja felt it would be too early to talk about the impact of this development on the company's revenue stream. "Aggarwal has just taken charge and he will need time to

take stock of things and then implement his strategy to reach out to global customers. It will be at least a couple of quarters before we actually start seeing any upstart in revenue flow. As of now, we are in a transition phase," he observed.

Raja said, "Having successfully built the market for cloud ERP in India, we are now poised to go global, capture market interest and capitalise on the latent demand for cloud-based offerings. We are at an inflection point and were looking for a globally-focused executive who can lead the team and give the right impetus for future growth."

"Ramco has been in the forefront of technology and has captured a sizeable market in India for the cloud offering. I firmly believe cloud is the future and am looking forward to the challenging role of spearheading the growth of India's leading cloud enterprise ERP company in to the global markets," Virendar Aggarwal, CEO, Ramco Systems said in the statement.

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