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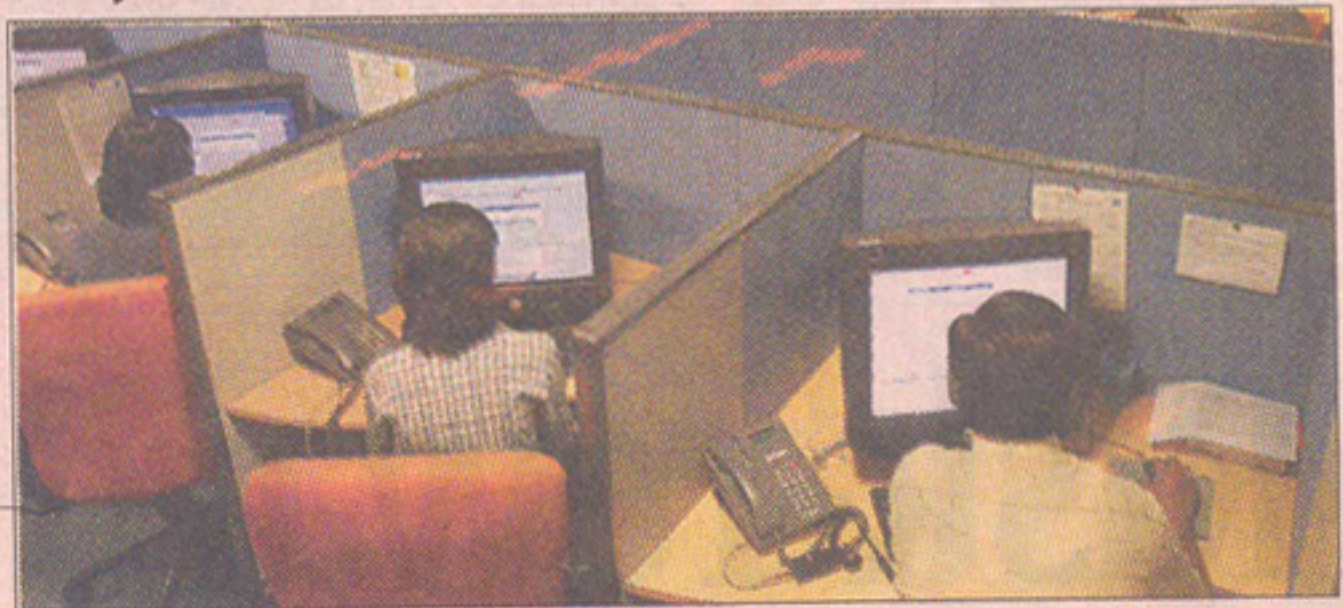
Elitecore looks for biz in European, African mkts

Billing, online security solution co is about to start operations in two continents

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Elitecore Technologies Ltd, which provides billing solution to state-owned telecom giants-BSNL and MTNL, is eyeing European markets now. The company is working on a pilot project for Telecom Italia and hopes to seal the deal within the next two months.

Apart from its product for carrier-grade billing and platform that enables data, voice and video services over networks, sold under the brand name, Crestel, the company is



also planning to find market for Cyberoam, integrated internet security product, in Africa and elsewhere. The firm has already roped in a major distributor for its product. At present, Elitecore is selling Cyberoam in Middle East, Europe, US apart from India. It has already tapped Asia Pacific countries for Crestel.

According to Elitecore CEO, Hemal Patel, the company has a turnover of around US \$15 million and core employee strength of

380. Riding the low-cost advantage, the software firm hopes to raise its revenue to US \$50 million in next year. To meet the demand for new projects in the pipeline, the headcount will also be increased to 900 by 2010.

Detailing his future plans, Patel says that their focus is on tier-I telecom companies. He wants to use the low cost and dynamic structure of the young firm to the hilt and agrees that strengthening rupee is of a concern.

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