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CHOICE SOLUTIONS

CEO and MD : Jagannath Kallakurchi

ChannelWorld Premier100 Winner

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At the beginning of 2009-10 fiscal year, the management at Choice Solutions took a decision to offer end-to-end infrastructure solutions under the datacenter vertical. It made perfect sense to integrate all our solution offerings under one umbrella and provide more streamlined services from a central place to managing customer resources more efficiently.

"As part of our core strategy to provide centralized managed services across the globe, we built an NOC through which we started providing remote infrastructure management services," says Jagannath Kallakurchi, Chief Executive and Managing Director, Choice Solutions. Along the lines of supporting the customers in the infrastructure space, the company is already providing facilities management services at customer site for past four years. "Now, we have decided to provide managed services using remote management approach," he says.

The company invested heavily in to both Datacenter division and the managed services division in 2009-10 fiscal year by hiring senior resources and also providing the training to several internal resources in datacenter space. "Several of the government projects rejected us on the prequalification basis," he says.

However, the company took a different approach by working with the prime system integrators and consulting firms. "Today, we are recognized by several large system integrators and consulting companies for our services in the datacenter space," he says.

The services business growth has increased tremendously compared to previous year. "We have built good technology teams that are capable of addressing larger projects. We also benefited by jumping onto managed services bandwagon early on and we are expecting a rapid growth in the coming quarters," he says.

SUPPORTING ASSOCIATIONS



Winners 2010

Select Company...

CHOICE SOLUTIONS

Revenue 2009-10 Rs 87.68 Crore

Founded 1991

EXECUTIVES

Jagannath Kallakurchi CEO and MD

KEY PRINCIPLES

HP

APC

Microsoft

Symantec

Adobe

Cisco

Tyco Electronics

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