

Helios and Matheson expanding to US \$ 100 million soon

By Vishal Krishna

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This Chennai-based IT services company has gained a niche market in the health sector and has been the leader in that domain. Like all industries, it is the vision of its leaders that has taken the company to a stage where it can compete in the global space. This year the company has made an after tax profit of Rs 35 crore and the stage is now set for it to become a US \$ 100 mn dollar company in two years.

Helios and Matheson (H&M) Managing Director Muralikrishna G K told this paper that they were now currently a US \$ 55 million company.

"Business models often distinguish each IT company. 35 per cent of

our clients are from the health spectrum. Health care is the vertical to capture. Globally IT spending is at 6 percent, but we have beaten that average, as the the health vertical is growing at 13 percent," he said.

Muralikrishna added that the health care space was a regulated market and it required competent companies to be in line with the western requirement.

"We have maintained sound relationships with our foreign clients. But, I owe the success to our management team. Our senior management is one of the best. Each individual has been in the IT space for at least 25 years. Our key differentiators are health, management, clientele and acquisitions," he added.

H&M Chairman V Ramachandran added that strategic acquisitions had allowed the company to revive falling IT industries.

"We acquired Maruti Consulting

Company prides itself on being the prime operator for health care verticals

in San Francisco, USA and Vimoksha in India. Both these firms are now working as our subsidiaries and have been doing extremely well. They have been well integrated and our clientele is expanding in the process," he said.

Ramachandran said that the company would grow to 2000 people by the end of next year.

He added: "We are focusing on

Career Opportunity

H&M highlights

THE company has an extensive offshore infrastructure including dedicated offshore development centers (ODCs) in India to provide world-class solutions to clients world-wide.

employing at the senior management level. But, we do employ students from tier 1 colleges. In Karnataka we have look in to all the top private colleges. But, we have a large intake from IIT and IIM-Ahmedabad in particular. In our recent extraordinary general meeting we have decided to recruit at least 8 executive vice presidents and this clearly tells you that we are keen on expansion."

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The attrition rate in H&M is only 11.6 percent and its development center in Chennai retains most of its employees.

"The development center in Bangalore is filled with many IT companies and therefore the attrition rate is high. But, H&M is preferred by many and we sponsor our employees to study abroad. Very soon we might set up a facility in Coimbatore too," he said.

For further details visit:
www.heliosmatheson.com