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Blackstone co eyes \$500 mn revenue

Sumali Moitra | TNN

Kolkata: Blackstone Group-controlled CMS Info Systems - formed by carving out the IT infrastructure management and outsourced business services divisions of CMS Computers - hopes to treble revenue to \$500 million (Rs 2300 crore) by 2014 and scout for buyout opportunities in the point of sale (PoS) and application software businesses.

CMS Info Systems - where Blackstone announced the acquisition of a majority holding in December 2008 - aims to end FY10 with a turnover in the range of Rs 750 crore. Apart from Blackstone, CMS Info Systems also counts former Microsoft India CEO Rajiv Kaul among its minority shareholders.

Speaking to TOI, Kaul - presently executive vice-chairman & CEO at CMS Info Systems - pointed out that the company proposes to take its infrastructure services business international in course of time, as well enter the remote infrastructure man-

agement arena. However, there is no immediate plan to list the company or possibility of Blackstone raising its stake in the firm.

Kaul said CMS Info Systems is currently chasing potential game-changing deals from BSNL and other government entities to fast-track its growth. "BSNL aims to centralise its printing processes and we are trying to bag that contract," he added.

Kaul said CMS Info Systems would also set up printing outlets jointly with India Post - initially at Delhi and Kolkata - to be in a position to obtain orders from public sector undertakings and government departments who are currently still reluctant to outsource their printing needs to private companies. The facility in Kolkata would come up next month, with CMS Info Systems providing the equipment, he added.

"We may change the name of the company to better reflect the identity we are trying to create for it," Kaul said, without elaborating on when this is likely to happen.