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CMS Targeting Rs 2,000Cr Revenues In The Next Three Years: Rajiv Kaul EXCLUSIVE

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The vice-chairman & CEO of CMS Info Systems charts the company's progress in a freewheeling interview.

Private equity major Blackstone Group partnered with former Microsoft India CEO Rajiv Kaul in late 2008 to buy a majority stake in the domestic business of CMS Computers. The outcome of the deal is CMS Info Systems Pvt Ltd, which now specialises in IT services like infrastructure management and training, runs a large cash management business, and also offers transaction printing and card solutions, among others.



Rajiv Kaul

Kaul, who worked with emerging markets private equity firm Actis for two years after leaving Microsoft, categorises the company's business into two key areas – IT services & allied businesses and the cash management business. Although the verticals are fairly different, Kaul says that the customer sets are relatively common which include banks, insurance firms, telcos, public sector and manufacturing companies.

With the recent acquisition of Securitrans India Pvt Ltd (SIPL), CMS expects to double its revenues and reach Rs 2,000 crore in the next three years while its current staff strength has gone up to 30,000. Till date, CMS has focused on the domestic market alone, but it is also looking at overseas markets and offering remote infrastructure management solutions to the portfolio companies of Blackstone.

In an exclusive interview to VCCircle, Kaul, the executive vice-chairman & CEO of CMS, speaks about the journey since the buyout, the company's growth strategy and the acquisition of SIPL. Here are the excerpts.