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ZTE Soft hopes to double India revenue by March 2014

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CHINESE IT firm ZTE Soft expects to double its India revenues to \$160 million by March 2014 and hire 300 more people locally within next one year.

“We expect to post 100 per cent growth in our revenue at \$160 million by March 2014 from India business. We posted \$80 million revenue from India in December 2012,” ZTE Soft’s senior vice president Nie said. ZTE Soft, which is subsidiary of telecom equipment firm ZTE, currently manages software services for BSNL in three zones, nine circles’ operations of Sistema Shyam and two circles of Idea Cellular.

The company expects a major boost in business when contracts of European vendors in most of the service areas with some leading operators expire.

“ of the Indian telecom operators have started discussion with us for handling their IT needs. They are finding European vendors expensive. We are building capacity in India and to cater demand we will hire about 300 people more in a year,” ZTE Soft deputy director Prasoon Sharma said.

ZTE Soft, at present, has about 100 people working with it directly.

The company has also partnered with Indian IT companies Tech Mahindra, Wipro and TCS for system integration.

“The volume of business is going to be huge when consolidation starts in telecom sector. While we will have our workforce, we will take help of Indian partners to handle projects,” Sharma said.

ZTEsoft's solutions have been deployed for telecom operators in more than 50 countries and areas.