E-governance business is a challenging one: Prakash Rane, ABM Knowledgeware on ET Now (21.12.16)

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E-governance business is a challenging one: Prakash Rane, ABM Knowledgeware

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In an interview with ET Now, Prakash Rane, ABM Knowledgeware BSE 0.14 %, talks on the various opportunities and challenges before his company. Excerpts:

Now since e-governance projects are competitively won by tendering and profit margins are tight, can you just tell us what opportunities and challenges you are addressing at the current juncture?

business is, as you rightly said, a challenging one because it deals with paradigm shift. One of the ways of improving the profitability is to create reusable frameworks and productisation of services. What I mean is, we would normally create frameworks for different domains and whenever we bid for newer tenders we will try to reuse the frameworks created earlier. There is one of the methods we can improve the profitability and that is by reusability of the frameworks. Secondly, we have subject matter expertise on various domains and verticals so it is a blend of technology and domain expertise as a combination of a reusable framework and blend of domain expertise and technology we are able to do better even though there is tremendous pressure on profit margin when we fight tenders.

I just want to talk about some of the opportunities that are arising - there is Aadhaar, Skill India, Start Up India some of the national flagship schemes, so with e-governance being a thrust area of this government what prospects are you sizing up across the state, centre and even the municipalities?

Prakash Rane: Most of these initiative ultimately dovetail into what we called as a Digital India Initiative now let us look at Aadhaar when the Aadhaar number would be feeded into multiple data bases what will happen is identification of a unique individual will become easier which in turn will help proliferation of e-governance or various services under e-governance. When you talk about Skill India what happens is there are certain skills which we require in IT industry are not high end skills like programming or analytics but there are and low-end skills which are required so Skill India Programme can be used to increase the supply of semi skilled people into our industry. So all these initiatives dovetail into Digital India and effectively they will increase the adoption of e-governance even in e-municipality we will have good amount of traction due to most of these initiatives for the reason which I mentioned just now.

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