

Dax expects Rs 40 cr from WiFi soon

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CHENNAI-based Dax Networks, expects WiFi or wireless LAN equipments to add Rs 40 crore to its topline over the next three years. The company looks to the government and corporate segment to drive its WiFi equipment sales.

Mr Deepak Mirza, director, Dax Networks said the WiFi market was picking up in the country, notwithstanding the issues faced by this evolving technology. The company is in the process of installing WiFi networks at ITC, Kolkatta, Port Trust, Chennai and IIT, Delhi, among others.

A cumulative revenue of Rs 40 crore would mean installing about 40,000 units. At present the entire market size, in terms of volume, would work to 10,000 units. However, it is estimated to grow at the rate of 4 to 8 times per annum in the next few years, he said. Mr Mirza added Dax would focus on corporate and government segments for growth. While there were security issues, which are still being sorted out, a number of companies are coming forward to try this technology, he said.

On an average a company would have to spend Rs 10,000 per PC or laptop.

"The prices of course are likely to come down. But, from a company's point of view, expenditure is likely to remain stable as users would like to go for higher versions, as was the case personal computers," said Mr Mirza.

Dax would also look at another segment that includes organisations such as nLogue Communications, which is into rural connectivity.

"In rural areas WiFi would be more viable than other technology," he said.

Dax imports all its equipment from Taiwan. It plans to invest about Rs 2 crore in this area.

"A substantial portion of investment would go towards creating awareness of this emerging technology," said Mr Mirza.