

# Dax to focus on education, e-gov

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Chennai, Aug 7: Chennai-headquartered networking solutions provider Dax Networks Ltd will focus directly on large enterprises in the telecom, education and e-governance segments and indirectly on small and medium businesses in the BFSI, education verticals in the current fiscal.

Talks are on with state governments, particularly in the western and eastern belt of the country, for designing network connectivity that will provide the interface between citizens and government under its e-governance vertical. "Tenders will be released by the end of this year. Normally the states spend about Rs 700-800 crore for automation per annum and we expect to bag orders of Rs 5-6 crore each from two to three states," K Surendar, country manager told Express.

The company will provide networking solutions for infra-

structure connectivity for land registration and electricity offices for bill payments, among others. Dax is developing management software to 'connect students to main labs' in government and private colleges.

"Students will be able to access internet and software applications in their hostels with the help of terminals. An IT manager in the college will be able to control the time of usage so that it does not clash with classroom timings," Surendar said.

Last fiscal, Dax posted a turnover of Rs 88 crore, of which about 80 percent was contributed by large enterprises. The company reworked its corporate strategy last year to include the fragmented SMB market in its focus area. Dax plans to reach out to this sector through its 150 authorised Dax solution providers (ADSPs) across the country. "Through ADSPs, we plan to optimise performance for SMB customers," said Surendar.