

## Netting the Villages

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One of the little-known facts about Dax Networks is its continued focus on the e-governance segment in India. Over a period of half a decade, the networking specialist company has bagged several key projects in the domain, beginning with the e-Sewa project of the Andhra Pradesh government.

"The e-governance vertical has, over a period of 5-6 years, become a major vertical for us simply because it has been easier for us to break the brand barrier in the government segment. Beginning with the e-Sewa project, Dax has been involved with many e-gov projects across India in various sectors including power," says Subashini Prabhakar, chief technology manager, Dax Networks.

The recent addition to its growing list of e-governance projects bagged include the execution of a project for Srei Infrastructure Finance, wherein Dax has networked 4,937 village ki-

osks in West Bengal through its partner. This project comes under the purview of Srei Sahaj e-Village, a subsidiary of Srei Infrastructure Finance.

Part of the National e-Governance Plan (NeGP), the Srei Sahaj e-Village encompasses establishing over 20,000 CSCs across the country, in order to bridge the digital divide between rural and urban India. "We were chosen by Srei for networking its CSCs and the first phase of this project has been completed," says Prabhakar. "We have deployed a comprehensive IP-based network for Srei's CSCs in West Bengal, enabling seamless videoconferencing and voice and data transfers," adds Prabhakar.

### Going Rural

While Cisco has been the front runner in SWAN projects, and Juniper too of late has been bagging projects in Himachal Pradesh, Bihar, and Chhattisgarh, it is not

as if smaller players like Dax are barred from the party. "Instead of bidding for SWAN projects directly, we provide networking equipments through our partners and we have provided networking equipments in various SWAN projects including the ones in Tamil Nadu, Karnataka, and Jharkhand," says Prabhakar.

The company is also an active player in the CSC segment wherein kiosks are set up to enable people to access the Internet and avail of government services through SWAN. Under CSC, the kiosks are run by entrepreneurs who run it on a revenue-sharing basis.

Dax is hoping to register higher growth this fiscal and also expects to undertake key e-governance projects in the networking domain. "For this purpose apart from participating in various e-governance events to increase visibility about the company; we also intend to enlist into maximum rate contracts of DGS&D, since those departments who cannot wait for tender process can easily shortlist probable vendors from the DGS&D rate contract list," says Prabhakar.

Company officials said that Dax Networks expected to end the current fiscal with revenues of Rs 96 crore, a 10% growth over the previous year's earnings.

### Dax's Govt Dossier

- Bagged its first project, e-Sewa of Andhra Pradesh government
- Provided network equipments in various CSC projects in West Bengal, Tamil Nadu, Bihar, Assam, and UP
- Set up the campus area network for various civil hospitals in Gujarat under the Commissioner of Health
- Established the Statewide VPN connectivity for KVAT (commercial taxes, Kerala)
- Set up in New Delhi NICS1 chose Dax Wi-Fi LAN at NicSi Delhi
- LAN connectivity for Barackpur Municipality; Jodhpur Vidut Vitran Nigam LAN in Power House
- Structured cabling for Chandigarh-based Hartron for its ADHAR project