

**Leading Networking Equipment Vendors
(2009-10)**

Vendors	Total Turnover*	Vendors	Total Turnover*
Hewlett-Packard India Private Limited	₹17831 crore	Sharp Business Systems India Private Limited	₹400 crore
HCL Infosystems	₹12159 crore	Tyco Electronics	₹375 crore
IBM India Private Limited	₹5800 crore	NetApp India Private Limited	₹335 crore
Cisco Systems India Private Limited	₹5400 crore	Supernova Engineers Limited	₹310 crore
Dell India Private Limited	₹5200 crore	DB Power Electronics Private Limited	₹285 crore
Intel Technology India Private Limited	₹5160 crore	Ricoh India Limited	₹259 crore
Reliance Communications Infrastructure Limited	₹4419 crore	Rittal India Private Limited	₹230 crore
Tata Communications	₹3218 crore	Toshiba India Private Limited (MFP Division)	₹219 crore
Emerson Network Power (India) Limited	₹2500 crore	Atrie Technology Private Limited	₹190 crore
Sterlite Technologies Limited	₹1537 crore	Siemens Enterprise Communications Private Limited	₹180 crore
Wipro Infotech Limited	₹1227 crore	Check Point Software Technologies Limited	₹175 crore
Luminous Teleinfra Limited	₹1200 crore	Smartlink Network Systems Ltd	₹156 crore
HBL Power Systems Limited	₹1124 crore	Polycom India	₹128 crore
EMC Corporation	₹1110 crore	Dax Networks Limited	₹109 crore
Symantec India	₹1040 crore	Molex India Limited	₹100 crore
Seagate India	₹980 crore	Uniline Energy Systems Private Limited	₹83 crore
Canon India Private Limited	₹840 crore	Reichle & De-Massari Mea India	₹83 crore
Intex Technologies (India) Limited	₹593 crore	MRO-Tek Limited	₹77 crore
American Power Corporation India Private Limited	₹580 crore	Fortinet India SAARC	₹72 crore
Sify Technologies Limited	₹548 crore	Enkay Technologies India Private Limited	₹70 crore
Duraline India Private Limited	₹500 crore	Aastra Telecom Limited	₹65 crore
Su-Kam Power Systems Limited	₹500 crore	Netgear Technologies India Private Limited	₹40 crore
AGC Networks Limited	₹496 crore	CtrlS Datacenters Limited	₹25 crore
Numeric Power Systems Limited	₹458 crore		
Epson India Private Limited	₹400 crore		

Based on *Communications Today* estimates

*Includes non enterprise network equipment

DAX NETWORKS

A part of Apcom Group, Dax Networks attained a turnover of ₹108.87 crore for the financial year 2009-10. The company's comprehensive portfolio of products and solutions covers all networking needs, right from the edge to core. Dax is strategizing on introducing new solution oriented products and the company is now poised to make a strategic entry into storage market and surveillance solutions.

The company is now gearing up with a stronger channel strategy to position their new products in the market, with a renewed focus on mid level to high end enterprise in the verticals like retail, education, manufacturing and the government. In order to focus on the rural networking domain, the company is making initiatives through the government projects.