

## Indian IT Firm 'Bullish' on Asia

March 20<sup>th</sup>, 2010, Saturday

A deal to provide three airports in Indonesia with its cargo handling system supports NIIT Technologies' "bullish" view of Asia's economic recovery, said Lalit Dhingra, the company's president for U.S. operations.

The New Delhi, India-based global information technology company, which has its North American base in Atlanta, will supply the software package to airports in the cities of Jakarta, Bali and Surabaya. The value of the deal was not disclosed.

Mr. Dhingra told GlobalAtlanta that the deal is a solid step forward in a joint venture with Singapore Airport Terminal Services, the cargo handling company for Singapore Airlines. NIIT built the software system, called COSYS IS, in Singapore in 2001 in response to new cargo rules at the airport there. The system boosts efficiency in cargo processing; helping airports cut costs and reduce the amount of lost or mishandled cargo, according to NIIT.

After fine-tuning the system, NIIT began marketing it where its Singapore partner had relationships, netting sales to airports in Beijing, Hong Kong, Taiwan and India that are building new terminals or modernizing existing facilities, Mr. Dhingra said.

While the U.S. lags, Asian airports are investing in infrastructure improvements to support growth, he said, adding that only seven out of the top 30 airports by passengers showed higher traffic in 2009 than the previous year.

Of those airports with growth, most were in Asia. China's two busiest airports, in Beijing and Guangzhou, posted gains of 16.8 percent and 10.8 percent, respectively, according to preliminary data from Airports Council International. Indonesia's Soekarno-Hatta International Airport handled 13.3 percent more passengers in 2009 than the previous year, the data showed.

According to Mr. Dhingra, demand for air travel is indicative of the broadly positive economic outlook in Asia.

"The U.S. has not turned around at all yet, but the economy in India that was looking at 6 percent GDP growth last year is looking at 9 percent growth this year," he said. China finished the year with better than its target 8 percent growth in 2009.

Naturally, then, NIIT's larger deals, like a recent \$50 million contract with the Indian government, are coming out of Asia, Mr. Dhingra said.



Still, NIIT is not giving up on the U.S. It has posted slow but positive growth over the last four quarters, and things are looking up, he said.

He also said that health care will be a huge opportunity in the coming decade for IT companies even if the proposed health care reform package doesn't become law.

**Please Visit:** <http://www.globalatlanta.com/article/23818/>