

# Ranal forays into India

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**W**ith India poised to garner a major chunk of the offshoring engineering services, US-based Ranal Software Solutions, a leading supplier of Project Lifecycle Management (PLM) products, has announced its commercial foray into the nation with a target of Rs 100 crore sales.

The firm, which has R&D centres in Bangalore and Pune, recently launched its new product – CAMELEAN/PM, a complete project management suite that guides organisations through the entire PML. The product is an enterprise class role-based programme management solution that assists organisations collaborate and communicate across projects, time zones and geographies.

“With the ability to monitor the project implementation from a single point, it will enable to make informed decisions. The product is of special relevance at a time when India is poised to become the off-shoring destination of choice. During the first year, we intend to have a huge footprint by issuing at least 1,000 licences,” said Ranal Group CEO Rakesh Mahajan.

The Rs 136 crore firm will initially target the engineering and manufacturing sectors. “At present we have five pilot projects going on in India. We expect more firms to join us. As a group, we are witnessing tremendous growth. We expect CAMELEAN/PM to contribute more than Rs 100 crore revenue over the next three years,” he added.

The PLM product, already available in the North American and European markets, can fit into any scale of business ranging from small projects to large scale applications. “With its rich project lifecycle features, real-time communication and collaboration, the key benefits include 40 per cent improvement in resource planning, 35 per cent reduction in administrative costs and 25 per cent reduction in data collection activities,” Mahajan claimed.

Ranal has over 600 clients from automotive, aerospace, heavy engineering and other industries, he stated. The firm is also into engineering services and consulting.