

**SATHISH THORRIKONDA,
DIRECTOR, VIGILANT
TECHNOLOGIES (TELANGANA
AND ANDHRA
PRADESH)**

"EYEING BANGALORE AND PUNE"

Vigilant Technologies deals in end-to-end Telecom solutions. In a chat with SME Channels Sathish Thorrikonda, Director, Vigilant Technologies (Telangana and Andhra Pradesh) talks more about the business and market.



Q Brief us about your company?

Vigilant is a leading IT & Telecom service provider with an experience of 10 years, having innovated in the field of IT/Telecom. Our proficiency lies, in blending knowledge, experience and innovations for delivering quality solutions at par, with global standards. A commitment we achieve with our dynamic team of engineers, working in unison with the research and marketing divisions.

Q What is your turnover and growth percentage?

Last financial year we closed at Rs. 50 million top line, and this year we aim to achieve Rs. 120 million.

Q What is your strength in terms of market reach and others?

We have very strong subject knowledge and we offer end-to-end solution when it comes to Telecom. We have vast experience in designing, deploying and maintaining massive telecom networks.

Leveraging on this we have taken few initiatives to penetrate in the market effectively, we have also taken steps towards digital marketing. We have also expanded to Vijayawada, Vishakhapatnam and have plans to start branches in Bangalore and Pune.

Q What kind of solutions and products you are dealing in?

We deal in end-to-end Telecom solutions viz, EPBAX, IP-PBX, VOIP Gateways, GSM Gateways, IP Phones, MPLS, Cloud Computing, Biometric Access Control Systems etc.

Q How do you find telecom market in India?

Telecom market in India has gone through many roller coaster rides in the last couple of years. But we are happy the way India is progressing in this area, and our association with companies like Matrix Comsec encourages highly.

Q How do you find Matrix products?

Matrix is SUBSTANCE brand. Substance is in the DNA of Matrix solutions. Substance in the form of technology, depth, genuineness and going beyond the mere outer façade and offer more values in all the areas. This is what differentiates Matrix from the lot.

Matrix positioning is based on offering more of these true inherent values which customers expect from infrastructure solutions.

Q What is the potential and challenge for Matrix in the market?

Matrix is the only Indian company, today, that

"WE WOULD LIKE TO HAVE A PRODUCT WHICH IS QUICK TO OFFER FROM OVER THE CLOUD FOR SPECIFIC MARKETS AND STARTUPS."

keeps innovating new technology and solutions. Once again, the range of products and 24/7 support is the key strength of having associated with Matrix. The challenge is to keep innovating as per the market demands and the Telecom market in India is very dynamic.

Q How should the company improve its market share?

Company has understood and has been adding bigger team, System Integration to effectively penetrate in the market which was a challenge faced few months back.

Q As a partner what kind of products you want to add this year?

As 4G is getting launched by all, the Telcos are in full swing, hence we would like to have a product which is quick to offer from over the cloud for specific markets and startups. We would also like to strengthen our existing product portfolio as well. **SME**