

Intelnet buys Mauritius co; expands delivery footprint

Acquisition adding Rs 300 cr to the company's revenue

Our Bureau
Chennai, Dec. 4

Intelnet Global Services has announced the acquisition of a company in Mauritius, which owns two companies — Upstream and Travelport ISO — all for a price of \$75 million.

These acquisitions would add about Rs 300 crore to Intelnet's revenue figures in the current fiscal.

Intelnet, with about 23,500 people sees its revenues (independent of these acquisitions), grow from Rs 400 crore to about Rs 650 crore in the current fiscal.

CONTACT CENTRE SOLUTIONS

The US-headquartered BPO company Upstream employs over 1,200 people across three delivery centres in the US, two delivery centres in Latin America (Guatemala and Panama) and a delivery centre in Mauritius.

The company provides multi-channel contact centre solutions including voice and back office operations. It offers customer relationship and sales support for nine clients primarily in the Travel and Information Technology domain.

Travelport ISO, the India-

Enhanced presence

Acquisitions would help expand its delivery footprint from solely offshore centres, to an on-shore and near-shore capability.

This also adds new geographies such as Mauritius and builds upon the multiple language capability portfolio with Spanish and French.

based captive operations part of the Travelport group, a travel services company, offers voice, business process and finance & accounting services to travel companies. It employs 1,100 people across two locations in India.

A statement from Intelnet said that these acquisitions would help expand its delivery footprint from solely offshore centres, to an on-shore and near-shore capability based out of the US and Latin America. This global delivery expansion also adds new geographies such as Mauritius and builds upon the multiple language capability portfolio with Spanish and French.

Speaking on the announcement, Mr Susir Kumar, CEO-Intelnet Global Services, said: "We have identified travel as a key growth area and with these acquisitions, Intelnet has taken the first major step towards growing

its global delivery footprint."

He added that Upstream gave Intelnet a firm foothold into servicing the US market and that Travelport ISO would enhance the company's offshore delivery capabilities in India.

Travel contributed four per cent to Intelnet's revenues prior to these acquisitions. It is expected to touch 25 per cent in this fiscal, he said.

LURING BLACKSTONE COS

Mr Akhil Gupta, Chairman, Blackstone India, said: "These two acquisitions will add to Intelnet's current scale and domain expertise in key verticals, making it attractive to customers worldwide including Blackstone's portfolio companies."

Intelnet is currently in talks with 26 out of Blackstone's portfolio of 52 companies, to offer its services.