

Enhanced Software Solution

By **Snigdha Karjatkar**

Wednesday, May 6, 2009 12:00:00 AM IST

Its every hardware engineer's dream to graduate to a systems Integrator," says NandKumar Pawaskar, Managing Director, of Enhanced Software Solution. Inching slowly and steadily towards this dream, ESS today boasts of a whopping growth percentage which, in time of today's slowdown, no one even dares to dream, leave alone achieving it.



What started as a customized software solution provider almost a decade ago is today a significant partner for popular vendors. In 1997, Pawaskar started his customized software development firm.

The first client order gave key to the client relationship management. "If you answer the client's call who is in trouble, he will be with you and you do not need any other trick to sustain him," says Pawaskar.

The first order of Konkan Merchantile Bank was procured within a month of starting off. The bank was in a soup as the earlier solution provider had left the project mid-way. It was then Pawaskar and his team pitched in and went for the rescue. They designed and developed entire solution for the bank. Going forward, it is now ESS's client forever. Polygram was another crucial order in the early days which was again procured within a month of starting.

Expanding out side the domestic terrain, ESS has recently opened a branch office in Singapore. " Just 2-3 months ago, we started an office in Singapore to cater more efficiently to our clients in the entire APAC region, "says Pawaskar.

About the future, he quips, "I believe compliance software and cloud computing is the way to go. These are going to be the next green fields in IT and we've to make the most of it. Also ITIL and audits software will present substantial growth."

Snapshot

Enhanced Software Solution (ESS)

Founded : 2006

Head Office: Mumbai

**Key Executives: Nandkumar Pawaskar, Managing Director;
Prabhav Kodial, Director;**

Revenue 2009 (Expected) : 30+ Crore

Revenues 2007-08 : Rs 11 Crore

Growth Rate : 300 percent

Employees : 200+

**Principals : BMC Software, CA, Symantec, Bakbone Software, EMC,
IBM, HP, and Fujitsu,**

**Key Business Activities: BSM Implementation, Software Development,
Enterprise solutions on Server Consolidation, Storage consolidation,
Disaster Recovery, Data backup archival and Security**

Website: www.ess.net.in.