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Tejas To Boost Optical Networking

By [Sohini Bagchi](#)
Bangalore, Jul 19, 2005



Tejas Networks, an emerging leader in India in building next generation optical networking products, has recently added a new feather to its cap - a state-of-the-art optical networking lab in Bangalore.

Speaking to CXOtoday, on the company's facility and the future of optical networking in India, Dr. Shivarangan Kumar, CIO and

co-founder said, "This is the right time to set up this facility as optical networking is gaining significance due to the ever-increasing demand for bandwidth and diminishing fiber availability."

"Tapping into the exploding need to deploy broadband data services based on Ethernet while still supporting traditional voice services, we pioneered the development of cost effective, software-differentiated, next generation SDH/SONET products that enable telecom carriers to converge traditional voice-based networks with the new data-dominated networks," explained Kumar.

He continued, "The Optical Edge devices are seen as the fastest growing sub-segment with a CAGR of nearly 50% per annum and the company realized that data requirements would dominate the optical networking market way back when it was beginning operations. Today, all the major players in the optical networking products space are developing products based upon next-generation SDH standards."

After generating about 90% of its revenues from the Indian market, Tejas jump-started its presence abroad to tap into the global optical networking space with Arris Networks in the US and Hitron Technologies in Taiwan as its customers. With the addition of the new facility, Tejas further plans to add 100 odd people at the end of 2005 as it expands the customer base both in the domestic and international market.

According to Kumar, "Assembling a good team was one of the most challenging tasks before

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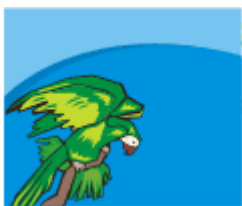
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us when we went in for product development. We have a very flexible and agile R&D team that has developed products and altered product specifications at short notice as per market requirements."

On making inroads, Kumar felt that Tejas has been better than its competitors in terms of the niche market segment that they have focused on. "We've always had an edge in terms of understanding the pulse of the market and build products to cater to it. The market, however, keeps changing and there is always a shift in customer preferences by the time one develops a product. The ability to gauge market expectations and demand well in advance and fine-tune one's product accordingly are the keys to success."

Today, with over 25 customers across the globe, using its products in live carrier network, and a high-tech optical lab in Bangalore, Tejas Networks hopes to grow by 500% in the next couple of years.

The 70,000 sq. ft facility, inaugurated by the union minister of information and technology, Dayanadhi Maran will house R&D groups, optical networking labs and a advanced customer-training center.

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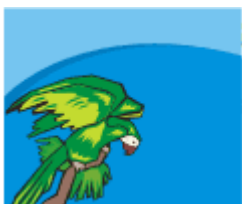
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