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### Corporate

## Hughes Systique banking on R&D Services demand in the telecom sector

TT Correspondent | New Delhi | 28 Aug 2009



Telecom industry follows standards as laid by the internationally accepted global bodies and evolution of such standards is a continuous process. All the solutions designed and developed by vendors use these standards. The vendors are able to carve out differentiations which are mainly on grounds of price point or technological advancement of the solution or combination of both. This [competitive advantage](#) is mainly driven by the R&D initiative of the vendor. And it is here where Hughes Systique Corp, a subsidiary of the Hughes Group foresees a strong latent demand from the vendor community.

The firm provides complete end-to-end services spanning the entire value chain in the development as well as product life cycle of a product.

“The entry of Chinese players has changed the OEM landscape. It has now become more important for the incumbent OEMs based out of Europe and America to focus on hitting the right price point and this can be brought about by incorporating by R&D initiatives as well as product reengineering,” says HSC MD Mr. Vinod Sood, a veteran in the field having served more than 20 years to the industry including stints in India’s premiere R&D firm, CDOT as well as Hughes.

For the Infrastructure [domain](#) the firm offers consultancy services related to architecture design phase, product engineering services as well as new [product development](#) services.

Another [business](#) area where the company sees lot of scope for business is the converged applications domain with companies like Nokia, Google and Apple encouraging third party developers to develop [innovative applications](#) and platforms for delivery of advanced value added services.

“Established in 2006, the 400+ employee strong company is in the process of gradually coming out of the shell of parent company Hughes and establishing itself as a formidable player in the R&D space focused on telecom sector,” proclaims Mr.Sood. Currently about 65 % of the company’s revenues are derived from parent company Hughes.

HSC’s prominent global clients include Ericsson, Nokia Siemens Networks, Nokia, Alcatel-Lucent while some of the domestic ones are Vihaan Networks and Tejas Networks.

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