Catering to Value Chain Offerings: Hughes Systique Pvt. Ltd.

Vinod Sood, CEO & MD, Hughes Systique Corporation

Hughes Systique Corporation (HSC), part of the HUGHES group of companies with its global R&D and delivery center in Gurgaon, India, is a leading provider of Outsourced Product Development and Engineering R&D services in the Telecom and Embedded domains. Being a CMMi Level 5, ISO 9001:2000 and ISO 27001:2005 certified company committed to technological excellence, HSC customers range from the top Tier 1 OEMs and ISVs to high-tech and emerging technology companies. Founded in the year 2005, HSC today has offices in Maryland, US and Gurgaon, India.

Products and Services well ahead of Competition

Hughes Systique Pvt. Ltd. helps its customers build their next generation products using their in depth expertise, not only for the purpose of cost reduction but as the outcome of a combination of deep domain knowledge along with speed-to-market capabilities. Fitting well into the domain with its large pool of high quality talent, deep domain expertise and a "product mind-set" developed over the years, HSC helps customers develop and take their products and solutions to the market well ahead of the competition. Primarily catering to the needs of Equipment vendors like ALU, Juniper, LG, Samsung, etc, Independent software vendors such as Adobe, Google, etc or Semiconductor companies such as MediaTek etc, HSC offers Consulting, Software development & maintenance and Testing services to clients in the telecom and consumer devices domains. In recent times, HSC has also started offering these services to customers in the multimedia and semiconductor domain.

Value Chain Service Offerings

The markets HSC serves follows the value chains in Consulting, Software development & maintenance, Hardware Design & Development/Testing, Deployment and Support. A known operator in the Engineering R&D services (ER&D) and Outsourced Product Development services (OSPD) space, HSC's services are popularly termed as "Product Realization Services" consisting of Consulting, Software development & maintenance and Testing by the HSC clients.

A Choice made rather than an Option

In spite of being a medium sized company with a large and technologically sophisticated parent corporation, Hughes Systique Pvt. Ltd. focuses on high end of the value chain along with an in depth knowledge in the chosen fields of service, with its focus on fast growing technology areas, which has made the company a Choice rather than Options that clients today have.

Focusing on the road ahead

Hughes Systique Pvt. Ltd. specializes in the rapidly growing market for applications operating on mobile smart terminals on a cooperative basis with backend systems offering voice, data and multimedia services which are both private and cloud based.

In the upcoming near future, Hughes intends to continue focusing its product realization services on the high end of the value chain in the hi-tech R&D space for wireless access systems, switching and networking for both terrestrial and satellite communication systems, in addition to one of the more recent and exciting focus areas for HSC is the emerging domain of Connected Devices encompassing M2M technologies and the Internet of Things (IoT). With embedded technologies becoming an integral part of every industry in an increasingly multi-device connected world, it is hoped that Smart machines, sensors, IoT, and other intelligent devices shall continue opening up more and more opportunities for sophisticated technology players like HSC.

Revenue Model:

Hughes earns its revenue from its "product realization services" offered to various customers. The assignments by customers to the company are either "fixed price based" or "time and material based", depending on the nature of the engagement and the preferences of the customer and demands and choices made by them. Catering to a wide array of customer/ client needs, Hughes Systique Corporation has successfully has a percentage of repeat business over the last few years has been upwards of 80%.

Knowing the Founder/CEO: Vinod Sood (Managing Director).

Mr Vinod Sood is currently the Managing Director at Hughes Systique Corporation (HSC); a Telecom R&D services company. He has previously served as the Head of Global Engineering and R&D at Hughes Software Systems (HSS) and served on its Board as well, besides having worked at C-DOT as a part of the core team which designed India 1st Digital Switch. A veteran of the Telecom software industry, Mr Vinod has build high performance teams at premier Telecom R&D organizations in India, with his exceptional track record of building profitable and sustainable institutions from conceptualization to maturity.

Adorning many roles as a member of the CII National Committee on IT, ITeS & e-Commerce and a member of NASSCOM and AMCHAM's Northern Regional Council, the Managing Director of Hughes has also been on the NASSCOM Mentor Panel for Emerging Companies. Mr Vinod has also served as a member of the Advisory Committee of the Institute of Informatics and Communications, University of Delhi and also as the Chairman of RMC-CORE in Network Engineering (setup by TIFAC, Department of Science and Technology Government of India) a Government, Academia and Industry partnership initiative.

An alumnus of PEC Chandigarh having graduated with a Gold Medal, Mr Vinod is also involved in guiding and mentoring young entrepreneurs and startups and is a TiE Charter member.

Timeline of the Company

Incorporated	2005
Operations started	2006
ISO 9001	30-Dec-2008
ISO 27001	17-Mar-2009
CMMI Level 3	29-May-2009
CMMI Level 5	18-May-2012

Client Speaks:

"HSC has solid depth in wireless technologies. We have benefited greatly from their consulting in optimizing WiMax for backhaul. Their processes and reln skills ensure they can service demanding Korean customers to full satisfaction. We look forward to working with them again"
- *Mark Ryoo, CEO, Orange Logic Co.*

"The engineers from Hughes are very knowledgeable and experienced. From the time I have worked with them, they have never failed me. A few even went beyond the call of duty to call and assist our non-engineering staff to help them get set up or debug their issue. Highly Recommended." - *Alvin Loh, Manager, JDSU*

"HSC were key in developing a Symbian application for Agilent Technologies. Their thorough approach and desire to always go the extra mile made the project a success and the team were a pleasure to work with."
- *David Stewart, General Manager, Agilent Technologies*

"HSC is one of many others, but you always wish to find the best, we are fortunate to have found them. Quality top notch staff, understand our business, accommodate our urgent needs even requests are challenging, coupled with wise, professional and trusted seniors have resulted in mutually constructi..."
- *Farris Muhammad, Programme Director, Aeroflex*

"HSC's formula of having a Subject Matter Expert attached to the full project life cycle has been key to them delivering on 3 major projects for us. Highly recommended!" - *Shane Dewing, CTO, Emotive, Inc*