

Polycom eyes string of acquisitions in India

Our Bureau
HYDERABAD

NASDAQ-listed Polycom, a leading unified collaborative communications solutions provider, is looking at acquisitions in India. The company has earmarked \$300 million to fund its inorganic growth plans and is targeting companies that will help enhance its technology solutions or market access.

"We are yet to finalise our acquisition targets in India as inorganic growth is part of our global business strategies. As India is a growing market for our products and technologies, an acquisition will help us speed up our growth

here. We are looking at other geographies including Europe and the US also for acquisitions," said Sunil K Bhalla, senior V-P & general manager (voice division), Polycom.

Last year, the company had a kitty to the tune of \$500 million for inorganic growth and had acquired SpectraLink in North America for \$220 million.

The company is also stepping up its investment in India. As part of this strategy, the company has set up an R&D centre in Hyderabad at an investment of \$5 million.

"The centre has about 70 engineers and in a year we will increase it to over 100 as the facility can accommodate 160 engineers," Bhalla

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told reporters on Tuesday. The Hyderabad R&D centre will focus on developing patentable technologies for the company's voice communication solutions for mobile, desktop and conferencing applications.

The centre will also work with Microsoft for building unified communication devices.

It is also increasing its penetration in the Indian market. It has marketing and sales offices in Delhi, Mumbai, Bangalore and Hyderabad and has finalised locations in Chennai and Kolkata as well. "We are also entering tier II cities and will open offices in Pune, Ahmedabad, Bhopal and Chandigarh next year. This will help us get closer to the growing markets in these places. Besides, our existing customers in India including KPOs and BPOs are also expanding to small cities," said Yugal Sharma, regional director (India & South Asia), Polycom.