

# US cos outsource engineering services to Indian IT firms

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US companies have begun to outsource work in the civil engineering segment to Indian software companies.

Until 2004, outsourcing in civil engineering and architectural design services did not pick up since software companies had to sign separate agreements for the usage of design software that remained with the builders.

Patni Computer Systems has broken the barrier and has signed up with a major US homebuilder that has outsourced its architectural de-

sign services to the company

“Homes in the US are different from those in India. Most of the homes are built of wood and are assembled on site. Companies in the US are looking at outsourcing the architectural design element to Indian software companies. Patni’s engineering services division at Pune has made a beginning and plans to build on this expertise by pursuing strategic alliances in newer areas of engineering services outsourcing,” Prasad Shetye, VP & head, Engineering Services Business Unit, Patni Computer Systems said.

“Engineering services outsourcing is moving to the next phase of growth in India. Companies are moving up the value chain by offering data management services,” he said.

Patni is pursuing the strategic alliance strategy to penetrate the existing accounts. For instance in the automotive sector, the company has shifted from designing plastic door handles to simulate crash analysis for some customers.

“Patni is focused on providing end-to-end solutions in the engineering services segment. Barring the actual manufacturing, the

company takes care of the all design needs of the customer,” Shetye explained. Shetye said the company was exploring alliances in marine engine design and consumer electronics.

Patni’s product engineering services focuses on the concept building to product realisation, addressing verticals such as automotive, heavy engineering, high-tech, consumer electronics, industrial electronics and medical electronics.

Product engineering services contributed 10.6% of the company’s overall revenues in Q3 FY06.