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CONVERGENCE

# Encore Soft Readies Revenue Generation Plans For Simputer

R Ravichandran

**Hyderabad:** Hit hard by last year's slowdown in the IT sector across the globe, Encore Software Limited has decided to place a special thrust on the Simputer handheld device, through the formation of strategic alliances and induction of new personnel.

The company, which developed the Simputer in association with the Bangalore-based Indian Institute of Science (IIS) for applications in e-governance, mobile computing for enterprises microbanking and education, has received a tremendous response from all over the world for the unique device, according to Encore Software chairman and CEO Vinay Deshpande.

Following the good response, the company had decided to derive substantial revenues from the Simputer during the current financial year by productising the device on a contract manufacturing basis.

Pilot trials of the Simputer will be soon conducted in e-governance and other enterprise applications.

The company, which bagged an order from the Union government to develop a customised special-purpose handheld computer last year, is scheduled to complete the job in the current year, according to Mr Deshpande.

Discussions are also underway with several potential customers for licencing of the Intellectual Property (IP) and technologies including speech coders, VoIP stacks and modems.

"Encore would also embark on new development projects in emerging areas such as 3G wireless and Ipv6 (Internet protocol version 6). Background work in these areas has been already initiated," he said.

Steps have been initiated to re-organise the US subsidiary Ncore USA, to function more effectively as marketing front-end to take advantage of the current signs of economic recovery in the US.

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