



# Media release

## **The Hon Gordon Rich-Phillips MLC**

Assistant Treasurer

Minister for Technology

Minister responsible for the Aviation Industry

Monday 18 March 2013

## **Victorian ICT company opens Hyderabad office**

Victorian Technology Minister Gordon Rich-Phillips opened Victorian ICT company we-do-IT's new office in Hyderabad, India, which will provide a platform for the company's ongoing growth, both in Victoria and globally.

Mr Rich-Phillips led a large contingent of Victorian-based ICT companies as part of the Victorian Coalition Government's Super Trade Mission to India last week.

we-do-IT is a global provider of geospatial information and communication technology solutions with consultants in eight locations across Australia, New Zealand, North America, India and Europe.

Mr Rich-Phillips said the company's new international office in Hyderabad would give we-do-IT a foothold in the thriving Indian ICT market.

"This is a great example of a Victorian company taking advantage of operations in India and around the globe to grow their Victorian operations," Mr Rich-Phillips said.

"we-do-IT's structural model gives it increased flexibility, allowing it to become more competitive to win more project contracts and to ultimately create more jobs in Victoria."

we-do-IT Managing Director Walter Hesse said 53 of the company's 81 staff were based at its Melbourne headquarters and that the new office in India is expected to lead to significant growth in its Victorian workforce.

"We expect to bring on board an extra 15 specialist leadership roles in Melbourne over the next 12 months," Dr Hesse said.

Dr Hesse said the company established we-do-IT (India) earlier this year in the heart of Hitech City in Hyderabad to provide product development, support and data services to its global customer base.

"This operation enables us to lower our service rates, increase competition, market share and work volumes – growing product export revenue and service volumes while also growing jobs for Victorian ICT specialists leading a 'right-shored' delivery model," Dr Hesse said.

"We are very excited about establishing a development and support centre in India. We aim to have 20 people working there by the end of April and the Hyderabad office has a capacity for an additional 40 workers. It will give us further international scale and enable us to compete effectively against other global ICT companies.

“We are aiming to accelerate our traditional annual average growth rate of 30 per cent using the right shoring approach. This is a win for our customers, our staff in Australia and India and especially for job growth in Victoria.”

we-do-IT started as a single resource, self-funded service consultancy in 1996 and began its product developments in 2000 and in 2011. It has since delivered \$105 million of geospatial ICT products and services to global telecommunications, electricity, gas, water and transport customers and was awarded the 2011 Victorian Government Emerging Exporter Award.

Mr Rich-Phillips said Victoria had a lot to offer to India and the world as a leading provider of ICT services.

“Victoria’s ICT industry leads Australia as an internationally competitive source of innovative products and services, providing many opportunities for partnerships and investment,” Mr Rich-Phillips said.

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